

Lesson 10

Don't Look at Where You've Been, Look at Where You're Going

Your past is over. Are you still using it as an excuse? Your limited education. A parent who died when you were young. Guilt over a mistake you made years ago. Your past is over. Don't build your future around your past. Stop pointing fingers and start taking action.

Concentrate on your future. Get to work today. Fill your mind with positive thoughts and your day with positive actions. Independent Elite Executive Senior Sales Director Judie Roman says, "You *can* start a diet in the middle of a bag of potato chips." Make a decision now to leave the past behind.

Assignment:

1. Prepare your Six Most Important Things to do for today.
2. If you don't have three selling appointments scheduled for next week, get on the phone and don't stop until you do.
3. Invite a guest to next week's unit meeting.
4. Run a bath, light a candle, turn on soft, gentle music and indulge yourself by taking time for you! No exceptions, no excuses!
5. Sell \$100 worth of product over the weekend.
6. Complete your Weekly Accomplishment Sheet over the weekend and either submit it to me or bring it with you to the unit meeting.