



AUDREY'S BELIEVERS AND ACHIEVERS NEWSLETTER



March 2014 Recognition & Results



Top Love Check
Portia
A Statewright



Sharing Queen
Portia
A Statewright



YTD Sharing Queen
Portia
A Statewright



YTD Retail Queen
Tisha
Allen

Congratulations to Our Star Consultants!

Dionne Stone
Ruby



Portia A Statewright
Ruby



Ashley Singleton
Sapphire



E'Licia Walton
Sapphire



Tisha Allen
Sapphire



Deborah Brown
Sapphire



Dear Believers and Achievers,

Hats off to those of you who attended Career Conference! What an inspiration and true motivation!!! I always come home dreaming big, setting God-sized goals, and feeling re-energized! Make the commitment now to attend SEMINAR this July! You will not believe the excitement! Dreams are born here! I want each of you to be a part of dreaming bigger than ever before. The stories, training, information, and preparation for what's coming and making your dreams a reality are amazing!

It's time for an amazing April! Color is everywhere! Our new products are making news and are quite a splash of color! I've already heard so many success stories from our unit members about our amazing new foundations. Plus, MK has just launched the Foundations for All section to take the guess work out of things. It's hard not to get excited about them. Have you ordered yours? If not, now is the time—especially so you are prepared for Mother's Day!! Make sure to stock up on basics as well for all of the color appointments you'll be holding this month. They are so easy to book!

There are so many women just waiting for the perfect opportunity to come their way, and with the **Share the Love Promotion**, now is the perfect time! We all could use some extra spending money right now. Mary Kay makes a great part-time supplemental income in any household. How do you spot your next potential recruit? She'll be a great hostess who loves our products! Mary Kay can fit just about any personality type! The key to a successful team relationship is in choosing a high caliber woman with whom you enjoy working. Make sure to have each potential team member hold a class before holding the interview. If she is not willing and excited about hostessing a class, she probably won't want to hold them as a consultant either. By selecting team members who are excited about what Mary Kay has to offer, you will also select women who are willing to use this opportunity to fulfill their needs & dreams. Plus, Doug Shulman, the commissioner of the IRS, notes that "80% of Americans get an average of a \$3,000 refund," so now is the perfect time for them to get started.

Have you considered the fact that Mary Kay is a part of your path so that you can enrich another's life? I believe that you are not here by chance or coincidence! This is your time to step up to the plate, reach out, and SHINE! Make a point of offering the Mary Kay opportunity to each person that you have not approached and that you think would make a quality team member! Let them say no. There are so many grand opportunities for New Consultants right now! Go onto the Mary Kay website and get excited about all that they are offering! We have amazing products! We have amazing opportunities! We have an amazing circle of friends, support, belief, and materials to help us succeed in Mary Kay. The choice is ours! Make the choice, TODAY, to make your dreams come true!! Set your goals, and then plan to make them happen each day! I know you can do it! I believe in you! You are here for a time such as this! Make each day count!

Love and Belief, Audrey



Does your day ever feel like this? But First...

I can't wait to make my booking calls today, but first I am going to tidy up a bit, just in case someone stops by. You know, while I am tidying up, I should really throw a load of laundry in the wash. Oh, while I am in the laundry room, I should sweep this kitchen floor, and clean up those counter tops from making the kids' breakfast. Oh, I really need to take out the trash... you know, those flowers probably need to be watered. Back inside to do my phone calls... Oh, the laundry is done, I better fold that and put it away. Guess I'll watch my favorite show while I fold. You know, I should check out that website they mentioned before I forget... Oh— look at all these e-mails I have from friends, I'll just check those for a second. I should call Sue and see how she is— she sounded down. Sue mentioned this great sale at the store, I should go check it out while I have a minute. I better hurry home and start dinner! My, how time has flown today!

teamUP
for Women!
Team Up to Make a Difference
Mary Kay Ash believed in the power of women — especially when they work together to help others. Today, The Mary Kay Foundation carries on this legacy with *Team Up for Women!* From **now until May 12**, Consultants are reaching out to women everywhere in our annual *Team Up for Women!* fundraiser.

What better way to honor Mary Kay's birthday than by supporting her Foundation? With your help, we have donated more than \$55 million to fund research for cures for cancers that affect women and to provide grants to women's shelters and other non-profit agencies to help stop domestic violence. As you know, these two causes were close to Mary Kay's heart, so we honor our Founder's legacy of giving during Team up for Women fundraiser.

THE MARY KAY
FOUNDATION

Happy 50th Anniversary Mary Kay! Our Top 5 Wholesale for March



Deborah
Brown



Portia
A Statewright



E'Licia
Walton



Ashley
Singleton



Dionne
Stone

Thank You Consultants Who Invested in Their Business in March

Deborah Brown	\$1,896.00
Portia A Statewright	\$1,527.00
E'Licia Walton	\$1,472.50
Ashley Singleton	\$1,375.50
Dionne Stone	\$1,205.50
Tisha Allen	\$1,200.50
Antoinique Martin	\$860.50
Damicka Wilson	\$453.50
Zelna Bennett	\$350.00
Kiki McKay	\$279.50
Keisha Simmons	\$278.75
Wanda Wallace	\$275.00
Ericka Gates	\$250.00
Shamika Davis	\$250.00
Kay Rosier	\$248.50
Marie Binion	\$228.00
G. Buffington	\$227.00
ViLee Ford	\$189.00

Guaranteed Tips to Having Great Results Bringing Your Guests to Meetings

By: NSD Nancy Moser



INVITE your guests to the Success Meeting, event, etc. by asking them to be your model or special guest for their opinion of our products and career at no obligations. Tell them that you need to know that you can count on their RSVP to reserve a table from your director by _____. Share with her a very special product gift for doing this with you and for her time.

INFORM them of the place and time to be there, or that you will pick them up. Briefly explain to them what we'll be doing at the event, the time it's ending, and most importantly: the nice, caring people they'll be meeting— your consultant friends, director, NSD, guest speaker, etc. People want to be with people whom they respect, like to be with, and who will make them feel comfortable.

INVESTIGATE, re-excite, and re-confirm by sending a "thank you in advance" note acknowledging that you appreciate being able to count on her word to be there as your model, because your director is counting on you to teach other consultants more about skin care and glamour. Write that you will have a special gift, and if she wants to bring 2-3 friends, you'll have gifts for them, too. * Follow up to reconfirm with a call 1-2 days prior and to inquire how many friends will be joining her so you'll have gifts for everyone.

INSPECT after she attends. Call her in 24 hours to thank her for being your special guest, for bringing her friends, for booking another appointment, for purchasing more products and for listening to the career opportunity— at no obligation. Thank her for her time and feedback so you can be a better consultant. Close on whatever next step she's ready for. Be sure to ask for referrals, too.



Celebrating 50
years: Mary Kay
Ash taught us how—
go live your dream!
One Woman Can!



Recruiters and Their Teams

DIQS

Portia Statewright

- Anna Duncan
- Cherrie Bartley
- Deborah Brown
- Geraldine Buffington
- Ila Robinson
- Kay Rosier
- Kenya Carswell
- LaTonya Clark
- Machonda Bryant
- Marie Binion
- Pat Fish
- Shamika Davis

Star Team Builders

Tisha Allen

- Barbara Sherwood
- Candice Williams
- LaRosa Gibson
- * Bridgett McBride
- * Camia Peacock
- * Christine Bey
- * Janet Moffett
- * Stacey Crosby
- * Trella Gordon
- * Wilma Wallace

ViLee Ford

- Florenda Sylvester
- Phyllis Campbell
- Roslyn Barlow
- * Gloria Walker

Senior Consultants

Ashley Singleton

- Ericka Gates
- * Jennifer Richardson

DeLisa Buffington

- Shelley Jackson

Dionne Stone

- Antoinique Martin

Florenda Sylvester

- Valerie Reagan

Geraldine Buffington

- DeLisa Buffington
- * Carolyn William

Kay Rosier

- Tiffanie Rosier
- Wanda Wallace
- * Betty Gipson

Keisha Simmons

- M. Merrieweather
- Sharon White

Tiffanie Rosier

- Kiki McKay
- * Julie O'Shaughnessy
- * Kimberly Morrow

Wanda Wallace

- Michelle Cary
- Vickey Russell



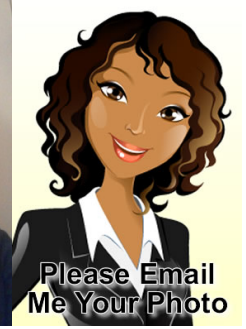
Top Love Checks



Portia
A Statewright



Dionne
Stone



Please Email
Me Your Photo

Tiffanie
Rosier

13% Recruiter Commission

Portia A Statewright

4% Recruiter Commission

- Dionne Stone
- Tiffanie Rosier
- Kay Rosier
- Ashley Singleton
- Wanda Wallace



Welcome New Consultants

Name:

- Deborah Brown
- Aaliyah Burrell
- Antoinique Martin
- Belinda Hale
- Jennifer Richardson

Sponsored By:

- Portia Statewright
- E'Licia Walton
- Dionne Stone
- Damicka Wilson
- Ashley Singleton



Welcome Back Consultants

- Zelna Bennett
- Damicka Wilson

Map your plan to be in the Queen's Courts



Queen's Court of Sales:
Order \$375 Wholesale Each Week

Queen's Court of Recruiting:
2 Qualified Recruits Each Month

Our Top 5 YTD Personal Retail Court According to MK Orders



Tisha Allen



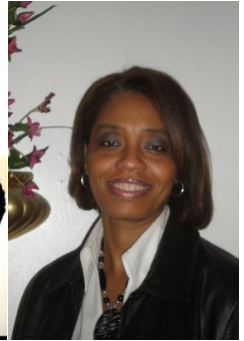
Portia A Statewright



Latasha Brooks



Ashley Singleton



E'Licia Walton

Year to Date Retail Court

1 Tisha Allen	\$12,674.50
2 Portia A Statewright	\$9,282.00
3 Latasha Brooks	\$8,642.50
4 Ashley Singleton	\$7,759.00
5 E'Licia Walton	\$4,716.50
6 Deborah Brown	\$4,346.00
7 Dionne Stone	\$3,928.00
8 DeLisa Buffington	\$3,756.00
9 Wanda Wallace	\$3,242.50
10 ViLee Ford	\$3,069.00
11 Keisha Simmons	\$2,631.50
12 Ana Nieto	\$2,569.00
13 Shelley Jackson	\$2,135.50
14 G. Buffington	\$2,006.00
15 Antoinique Martin	\$2,006.00
16 Kay Rosier	\$1,825.50
17 Florenda Sylvester	\$1,776.50
18 Marie Binion	\$1,696.50
19 Tiffanie Rosier	\$1,550.00
20 Nancy Speer	\$1,465.00

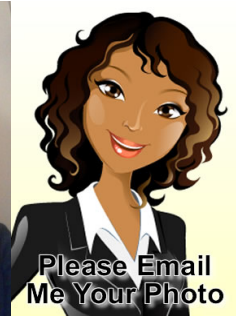
Year to Date Sharing Court



Portia A Statewright
2 Qualified
\$408.57



Dionne Stone
1 Qualified
\$34.42



Florenda Sylvester
1 Qualified
\$24.31

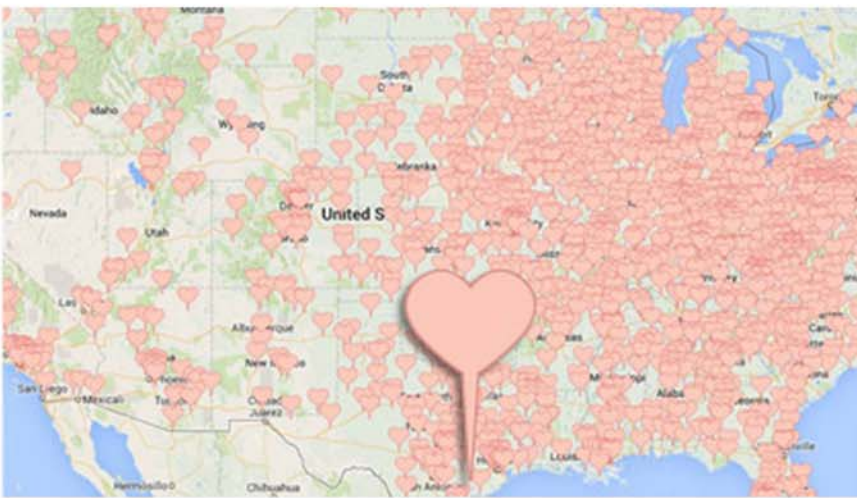
Make plans to be On Stage at Seminar 2014!!

Make our 50th Anniversary your best year ever! Each time you share our fabulous career opportunity, you reach past your own comfort zone to help someone else. If our career isn't for them, nothing has changed. However, you may be offering them the opportunity of a lifetime— exactly what they need to SHINE! Dream big this seminar year, and you'll be walking down the red carpet in style for Awards Night!

Happy 50th Anniversary Mary Kay! One Woman Can!

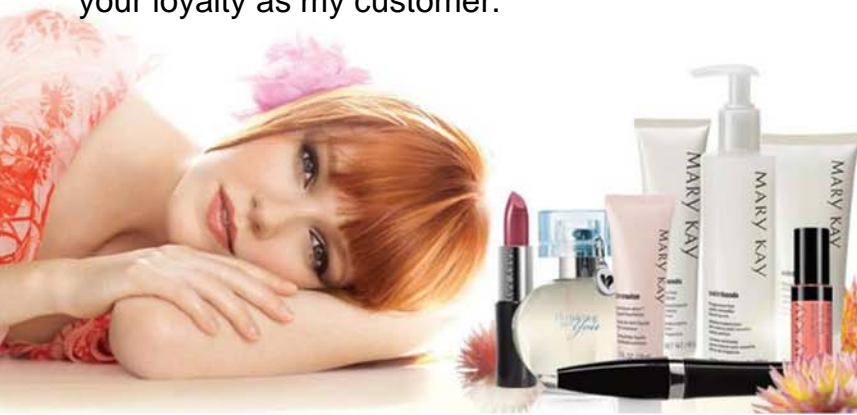
We Set Another Amazing Record!

58,808! That's the new Mary Kay record for the most number of makeovers conducted in 24 hours! That's right — during the MK Makeover Day on March 8, 58,808 women attended events in your homes, training centers and the live event at our World Headquarters in Dallas! What an amazing number! And here's another amazing number.... 11,640, the number of Consultants who participated in the makeover day! It was truly an exciting day, and we're thrilled that so many women around the country had the chance to experience a wonderful makeover, and to "discover what they love" about Mary Kay products.



Here's a great Script to Spring Into Action this month!

Hi _____, this is _____, your MK consultant. I would like to thank you for helping to make this my best year ever!! I am on a mission to do something that I have never done before, and that is to have a \$_____ day in sales. I am checking to see if you possibly need anything at this time. I really appreciate you as a customer, and it would be great if you can help me meet this goal. A portion of my sales will go to the MK Ash Charitable Foundation in your honor. The foundation is very involved in cancer research and promoting the awareness of domestic violence. Again, thanks for your loyalty as my customer.



May Birthdays

Phyllis Campbell	5
Sharon White	16
Stacey Crosby	16
Ke'Aundra Johnson	17
Marie Binion	25
Dionne Stone	28

May Anniversaries

Damicka Wilson	6
Vivian Royal	3
Mayra Paradas	2
Sharon White	2

There are really two options in life:
You can be either reactive or proactive to circumstances. And it's a lot more fun and less painful to be proactive- to make decisions about your life before events take control of you.

By David Bach

MARY KAY

one woman canSM

50 YEARS



I must confess that when my children were young, I didn't indulge in certain luxuries that probably would have been good for me. Some of the successful women at Mary Kay Cosmetics recommend these "just for you" activities for working mothers: Take a hot bubble bath at the end of the day.

Treat yourself to a good professional massage. Every now and then, go to a spa.

Taking the Road



to Success



Portia Statewright
DIQ



Tisha Allen
Star Team Builder



ViLee Ford
Star Team Builder



- Ashley Singleton
- DeLisa Buffington
- Dionne Stone
- Florenda Sylvester
- Geraldine Buffington
- Kay Rosier
- Keisha Simmons
- Tiffanie Rosier
- Wanda Wallace

Are You Ready to
take your business
to the next level?





\$100 DOLLAR DAYS CHALLENGE

**Who Wants To Make
Some CASH??**

Well now is the time to do so!!

**Every time YOU have a \$100 Day in Sales,
Call or Text me and
your name will go in a weekly drawing for a
"Special Prize"!**

(The week goes from Sunday - Saturday)

Let's Make Some CASH!!

The Glamorous Life Awaits You... You don't want to miss it!!!!

Royalty by the

Glamorous Life Getaway!

Sea

Qualifications to go:

1. All Four Quarter Stars
2. All Emerald Stars for 4th Quarter
3. Any Combination of Emerald Star for 4th Quarter
(Sapphire Star + 3 Qualified, Ruby Star + 2 Qualified or Diamond Star + 1 Qualified)

Qualification Dates:

March 16- June 15 2014

August 22-24, 2014



Regina Mitter Clark



Patrice Smith



Audrey Wallace



Isabella Ashley



Lavonda Brannon



Shirley Nichols



Yolanda Sherrod



Jawana Whatley



CALL 2 Excellence



May 2nd - 4th, 2014
Renaissance Charlotte

Legacy of Champions Charlotte, NC

National Sales Directors who have earned over \$10 Million in Commissions!



Sr. National Sales Director
Kym Walker



National Sales Director
Ann Brown



National Sales Director
Candy Lewis



National Sales Director
Lorraine Newton

Top Trip Winning Millionaire Sales Directors



ESSD Tabitha Hallums
3-Top Prestige Trips



ESSD Tanya King-Lee
2-Top Prestige Trips



ESSD Keita Powell
6-Top Trips



SSD Ann Shears
10-Top Trips (6 Prestige)
Million \$ Unit Club

Qualify to Attend C2E:

- ◆ Consultant—Team Leaders and above that achieve \$600+ w/s in March and April.
- ◆ Director—Personal medal with Bronze, Silver or Gold in March and April or have 50+ Unit Members or 1+ Team Leader attending.

Special C2E Recognition:

- ◆ Mar & Apr—\$1500 w/s & 2 New Team Members OR)
- ◆ Mar & Apr—30 Faces or 8 Classes

Special Guests In Attendance:



NSD Emeriti
Sonja Hunter
Mason



Regena Pipkin
Director of US
Product
Marketing

C2E Registration:

Registration is \$130.00 and will include: Training, Call 2 Excellence T-Shirt and 3 Meals.

Register at: www.kymwalker.com

Deadline to register is Tuesday, April 15th

No registration will be accepted at the door

C2E Hotel and Transportation:

All attendees will be responsible for their own transportation and booking hotel rooms.

A special hotel block at the Renaissance Charlotte Suites Hotel, 2800 Coliseum Centre Drive, Charlotte, NC 28217.

\$117.00 per night including 2 breakfast vouchers.

Ask for Mary Kay block, call 877-212-5752

SHARE THE LOVE TEAM-BUILDING PROMOTION

During the month of April, you can Discover What You Love about Mary Kay with the new Share the Love Team-Building Promotion. Let me share the love and passion I have for my Mary Kay business and "pass it on."

From April 1 – 30, new Consultants who sign their Agreements during the month of April can:

- Purchase your Starter Kit for just \$75, plus tax and shipping.*
- Receive free shipping on an initial \$600 or more Section 1 wholesale order that is placed by May 31, 2014.*
- Receive a \$100 credit on an initial \$1,800 or more Section 1 wholesale order that is placed by May 31, 2014 (in addition to free shipping on the initial order).*

* Contact me or see www.marykay.com for more details – and get ready to Share the Love!

discover what you

LOVETM

**WE LOVE GIVING WOMEN
THE OPPORTUNITY TO
BUILD THEIR DREAMS,
WHICH IS WHY YOU
CAN START YOUR
MARY KAY BUSINESS
FOR ONLY \$75 IN APRIL!**

Administrative Professionals Day Sales Ideas

1. Fill a basket with pink carnations and to each carnation attach your business card with two lip samples stapled to the card. Hand these out everywhere saying, "Mary Kay is honoring all working women during Administrative Professionals Week with a pink carnation and lipstick sample." Hand her the carnation while you are speaking. Then, tell her, "If you would like to fill out the back side of the business card with your name and phone number, you'll go in my special drawing for a free body care package." Hand out everywhere in your community – library, realty offices, school offices, doctors office, etc.
2. Phone Survey – Call local businesses and use this dialogue: "Hello, my name is _____ with Mary Kay Cosmetics and we're honoring women who pick up the phone during Administrative Professionals week with a free pampering session – facial and makeover plus samples and a \$5 Gift Certificate! You may enjoy this during your lunch hour or in the evening. Which would be best for your schedule?"

NATIONAL ADMINISTRATIVE PROFESSIONALS WEEK IS APRIL 20-26! TAKE ADVANTAGE OF THIS WEEK TO FURTHER YOUR BUSINESS!

The ASSISTANT is a very important person in every business. Take time to think of every ASSISTANT you know and make sure each of them gets pampered! BUT WAIT.... what about the ones you haven't met??? Where do you find them? EVERYWHERE!!! How do you approach them professionally? Here is a guideline to help you.



1. Start by making a list of every business person you know who possibly employs one or more secretaries, office assistants or receptionists! Think of people YOU do business with! You'll be surprised at how many you can list!
2. Plan your schedule with time to stop by all the places you have on your list. Enter with a positive stride, dressed professionally, and ask to speak to the business person you know. Chat for a few minutes and then say: *"Today I am representing Mary Kay Cosmetics. National Administrative Professionals Week is coming up April 20-26, and our goal is to contact all assistants in this area and let them know just how much their time and talent is appreciated. How many assistants do you employ? Have you made a decision on what you want to do to show them how much you appreciate them? I have some really great specials I'd love to put together for you that they would really love!"* I'd suggest bringing a few gift sets made up as examples, especially our satin hands and pedicure sets. However, it is important that you not go into a place of business with a lot of things. Carry a tote that you can comfortably put a few things in. You will probably hear something about how they take them out to lunch or give them a bonus... then you say... *"Long after that bonus is spent (or that lunch is eaten), she will use this and remember how much she appreciates you."* Complete the purchase, ask for a deposit of half or more and arrange for the delivery date. Then ask who else they might know who would also appreciate your services. If possible, ask for one of their business cards introducing you! You can then call the referrals and use the same approach!

HOW TO START YOUR BUSINESS OFF WITH SAVVY

There are many factors and decisions to make now that you have begun your new career and business venture. Inventory is a personal decision and everyone starts differently based on YOUR goals, YOUR finances and YOUR comfort level, but all successful Consultants grow to have inventory on hand. Here are some major points to consider...

2. Based on company history, it's strongly recommended that you carry inventory, based on your personal goals. These are the advantages to carrying a "store."

- **Fewer hassles**– You can deliver the product immediately
- **Less order cancellations**- With on-the-spot delivery your clients are using their products immediately... Would you want to wait a week for your cosmetics?
- **More professional reputation**-You are committed to your career. Your clients know they can count on you to stay in business and can get their needed products.
- **More professional attitude**– It's easier to make suggestions when you have it in stock.
- **More reorders**- Clients usually wait until the last minute... If you needed milk, would you wait for your favorite store to restock, or would you find another favorite store? Wouldn't you buy everything at that new store?
- **Higher appointment sales**– We buy what we see... Can you imagine going into a grocery store and actually leaving with just milk?

MARY KAY PAYBACK GUARANTEE: IF FOR ANY REASON YOU HAVE INVENTORY AND DECIDE TO QUIT AND YOU NEVER WANT TO REJOIN... YOU CAN RETURN ANY UNOPENED PRODUCTS TO MARY KAY WITHIN A YEAR AND GET REIMBURSED 90% OF WHAT YOU PAID FOR IT.

1. WHAT ARE YOUR GOALS?

3. Who pays for the Inventory?... YOUR SALES, YOUR CLIENTS!

Your sales pay for your inventory. For example, if you sell a Miracle Set- Time Wise System plus Day/Night Solution– for about \$100, then \$50 goes to pay for the product or to restock your store, and \$50 is your profit. Your loan amount, business expenses, and paycheck come out of the profit OR you can use the profit to build up your inventory.

4. There are 3 basic ways to begin your business:

- **Place a small initial order.** Place an initial inventory & display order so you can deliver most items on the spot. You will still need to invest to continue to build your "store."
- **Build up inventory.** Place a display order, then place orders frequently as needed. Wait for order to come, then deliver orders.
- **Begin with a full store.** Definitely the best start, with fewest frustrations, and committed to your personal success. Advantages-clients don't wait for orders, you get a paycheck immediately, and small portion of profit pays off initial investment.



GIVE YOURSELF PERMISSION TO SUCCEED

by Dr. John Maxwell

Particularly when I speak to groups, I am asked about success, and one question always stands out from all the others: Why don't more of us really go after the things we want in life? What holds us back? What makes us "settle" when we could "soar"?

This week, a client gave me part of the answer. He enlisted in the Navy after high school, stayed for 26 years, then worked for the phone company for 12 more years. Finally, at age 57, he quit and started his own business. It's not a large business - his largest sale last month was \$77, and his average sale is less than \$8. He sells sandwiches on the mall, downtown. He has several push carts, and hires college students to make and sell the spicy sandwiches. Last month people stood in line, outside in our winter weather, to buy 47,233 of his sandwiches. He's getting rich, one sandwich at a time.

I asked him what changed from the days when he preferred the security of a steady paycheck. His answer was important. He said, "Only one thing changed. I gave myself permission to try."

What a concept! He gave himself permission to try!

Success is not an accident. Living well is not an accident! Having the things we desire and the life we love is the result of "going for it!" It's the result of having a plan, and taking action! When I look at extraordinary parents, skilled teachers, wealthy business people, winning athletes or successful artists, I see people who gave themselves permission to succeed. They went after it. They took risks. They probably failed or made mistakes, but they kept on trying. They didn't hold back or play it safe or take the easy path! As Jim said, he gave himself "permission to try." Here are 10 permissions to give yourself, if you truly want to succeed in life:

1. Give yourself permission to try.
2. Give yourself permission to fail.
3. Give yourself permission to ask for help or guidance.
4. Give yourself permission to make mistakes.
5. Give yourself permission to look foolish or silly.
6. Give yourself permission to want what you truly want.
7. Give yourself permission to have doubts and try anyway.
8. Give yourself permission to astound your critics.
9. Give yourself permission to stand out.
10. Give yourself permission to succeed!

We hold ourselves back far too much! Yes, sometimes circumstances are difficult, but more often than not, that is the excuse we use to keep ourselves locked in our familiar routines. More often, the real limitation is within ourselves. Most people don't want to run for President or do anything really dangerous or outrageous. Most of the things we want are entirely possible, if we would only try. Other people have done them, and so can we. The greatest successes in life often include a loving family, meaningful work, caring friends, and a measure of financial independence. Extraordinary success is often not even visible to others, because the most important victories happen within the human heart. And in those secret places, the only thing holding you back is your willingness to try. Give yourself permission to succeed.

Become a MASTER BOOKER

By: Lisa Anne Harmon



What positive messages are you going to tell yourself today and everyday? Being in Mary Kay for almost 20 years, I have been able to watch the transformation in my own mind of going from somebody who was very cynical and sarcastic (and I still battle that to be quite honest), to someone whose first thoughts are positive, encouraging, and expecting. How does that transformation occur? It happens with a lot of prayer, it happens with a consorted effort, it happens by practicing what it is that you say to yourself on a daily basis.

We have all heard that if you want to become better on the phone with booking, tell yourself that I am a MASTER booker! Everybody that I call will say YES! I have so many appointments on my books! I can't wait to get on the phone! I love the phone! The phone is my friend! I am a master at scheduling appointments! Everywhere I go, people want to talk to me! I look the part, I act the part, and I sound the part! I am a MASTER at scheduling appointments! If you say something like that to yourself

out loud everyday, several times a day, what a difference that will make.

As Sue Kirkpatrick would say, "It would change the mental tape that you have been playing." Maybe your issue is self-confidence; maybe you have always had a battle worrying about what other people think. Try saying something like this to yourself, "I am a confident, strong, capable woman. I make decisions easily, and I'm pleased with the decisions that I make. I choose life. I make choices based upon what is best for me and not what is best for the people around me. I love my life. I am happy with my life! I am confident with who I am. I know that I am a child of God." If you said those kinds of things to yourself everyday, wow, what a difference it will make over time!

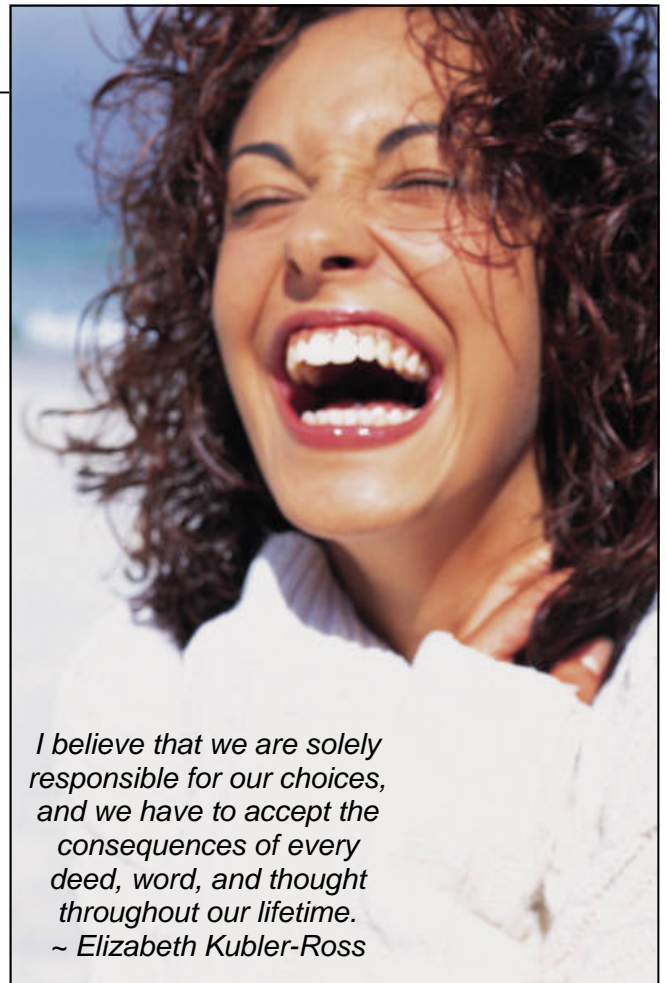
Positive affirmations don't change your life today. They don't change your life tomorrow. It is a process of learning wonderful habits that are going to change how you think and feel for the rest of your life. Maybe you are great at selling, and you really need to work on building

your team, "I am a MASTER recruiter! I am a professional recruiter with Mary Kay Cosmetics. I can't wait to share this wonderful career opportunity everyday. I know how much it has changed my life. I never want to be selfish and not offer this career to anybody else. I exude a professional Mary Kay image. I look the part, act the part, and sound the part everyday. I am attracting this wonderful way of life to me. I love to recruit! I love to share this wonderful opportunity! I am a MASTER at listening to people's concerns and relating them back to the Mary Kay experience. I am a Mary Kay Sales Director by January 1, 2015!" Those kinds of messages make a difference!

What area of your business do you need to grow in? What area of your life do you want to work on? That's the place that you start with the Positive Affirmations! Why not start today? Write a couple of sentences down; make them personal and powerful for you. Xerox them and put them behind your toilet, on your refrigerator, and on your rear view mirror!

11 Steps to Becoming a MK Millionaire!

1. **M**- Make a choice to BE a MK Millionaire! Make millionaire decisions! Look at the activity of the people making it happen in MK...and ACT LIKE THEM!!
2. **I**- If you want something you've never had, DO something you've never done! (The definition of insanity is to keep doing the same things and expect different results!)
3. **L**- Love yourself WHERE YOU ARE!! Stop comparing yourself to others! We always compare our weaknesses to others' strengths...and we ALWAYS lose!!!
4. **L**- Let go of GUILT! Your children and families will NOT be damaged! They will look at your example of hard work and positive, goal-orientated thinking, and they will be MUCH better people because of it. They won't remember the nights you were away!
5. **I**- Integrity....BE A WOMAN OF YOUR WORD!!! If you say it....YOU DO IT!!!
6. **O**- Openness...You need to be always learning and growing, not thinking you've arrived! Be humble!
7. **N**- NEVER GIVE UP!!!
8. **A**- Act as if you are already there!! When you start acting ...you automatically start becoming! (Example...next time you're cranky....SMILE! and you will automatically feel happier. Try it!)
9. **I**- Imagination....If you can Dream and visualize in Technicolor...you have the ability to achieve it! God doesn't let us have the ability to dream it without giving us the ability to accomplish it!
10. **R**- Rely on Faith! Faith is taking a chance BEFORE you know how it will work!
11. **E**- Enjoy the journey! When you've accomplished your dreams, you will look back on the process and treasure the ups and downs...the friends you've made...the experiences of growth....EVERYTHING!



*I believe that we are solely responsible for our choices, and we have to accept the consequences of every deed, word, and thought throughout our lifetime.
~ Elizabeth Kubler-Ross*



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**Words of Wisdom
 From Mary Kay Ash**

*There is a strong relationship
 between dreams that come true
 and the calluses on your hands.
 Your dreams will come true
 only if they have substance
 underscored by work.*



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