

SUCCESS

Success is the sum of small efforts,
Repeated day in and day out,
With never a thought of frustration,
With never a moment of doubt.

Whatever your cherished ambition,
Begin **now** to make it come true,
Through efforts repeated, untiring,
Put faith in the thing that you do.

Author Unknown

The Q-tip Solution:

QUIT TAKING IT PERSONALLY!

Mary Kay taught us from the beginning that very little in our business is meant personally. When we can see that a "no" is not directed to us, but to what we are offering ... appointment, product, career opportunity ... then we simply smile and move on to the next "YES"!

I encourage you to take **this** personally:

**I believe in YOU and YOUR God-given ability to reach
whatever your Mary Kay goals may be! YOU CAN DO IT!**