

Lesson 7

Are You Making the Most of Your Time?

All great achievers have gained control over their time. It has been said that all human beings have been created equal: we all have the same 24 hours every day. The difference is determined by what we do with the time we have

We need to choose to give our best time to our most rewarding tasks. There is a basic principle that says, "6 x 1 = 6." If you want to write a book, learn to play a musical instrument, improve your tennis game, become an Independent Sales Director, or anything else that's important to you, then you should devote one hour a day, six days a week to your task. Sooner than you think, what you desire will become reality. Imagine what you can do in 312 hours a year! Just a commitment of one hour a day, six days a week, that's all it takes.

Don't spend a dollar's worth of time for ten cent's worth of results. Make your time productive. If you commit to one hour of Mary Kay time per day, don't spend it organizing your product samples. Pick up the phone and book a facial or a party, follow up with your customers, hand out business cards. Are you making the most of your time?

Assignment:

1. Prepare your Six Most Important Things to do for today.
2. Spend an hour on the phone booking appointments and following up with customers and prospective team members.
3. Sell at least \$50 in re-order business.
4. Read a motivational book or listen to a CD for 15 minutes.