

Create your Dream Book

(thanks to Pat Carr!)

It is so TRUE that what we FOCUS on—meaning what we look at & talk about every day—is what we bring into our lives! What do YOU want in YOUR life? If you're not bringing into your life everything you WANT in your life, perhaps it's because you're not focused on it enough.

I suggest you put together a DREAM BOOK. You can use a 3-ring binder and paste pictures on ruled paper or colored construction paper, 3-hole punch it or put in a page protector & put in your binder. You can have a front section with pictures of everything you WANT to bring into your life and then the back section with things you've already rec'd in your life—your blessings! Be sure to include blessings from your MK business, perhaps things you have purchased for your family with your MK income, a picture of your Powerstart pin and other prizes you've won, etc. One Consultant recruited 2 people at a class just because they looked at her Dream Book and saw the prizes she had won in MK—most women who work for someone else NEVER receive prizes just for doing their job!

One of the things I suggest you put in your DREAM BOOK is a check showing how much MONEY you would like to earn per month or per year with your business. Here is a site where you can copy a check and make it out to yourself for whatever amount YOU would like to earn. Click here: <http://whatistheseecret.tv/the-secret-scrolls/the-secret-check.html>

Attached are 2 fliers that are wonderful: 10 Stages of a Dream...what stage are you in? And "Dream Book" that gives you ideas on how to put your Dream Book together. THIS IS FUN, LADIES!



DREAM BOOK for Your Mary Kay Business

Dream Book

Create a Dream Book and take it with you everywhere - should never have to interview again!

Front Section - place all of your "dreams" here - everything you want for yourself and your family from your MK business - lots of pictures

Back Section - a visual testimony of everything you've earned from and done because of your MK business; a "gratitude" journal

Have a Dream Book on your coffee or side table; in your office; in your recruiting notebook (put your own pictures in the company's small recruiting notebook from Sect 2 - make this your dream book)

Have at least one thing you have achieved and what you want to achieve (?)

Our #1 position as a Sales Director - we must be a visionary for our people/unit

Should be able to "sell" anyone on this business just by showing them your Dream Book!

Focus on John C Maxwell's book, 10 Steps to Developing a Dream. (On next page)

Front Section of Dream Book

- 1) a. If I could live anywhere I could where would it be? In the woods, on the beach, on a mountain, on a farm, in a metropolitan place, etc
b. What would that look like? Granite, brick, stone, with a deck, barn, pool, etc.
- 2) If you could travel anywhere, where would you like to go?
- 3) If parents or close relatives still living and money were no object what would you do for them?
- 4) What colleges would you send your children or nieces/nephews to - or yourself - in money were no object - what educational aspiration would you have for them or yourself?
- 5) What would you do for the grown adults in your life - what does that look like in your mind?
- 6) Health - if money were no object - what would you ask for? Personal trainer, personal chef, masseuse, etc.

All great leaders have a dream or a vision:

**The leader finds the dream and then they find the followers.
Followers find the leader and then they find the dream.**

10 Stages of a Dream

By John C Maxwell

- 1) **God brought it** - "God-inspired"
 - A burden is things as they really are but a dream is things as God would have them to be. A burden without a dream (vision) offers no hope and you become discouraged. A dream without a burden has no character. Your character is developed through the struggling! God doesn't give you dreams without a struggle.
- 2) **I thought it** - the impulse to soar
- 3) **I caught it** - you get your heart over the line; you quit questioning the thought - you've bought into it - all about the excitement and energy
- 4) **I sought it** - the "hunger" stage, you put in the effort, time, money, etc to fight for it - you are super-focused. At this stage, it's critical to hang with other big dreamers!
- 5) **A few shot it** - most dangerous stage - your dream is fragile at this point - no success at this point - people can burst your bubble because you've not been successful yet - nothing to prove; only ones that know your dream are the ones to shoot it down
- 6) **I got it** - when you win nothing hurts - when happiness overtakes you - dream has become a reality: self-actualization
- 7) **Some more fought it** - the greatest battle you will fight is *after* you have achieved the dream. You have to know what *you've* been called to and not what the world says you've been called to.
- 8) **I taught it** - pass it on - paint the picture for others. You take others with you by pouring your experience and belief into them. Paint the picture by "putting the sun in the picture but the mountain, too" - show the good and the bad sides. Now you have a path to run on. You are *teaching others* how to dream.
- 9) **Other people bought it** - Leaders find the dream and then the followers; followers find a leader and then they find their own dreams! *It's the dream that makes you the leader!*
- 10) **They brought it to other people** - pass it on - a legacy is created.

Resources:

10 Stages of a Dream - John C Maxwell

October Sky - 1999 movie

- true story based on book, Rocket Boys by Homer Hickam, Jr.