

I KNOW GOD LOVES ME AND WANTS ME TO SUCCEED, thus I will press on daily toward my goal. I will overcome any circumstance, condition or obstacle that could hold me back. Every day, I strive to be the best “me” possible

I AM SUCCESSFUL, CONFIDENT AND ENTHUSIASTIC. I exercise daily control over my emotions and work habits. I always look for the best in myself. My positive attitude keeps me focused on my goal and inspires others.

I AM A MASTER BOOKMAKER! I get at least two or three bookings from each class because each guest has a great time and wants the products I have to offer. I book everywhere I go, because I believe that every woman desires to look and feel better. Booking is easy for me because I love people and I love what I do, I book sharp women because I am confident, sincere and enthusiastic.

I AM EXCELLENT AT CLOSING THE SALE. I do a great job overcoming objections. I feel confident and comfortable talking with each guest individually. They trust me and appreciate my service.

I HAVE MORE THAN 100 CUSTOMERS. They are extremely loyal to me because they trust me and know I give the best customer service. My re-order business is increasing. I have built a strong business because I have a great attitude.

I AM ALWAYS A STAR CONSULTANT because I work consistently and persistently toward my goals. The prizes, recognition and praise I receive encourage me to reach new heights. I look, act, and feel like a winner because I believe in myself and so does everyone else.

I SHARE THIS OPPORTUNITY AND ALL THE FANTASTIC BENEFITS THE MARY KAY CAREER HAS TO OFFER WITH AT LEAST 3 SHARP WOMEN EACH WEEK. I always have a list of women who would love to be my model at our meetings. My confidence and enthusiasm draws them to me and makes them want what I have to offer. I keep them excited and committed by following up and showing genuine interest in them.

DRIVING MY NEW *FREE CAR* to classes, unit meetings and all over town is even more exciting than I thought. The sense of pride and accomplishment I feel when I drive my car is overwhelming. The beautiful car is the best trophy I could have. My family, friends, team members and customers truly admire me!