

# Come Aboard on the Quest to National

Let's Clean Up for the Trip ....  
Take a Daily B.A.T.H. with me!



See worksheet at end of article.

I am **COMMITTED** to having a Positive Mental Attitude!!  
*Increased Activity leads to increased Productivity*

## The Plan to Help You in Your MK Business...

Four things to do everyday to improve your MK Business:

**Booking:** Get one booking each day (ex. Facial, Skin Care Class, On the Go Appointment (remember this one counts too, if they won't hold a class, see if you can stop by for a few minutes to show what's new!), Product Preview Show, Recruiting Appointment, Guest to meeting or special event, etc...)

**Affirmation:** Say the Daily Affirmation (see below)

**Tape:** Listen to a MK or other motivational Tape (if you only have one listen to it repeatedly)

**Hello:** Email me daily to tell me your results.

Use the attached chart to track yourself. Post it on your bathroom mirror and check it off as you go! Please note, bookings may be carried forward, so if you have gotten 3 bookings in one day, you have completed 3 days worth of the B activity, but why stop there? Keep on going!

*For inspiration, tape the following to your mirror and read it aloud to yourself everyday!!*

## POSITIVE AFFIRMATION

There are two types of people - One finds a way; one finds an excuse.

I am the type of person who goes over, under, around or through  
any obstacle that stands in my way!

***I CAN! I WILL! I MUST!***

When the going gets tough, the tough get going!

Everyday I'm getting better and better!

I feel happy; I feel healthy; I feel terrific!

After all, the mark of a person is not how far and fast she runs from her problems,  
but how well she meets, faces and deals with them.

That is truly the mark of a GREAT human being!

***I CAN. I WILL. I'M GOING TO SUCCEED TODAY!!***

*Take the test below from Million Dollar NSD See if you are on your way up, or if you have slowed yourself down by changing the rules:*

\_\_\_\_\_ I refuse to allow others to take control of my destiny. When others doubt me or are negative, it fuels my desire to succeed if for no other reason than to prove them wrong.

\_\_\_\_\_ I refuse to be average, normal, or mediocre. The easiest path is the one traveled by the masses and as the old saying goes, I chose the path less traveled and it has made all the difference.

\_\_\_\_\_ I go to the barn and milk the cow everyday. I refuse to stop my life and have a crisis. Self-discipline is a learned skill. I will suit up and show up at my success meetings, area functions, Director's meetings, Career Conference, Seminar, Leadership, etc. These are not choices - they are part of what keeps my mind and heart open so that I will remain coachable, teachable, trainable and positive.

\_\_\_\_\_ I am a person of integrity. My word is my honor. I operate my business as if my reputation were at stake. I have integrity in all areas of my business. Goal Setting: when I set a goal, that means I move heaven and earth until the job is finished. Money Management: I run my business on a 60/40 basis. I have an inventory at a profit taking level. I use money from one load source and I can tell you at a moment's notice what my profit was last week. Business Management: my summary sheet is turned in weekly without exception. I plan my week with my family on a weekly plan sheet. I use my Six Most Important Things To Do list each day so I don't get side-tracked.

\_\_\_\_\_ I treat others as I want to be treated, fully knowing that what I give out will come back ten fold.

\_\_\_\_\_ I run my business by the guidelines set down by Mary Kay in booking 8 classes to hold 5, coaching 3 times, pre-profiling my guests, etc.

\_\_\_\_\_ I remain open to change not only to technique, but how I look at situations - realizing that the business remains the same - I am the one who must change.

\_\_\_\_\_ I AM COACHABLE, TEACHABLE, TRAINABLE & POSITIVE

**Use the following Commitment Worksheet!**

**I'm COMMITTED to having a  
Positive Mental Attitude  
SO I'M TAKING A MENTAL "B.A.T.H." EVERYDAY!!!**

[illegible]