

\$1 MILLION IN HER FIRST 10 MONTHS AS A DIRECTOR

Below are some tips and suggestions from Allison LaMarr:

- ♥ **I interview everyone that I facial.** I'm just too impatient to wait for the 1/5 interview odds to play out. So, I sit down and decide how many new team members I want BY WHEN. I then work backward from that goal (with the 1/5 signing odds) to calculate how many people I need to facial.
- ♥ **Mary Kay is totally mental** — it's all in your head — a mind game. Your thoughts drive your beliefs, and your beliefs drive your actions.
- ♥ **Attitude is everything.** Are you excited or apologetic when talking to your prospects? No one likes a wimpy consultant!
- ♥ **Visualization really works.** Are you telling yourself that you can't book? Or are you telling yourself that you are a booking machine, and customers are lined up outside your door? I know it sounds crazy, but the power of self-talk is astonishing!
- ♥ **Pick 2 or 3 booking ideas that you like and stick with them!** Jumping around from plan to plan just creates frustration. Pick one, and stick with it until you figure out how to make it work for YOU.
- ♥ **Would you book with you?** Remember, this business is not about how we feel. It's how we make others feel. Put yourself in their shoes. What hostess plan would entice YOU to book a class? Run with that one! Your customers will get excited about what YOU are truly excited about!
- ♥ **Fake it 'til you make it!** You can do everything wrong with the right attitude and still succeed!
- ♥ **This business is simple, but not always easy.** If it were easy, everyone would do it! But you're not everyone. You are you — the person that God wants to use right now. Right where you are. What are you willing to do for Him today? Take yourself out of the equation — get out of your own way.
- ♥ **"God feeds the birds, but He doesn't throw it in the nest."** Are you willing to step out of your comfort zone and MAKE things happen?
- ♥ **There are three kinds of people.** Those who make things happen, those who watch things happen, and those who wonder what happened. Which do YOU want to be?
- ♥ **This business is about SO much more than lipstick.** Mary Kay Ash always taught that our products are the tools we use to enrich women's lives, right? This thought shift was very helpful to me — we are not pushy people. We are not infringing on anyone. We are very blessed professionals who are part of THE most incredible career opportunity available to women on this planet! I would just never forgive myself if I didn't share this "ticket out of the rat-race" with everyone I come into contact with.
 - ♥ **How would you act if you were the most successful person in MK?** Are you acting like that right now?
 - ♥ **No means NEXT.** One person will NEVER make or break your business. Just keep working. The Bible tells us that all hard work brings a profit. What are you sowing for God to reap?
- ♥ **There is only one way to fail in this business - to Quit.** Are you committed to never give up?
- ♥ **Mary Kay is kind of like a weight management program.** No matter how much input, coaching, encouragement, or advice we receive, we're really the only person who can determine the outcome.
- ♥ **"Short-term sacrifice. Long-term gain."** What are you willing to sacrifice now to gain later?
- ♥ **The average person does not understand why we do these things.** That is why they're average!
- ♥ **This business works if you do.**

Allison LaMarr is a 25 year-old Mary Kay Sales Director. Allison did \$1 Million in her first 10 months as a director!!!!

Ask yourself...Exactly WHAT am I doing today that is getting me toward my goal? What am I doing that is actually INTERFERING with my goal? And most importantly, am I willing to do something different? If nothing changes, nothing changes. What EXACTLY do you want from your MK business? Why did you sign that agreement? Do you have a really big goal? If not, go get one! Because small thinkers and small dreamers inevitably become small producers.

DREAM BIG — THINK BIG — TALK BIG — WALK BIG