

# 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!