

7 Traits of a Six Figure Woman

Shared by Elite Executive Sr. Director Marla Bolling & Shellie Watson...from the Shealy Area Newsletter

FACT:

A woman earning six figures is working, often times, fewer hours than you, with the money to delegate the mundane, unenjoyable tasks. She also was probably an UNDER EARNER at one time....and may not be college educated.

FACT:

Most Mary Kay Sales Directors EARN \$50,000-\$250,000 annually, and the average income of our National Sales Directors is \$400,000+.

Excerpts from *Secrets of Six Figure Women* by Barbara Stanny:

1. A six figure female has a **PROFIT MOTIVE**: money may not be her driving force, but she absolutely expects to be well compensated from her work. She wants to make money. She enjoys the choices money gives. Profit to these women has a positive ring to it.
2. **AUDACITY**: She at some point in her life had to SERIOUSLY STEP OUT of her comfort zone, to do something that she was not entirely sure she should do. She may or may not have succeeded... but she had the audacity to try!
3. **RESILIENCE**: They all had the grit to get back up and keep going when they didn't succeed or when they encountered setbacks.
4. **ENCOURAGEMENT**: Six figure women have tremendously nurturing relationships with one or more people who believe in them, continually root for them, and sometimes prod them along. This could be a friend, business mentor, spouse or parent.
5. **SELF-AWARENESS**: They strive to know who they are and what they want. They consistently monitor their goals, values, priorities, skills, and talents.
6. **NON-ATTACHMENT**: They are willing to let go of what DOES NOT WORK, or HOLDS THEM BACK...KEEPING what they VALUE MOST!
7. **FINANCIAL KNOW HOW**: The most successful women understand and follow the rules of money!

I hope that I have intrigued you to WORK YOUR MARY KAY BUSINESS! God feeds the birds of the field, but he does not drop the food in their mouths. If you are not currently earning six figures... and you do not foresee your current career CHOICE to pay you that much... You may want to reconsider the uncomfortable aspects of a Mary Kay career...and join the ranks of those of us earning six figures!

Here are some disturbing reasons why:

- In any given period of time, 3 out of 4 women face a major life change...and fewer than half are prepared financially for it.
- 50% of all marriages end in divorce, the other 48% end with the husband's death (average age of widowhood: 56)
- 7 out of 10 women NEVER RETIRE because they can't afford to
- 1 in 3 women owes more in credit card debt than they have in a retirement account
- Among women between the ages of 35 and 55, one-half to two-thirds will be living in poverty by age 70

OK...there is **HOPE**! But it lies within **YOU** right now: I believe that no matter what challenges we face right now...**OPPORTUNITY** is knocking at your door with a gift in hand. Those first knocks are very gentle, sometimes so that we don't even notice.

Once we realize that our challenges are **PURPOSEFUL**, we no longer need to look at them as painful. The moment we **START** acting and **STOP** waiting... procrastinating or continuously filling our time with mundane chores...we **REALIZE** we have the opportunity to walk through a doorway to a **RICHER, FULLER, MORE ABUNDANT LIFE!**

Start today! Call your NSD! But, remember...she may be pursuing out the plan for her life too!
Schedule a time with her to discuss how you can join the ranks of six figure women...no matter what your age or circumstances!

Proverbs 31:10-31

“Dreams come true when the dreamers come through.”