

29 THINGS TO HELP YOU GET ON TARGET FOR YOUR CAR..

- ___1. Test Drive the car, (yes go to the dealership and Do this!-- smell it, feel it, drive it!!!)
- ___2. Put pictures of the car all over your house. (even in the shower--of course laminated!).
- ___3. Have your picture taken with the car...make 50 copies and put them everywhere.
- ___4. Visualize yourself daily in the car in your driveway!!!!
- ___5. USE AFFIRMATIONS!!! (make your own tape--be excited!! It's a must).
- ___6. Put your goal in writing. (break it down to monthly, weekly and daily goals. If you have challenges with this, I WILL HELP YOU).
- ___7. Must use a weekly plan sheet.
- ___8. Get a power partner (don't listen to people who complain, whine or in any other way bring you down...It's not good for you or for them.)
- ___9. Attend all unit meetings faithfully.
- ___10. Attend all MK functions and events... you must be around positive people who want to help you succeed.
- ___11. Bring guests to everything--use your time wisely.
- ___12. Listen to motivational tapes. (especially ones from MK.)
- ___13. Talk to People who ARE WHERE you want to be!!! You only take advice from people you'd be willing to trade places with!
- ___14. Share your goal with people, it makes you accountable.
- ___15. Have faith, believe in yourself, your dream and MK.
- ___16. Be fully committed to your goal NO MATTER WHAT!!
- ___17. Set a deadline, and work with a sense of urgency.
- ___18. Use your six most important list.
- ___19. Enlist the help and support of those close to you. (Interview everyone and even if they're not interested personally, they can be talent scouts for you. I give \$50 in FREE Mary Kay for New Active Consultant referrals.)
- ___20. Focus on HELPING TO SHARE the opportunity rather than on winning a car.
- ___21. Build a strong sense of team unity. What is your team name? Talk to your team now and vote on it!
- ___22. Realize you have to make short term sacrifices. (It's a means to an end of a new beginning)
- ___23. Learn to shut it off.. Be able to give your family and friends total attention when you are with them and leave MK work behind, then when you go back to working your MK you'll know that you have balance in both home and MK and you'll be able to work MK more satisfactorily.
- ___24. Always work with a prospect list of at least 6-8 (not 1-2).
- ___25. REALLY, REALLY want it...you must have a burning desire (kind of like when giving birth, you want it out very, very badly...that kind of desire).
- ___26. Remember it's a numbers game...PLAY THE NUMBERS.
- ___27. Do not pre-judge anyone. (Lisa Madson, NSD has a NUN in her unit).
- ___28. Hold 2-3 classes/week and have a great I-story. (Go to www.marykayintouch.com, Learn MK, "Building your I-story)
- 29. HAVE A FANTASTIC ATTITUDE and SMILE---SMILE--- SMILE.**

