Setting Goals for the Future

“People with goals succeed, and those without goals fail.” Define your goals. Then write your goals down along with a specific plan for accomplishing them. Break the long-term goal into a series of little goals, each attainable within a specific time frame. As the saying goes, ‘You can eat an elephant one bite at a time.’

- Mary Kay Ash

“A goal that is really right for you is one that gets those butterflies churning and makes you stretch. It’s the only way you’ll ever move up.”

- NSD Gwen Sherman

1. Close your eyes and take a few minutes to dream about what you want to do with your career. Where do you want to go? What do you want to achieve? What name do you want to make for yourself?

2. Write down your goal along with a plan for accomplishing it. Then break down the goal into a series of little goals.

3. My long term goal in Mary Kay is:

   ___________________________________________________
   ___________________________________________________
   ___________________________________________________

4. My plan for accomplishing this is:

   ___________________________________________________
   ___________________________________________________
   ___________________________________________________
   ___________________________________________________

5. In order to achieve this goal, I need to break it into smaller goals. Therefore, my goal for the next 3 days left in December is:

   ___________________________________________________

6. My goal for January is: My goal by Career Conference is:

   ___________________________________________________
The “CLASS”y Way To Succeed In Mary Kay!

You can have anything you want if you are willing to pay the “PRICE”!

Full Circle Classes

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Perfect Start

5 Classes in 2 Weeks

Power Start

10 Classes in 30 Days

Senior Consultant

4 CLASSES

1-2 Active Team Members

Red Jacket

6 CLASSES

3-4 Active Team Members

Team Leader

10 CLASSES

5 Active Team Members

Future Director

DIQ

16 CLASSES

8 Active Team Members

Grand Achiever

24 CLASSES

12 Active Team Members

Director

42 CLASSES

30 Active Team Members

Once you have completed 16 classes and entered DIQ you and your team members each hold 5 classes to complete Directorship.

8 Team Members + Yourself = 9

42 ÷ 9 = 5 Classes per Team Member

The means to EVERY end in Mary Kay is contained within the Skin Care “Class”!!!
7. My goal by Seminar is:

_________________________________________________

_________________________________________

Six Steps to Help You Reach Your Goal

1. Write it down.
2. Break it into smaller goals.
3. Put a deadline on it.
4. Focus DAILY on it. This is CRITICAL CRITICAL CRITICAL!!
   Keep it in FRONT OF YOU!! Visuals EVERYWHERE!!
5. Plan the steps to achieve it.
6. Take Action
7. If things aren’t going the way you want them to set a specific
   ACTIVITY goal that isn’t focused on results. This you KNOW you
   can accomplish. You will get your confidence back and get back on
   track. Example: do the 10 Calls a Day or pass our 5 business
   cards....

Remember: A goal is simply a target – a direction to go – you either
hit it or you LEARN!!! If you aim at nothing you will hit it every
time!!

The goal is in CEMENT! The deadline is in sand....... I have rarely hit
a goal by the deadline I set initially. The trick is to learn and re-set
the deadline. Then - approach it wiser than you were the first time!!

Here’s to our BEST YEAR EVER!!!