



Information on Attitude

You can know everything there is to know about this business, and practice your presentations until the mirror cracks, but without the MAGIC KEY, no amount of effort or knowledge will make things happen. I bet you are just sitting there thinking, "Hey, this is great. I'm going to be given the elusive MAGIC KEY to success in this business!" Well, that MAGIC KEY is nothing you don't already know, or possibly possess!!! Isn't that exciting to know? Well, the MAGIC KEY that makes everything work is YOU and YOUR ATTITUDE! The single most important ingredient in your success is how you think!

If you weren't already a winner, this Mary Kay business opportunity would never have appealed to you in the first place. But there may be some problems that are holding you back from being the productive person God wants you to be, and those problems most likely concern your attitude. So, before we go any further, let's handle the most important thing first --- YOUR ATTITUDE.

What is your opinion of YOURSELF? Are you content to live out your life thinking so little of yourself? Did you somehow get the idea as a child that people who are conceited are not liked; that it's not becoming to think of yourself as SPECIAL? Let me suggest this: God made us all unique human beings, and He intended for us all to have healthy self-images! So why are you content to go to the well with a thimble, instead of a BUCKET? Are you going through life taking the path of least resistance, taking the easy way out and then telling yourself that you're happy and content just drifting along with the tide? We were actually created as STRIVING creatures! We must be continuously growing in order to achieve and we must achieve to be happy! If this is what's holding you back – you might want to get some help! Read everything you can get your hands on and listen to everything you can about positive thinking, self-improvement and self-image.

Becoming successful as a Mary Kay Independent Beauty Consultant is a lesson in SUCCESSFUL LIVING. We are so powerful – the Creator made us with power we can either use or abuse and misuse. So POUR ON THE POWER! It's not an easy task to control our thoughts, especially when we have spent a lifetime being controlled BY our thoughts.

If you have not studied anything about positive thinking, do not delay one minute longer! Listen to motivational tapes or read a motivational book at least 15 to 30 minutes every day. It will CHANGE YOUR LIFE! Study, absorb and put into practice today these laws for successful living.

Suggested reading:

The Power of Positive Thinking by Norman Vincent Peale
Success Through a Positive Mental Attitude by W. Clement Stone
The Magic of Thinking Big by David J. Schwartz

Take a good look at yourself. Is your attitude right? Do you see yourself as a WINNER? Do you BELIEVE in yourself? If not, start changing today. It might take a while to clean all the cobwebs out of your mind, or take the girdle off your head. But you can do it, if you work at it day by day. Tell yourself that you are great and BELIEVE IT! As Mary Kay always said, "God didn't have time to create a nobody."

Check Your Attitude

Let's all take a minute today to check our attitudes.

- 1) Are you defeated by those who have broken promises to you or have let you down?
- 2) Have you looked for someone else or a condition to blame when you haven't met your goal? Or have you even set goals?
- 3) Have you failed to plan your days and become frustrated because you felt you weren't accomplishing anything?
- 4) Have you compared yourself to someone else instead of deciding your own priorities and sticking to them?
- 5) Have you judged your business in dollars only, instead of looking for someone to be a blessing to today?

These are all failure attitudes, and while we don't dwell on negative, if you see yourself in one or more of these, PLEASE GET IT FIXED AND GO ON TO ENJOY THE GREATEST OPPORTUNITY YOU'LL EVER HAVE. Please:

- 1) Refuse to let other's actions hurt you or make you angry. No one can rain on your parade unless you let them. It's just how you react.
- 2) Take full responsibility for your actions. Get rid of excuse-itis.
- 3) Use your Weekly Plan Sheet and the Six Most Important Things list to get your day and your life in order.
- 4) Compete only with yourself, not someone else. Do decide what you want to do and if you are willing to pay the price. If you do this, you ARE a success.

The information on this sheet provided by Independent Executive National Sales Director Arlene Lenarz.