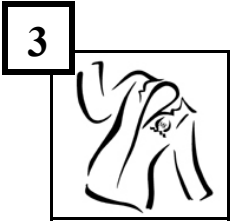


1 Now you can earn a **4%** personal team commission with your very **first team**

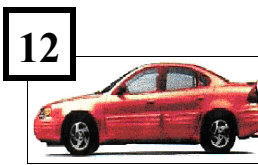
<u>Career Status</u>	<u>Goal Date To Achieve</u>	<u>Date Done!</u>
Red Jacket = 3 active team members	_____	_____
Team Leader = 5 active team members	_____	_____
On Target Car = 5 active & 4000 w/s	_____	_____
Future Director = 8 active team members	_____	_____
Where are you? Where do you want to be?		

YOU CAN DO IT!!!

2 There's Red in your Future



8 FUTURE SALES DIRECTOR



WE DID IT!!! T.E.A.M.= Together Everyone Achieves MORE!!!

Team Name:		'On Target' Team Leader:					
Team Member's Name	Date Recruited:	Month 1 Car Prod Amt Ordered	Month 2 Car Prod Amt Ordered	Month 3 Car Prod Amt Ordered	Month 4 Car Prod Amt Ordered	Active at end of car Production?	
12							
11							
10							
9							
8							
7							
6							
5							
4							
3							
2							
1							
Min. prod \$4000/ mo. Grand total = min. \$16,000		Total for Month 1	Total for Month 2	Total for Month 3	Total for Month 4	Grand Total	

Note to Team Leader: You may place a maximum of \$4000 wholesale orders in the qualifying period to count toward car production.

Earn Your Grand Am WITHIN the next 6 months

EXCERPTS FROM MARY KAY'S #1 DIRECTOR IN THE COUNTRY (\$2 MILLION) NSD---LISA MADSON!!!

Please email/call your director if... you have a desire and willingness to EARN YOUR Grand AM within the NEXT 6 MONTHS! Our vision is clear... to have a parade of all the New Car Drivers with a success car route **ACROSS THAT SEMINAR STAGE!** ...wow, would you like to be a part of the parade?

Print this off and put it right where you will see it every day!! On the refrigerator, on the bathroom mirror, in front of you in your office, and one in your date book where you can check them off until all 29 are completed!!! You will be in your car before you know it! See it... Feel it... Visualize it... everyday as often as you think about it--!!!

****29 THINGS TO HELP YOU GET ON TARGET FOR YOUR CAR****

1. Test Drive the car, (yes go to the dealership and Do this!--smell it, feel it, drive it!!!)
2. Put pictures of the car all over your house. (even in the shower).
3. Have your picture taken with the car...make 50 copies and put them everywhere.
4. Visualize yourself daily in the car in your driveway!!!!
5. USE AFFIRMATIONS!!! (make your own tape--be excited!! It's a must).
6. Put your goal in writing. (break it down to monthly, weekly and daily).
7. Must use a weekly plan sheet.
8. Get a power partner (don't listen to people who complain, whine or in any other way bring you down...It's not good for you or for them.)
9. Attend all unit meetings faithfully.
10. Attend all MK functions and events... you must be around positive people who want to help you succeed.
11. Bring guests to everything--use your time wisely.
12. Listen to motivational tapes. (especially ones from MK.)
13. Talk to People who ARE WHERE you want to be!!!
14. Share your goal with people, it makes you accountable.
15. Have faith, believe in yourself, your dream and MK.
16. Be fully committed to your goal NO MATTER WHAT!!
17. Set a deadline, and work with a sense of urgency.
18. Use your six most important list.
19. Enlist the help and support of those close to you.
20. Focus on HELPING TO SHARE the opportunity rather than on winning a car.
21. Build a strong sense of team unity.
22. Realize you have to make short term sacrifices. (It's a means to an end of a new beginning)
23. Learn to shut it off. be able to give your family and friends total attention when you are with them and leave MK work behind, then when you go back to working your MK you'll know that you have balance in both home and MK and you'll be able to work MK more satisfyingly.
24. Always work with a prospect list of at least 6-8 (not 1-2).
25. REALLY, REALLY want it...you must have a burning desire (kind of like when giving birth. you want it out very, very badly...that kind of desire)
26. Remember it's a numbers game...PLAY THE NUMBERS.
27. Do not pre-judge anyone. (Lisa has a NUN in her unit).
28. Hold 2-3 classes/week and have a great recruiting talk on that page in the flip chart. (you have to get them irritated with their current situation just to get them to listen).
29. HAVE A FANTASTIC ATTITUDE and SMILE---SMILE---SMILE. ****HOLD CLASSES, IT'S WHERE EVERYTHING STARTS!!! **12-15 CLASSES ON BOOKS AT ALL TIMES!!**

****DO NOT BE AFRAID OF FAILURE, IT IS A PART OF MOVING AHEAD!!!**

These words were straight from Lisa herself... and this is how she became a \$2,000,000 top Director!! God Bless Her---Take her Wisdom and Run with it!!