

## ***I Don't Feel Like It***

**This was written by an anonymous consultant. I wish I knew her name, I'd like to thank her.**

As a longtime Mary Kay Consultant, I was recently asked why I always attend Unit Meetings. And was actually asked, "Do you really always want to be here?" Honestly, no, I don't. Sometimes I'm tired, don't feel like putting on my pantyhose and heels, I'd rather watch TV, I have a migraine, it's too hot, it's too cold, my family would rather I stay home. But do I go? Yes, I do. And I'm happy to share my reasons why.

My hope is that this will show up in several directors' Newsletters. Not all consultants can attend Unit Meetings at all times, or there may be circumstances or full-time job schedules that interfere. I, of course, understand these types of obstacles. Despite this, it is my sincere belief that every effort should be made to be there. So here is my answer to why I always attend my Success Meetings.

I had a superb week (sales, a new recruit, classes, goals met, etc...) and want to share my excitement with someone. My hopes are that someone will be there to share in my excitement. Family and non-Mary Kay friends just "don't get it"!!

I have a prospective recruit and I want her to see the "broad spectrum of women" that are in Mary Kay. No matter where you are at in your business, this includes you!!

I had a "not-so-good" week and I need to be around positive people. Missing a meeting only intensifies the bad week and allows the negativity to flow into the next week.

Reverse the above three points. A sister consultant had a great week, the prospective recruit, the "not-so-good" week. Perhaps someone in my Unit has something to share & she needs me to be there!! (Hence, the Go Give Spirit and Golden Rule ladies!! Regardless of what we like to think... it's not all about you!!)

This is often the #1 reason I attend my meetings... Because I genuinely care about my sister consultants.

If you have a team, they will follow your example. If your recruiter is at your meetings, she wants you to see her shine. If you are a successful consultant, others are watching you & following your lead. Your Director is counting on you to set a good, positive example and should be able to depend on that.

Here is something to think about. Of the meetings you have seriously "chosen" not to attend, what did you really do with that time that evening? I know what I used to do. Watch TV, snack, maybe get a little housework done (nothing that couldn't have waited), wondered if I missed something important, missed my friends, snacked again.

Unless you are extremely fortunate, one of the few places we can find other friendly, sincere, positive women is at Mary Kay events and that includes a weekly meeting. If you have just a smidgen of desire to continue in your business, your meetings can be nothing but a Positive Experience.

Please think about these things the next time you "Just don't feel like it." Now imagine this: You had an "OK" Mary Kay week, you freshen your make-up, rush through the dinner hour, change outfits three times, put your pins on, you do your weekly accomplishment sheet, & you are getting an award tonight!! You arrive at your meeting place & on the door is a sign from your Director. "Sorry, I just didn't feel like being here tonight!!"