

# Feelings Wheel

## STAGE 8 LAST STAGE

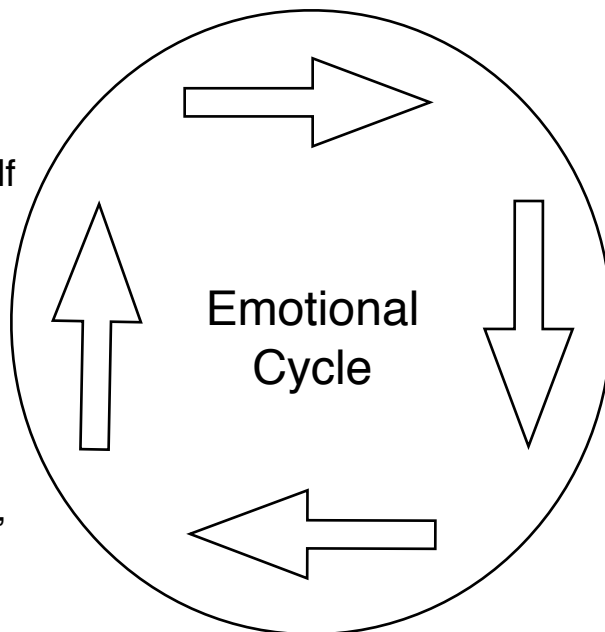
- \* Back to Stage 1 & STAY THERE
- \* Be Realistic!
- \* Tell yourself “it’s not like me to NOT reach my goals & be discouraged”

## STAGE 7 ANGER--Part 2

- \* You get angry at yourself
- \* Amit & recognize your feelings, You alone are responsible!

## STAGE 6 ANGER--Part 1

- \* “Why didn’t they tell me”
- \* “They lied to me”
- \* Nobody likes Mary Kay
- \* Everyone is allergic
- \* Everyone is a consultant
- \* You blame the company, your recruiter or your director-everyone but yourself



## STAGE 5 FEAR

- \* “I can’t do it!”
- \* “Maybe this isn’t for me”
- \* “Selling isn’t for me
- \* “I need to send my product back before I lose my money

## STAGE 1 NEW CONSULTANT!!

- \* Attend Success Meetings
- \* Send Positive feeling to the brain “I can do this”.

## STAGE 2 FRUSTRATION

- \* Cancellations
- \* Obstacles
- \* Family and Friends are negative
- \* Everyone uses Mary Kay
- \* Everyone Sells Mary Kay

## STAGE 3 SHOCK

- \* I can’t believe it
- \* “They said it would be so easy”

## STAGE 4 DENIAL

- \* Withdrawal
- \* Procrastination
- \* Avoid Success Meetings

When you go through this cycle, go through it FAST! Continue to attend success meetings & share your feelings with colleagues- Someone who has successfully gone through this herself (YOUR DIRECTOR). Remember to always “reach up” to your director when in need (share your frustrations, etc.) NEVER share with your sister-consultant’s or team members. Success WILL FOLLOW!!!

There is no gain without pain. Expand your comfort zone. Frustration ALWAYS precedes growth or retreat (imagine a fork in the road--When frustration hits, you can either take the “growth” path or the “fear and retreat” path--CHOOSE GROWTH!! But the choice is YOURS-only one thing will get you out of stage 4, 5 or 6--ACTION! Read motivational books, listen to positive tapes & call someone who is in your “AMEN” corner! AVOID Negativity!!!!