

DAILY DECISIONS DECIDE DESTINIES! I love that! Isn't it so true? [Mary Kay has always said that your success lies hidden in your daily routine](#) . The longer that I am in this company, the more I realize that SUCCESS IS hidden in your daily routine! It's your DAILY DECISIONS that bring us to where we are! In fact, I would even go so far to say that there are only 2 REALLY KEYS to our business: 1) Time Management, and 2) Action.

KEY #1 - TIME MANAGEMENT. Would you agree with me that as women we have the extreme negative talent of guilt mastered? Well lets learn to un-learn that!!! There's no reason to feel guilty for anything if you plan your work, and work your plan ! TRULY it means sitting down with your family on Sunday, did everyone hear me....that means sitting down with your family on Sunday - and getting a schedule together! You may think it's trivial - but the reason we are NOT all guilt free is because we don't execute the action. Wouldn't you agree with me that the action is hard to execute if there is no plan? It's like walking in a circle with no leader. Where does the circle end? HERE! The buck stops HERE! The buck stops HERE!!

You've got to ink in a month at a glance! 1) Get your faith focused events scheduled, 2) Get your family focused events scheduled, 3) Get your Mary Kay events, trainings, and meetings scheduled. Remember you'll have to block out the other J.O.B. as well.

Now you must decide where you want to be and WHEN! How much time are willing to put into your business? Does it match your goal? Another words...if you want to be a:

Director/Grand Achiever: 12 hours per week (3 classes)

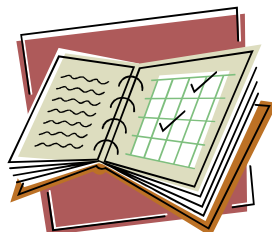
National Court of Sales: 12 hours per week (3 classes)

Team Leader: 8 hours per week (2 classes)

Red Jacket: 4 hours per week (1 class)

These CONSISTENT hours are NOT optional if you want to really do something BIG with your talents and abilities! Oh, you can do it on less - but you will be weak...and WE the Winners Circle are building STRONG LEADERS! This schedule gives you plenty of time to do your people work , paper work , meetings, etc. If you can't fit it all in - then you need to look at how you are spending your time and CHANGE SOMETHING!! Gloria Mayfield became a Director working another job, 1 hour commute and very involved with her church. Her hours totaled sometimes 70+ hours a week.

After these hours, you are FREE! Work your business with 100% effort when you work it - and then when your OFF you are OFF! Remember if you are home during the day - make your calls, do you thing - you are running a business and businesses have HOURS! That doesn't mean you can't spend an evening make calls and other evening times holding appointments. But that does mean that you MUST have time for your MAN and your CHILDREN! They are the reason you are doing this! You must also have ONE day of complete rest and rejuvenation!



Join The 5 O'Clock Club!

All of this leads me to talk with you about the **5 O'Clock Club!** YIKES! Look what happens when Jodi inspires me in the morning! (hee-hee) If you haven't read Mary Kay's Autobiography - this is where you should begin! Mary Kay was an avid believer in this program! It's nothing majorly scientific! **Just GET OUT OF BED & GET YOUR FEET ON THE FLOOR during the 5 O'Clock Hour!**

Now, I know, I know! I wasn't a morning person either - but ladies - **you CAN teach yourself to do anything!!** REALLY! I used to love to work between the hours of 12 AM and 3 AM! YUCK! Even though I thought I was VERY productive in that time - I realized how much more I TRULY get done in the mornings! HUGE DIFFERENCE! **How do you communicate the 5 O'Clock Club to yourself?** It's 6:29 am as I am typing this and I have the opportunity to see one of the most beautiful sunrises!

So, here's the deal! What do you do at 5 AM you ask?

Get Up!

Get Your Coffee!

Find Your Favorite Place!

Get Into Your Bible!

Do Your Affirmations!

Exercise! (optional - some like afternoon)

Suit Up & Show Up! (Shower - get your face on)

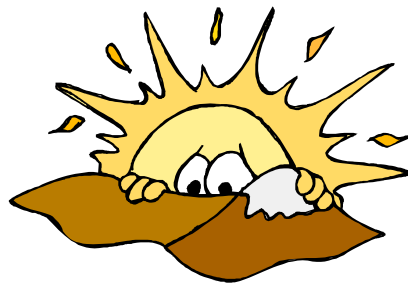
Listen To At Least 1 MK Motivational Tape!

Get Into Your Office or Work Space

Review Your 6 Most List!

Do Paper Work (Only if it's before 9 am)

POWER HOUR



Remember that 9-9 is PEOPLE TIME NOT paper time! REALLY! Seriously!! Don't get bogged down in paper! It doesn't make you money! You make money by SEEING NEW FACES! Ask yourself... is what I am doing getting me closer to my goal? If it's not you have 3 choices... 1) DO IT, 2) Dump It, or 3) Delegate It! SIMPLIFY your business! This is an easy business! This is an easy business! This is an easy business! We make it harder than it is!

Ladies....if you will just join me in getting your TIME MANAGEMENT fixed & mastered, then implement the 5 O'Clock Club. You'll be correctly set up for success - in fact success will happen when you put the ACTION behind the plan. If you are not working with these three KEYS - then chances are you are experiencing some frustration. CHANGE.

Daily Decisions Decide Destinies!