

Could You Use a Power Boost?

Thanks to Million \$ Director Linda Quillin

QUESTION OF THE DAY: Do you feel like you need energized today/this week? Could you use a Power Boost? One of the very best ways to get the adrenaline pumping is to know WHY you work daily. It puts purpose into our lives and our schedule. Once we know our “why”, just creating some discipline to form new habits makes all the difference in the world in our results.

Can I tell you a secret? It is probably not the most capable or talented in any company that achieves the highest levels of success. It is those who think differently because they have a purpose and they are willing to follow a daily plan of action.

I look at the very top positions in Mary Kay. It has been my observation that some are very quiet and shy, some are just totally outgoing, some are very put together, and some are just so disorganized that they need a keeper. Some are loaded with charisma, some have considerably less. But they are ALL big thinkers, and they put their focus on doing the things that will take them to their goal.

Can I encourage all of you not to be MK time wasters, but to invest your time doing the right things. It is not complicated. The simplicity is this:

Focus on:

1. 6 Most Important Things to Do in my MK TODAY! these 6 list must include:

Booking time (set a time goal (ex: call for 2 hrs) .. or set the number of calls (call 10 minimum)...or set a results goal (call until I have 2 appointments)

Coaching: Get Hostess packets to New Hostesses.. or Pre-profile this week's classes.. or Telephone coach this week's classes

Selling: Set a time total (call customers for 1 hr)...or set the number of calls (15 calls before stopping)...or set a "Results" goal (call until I have sold \$100)

Team Building: Call until I have 2 confirmed guests for this week/next weeks Success Event or Guest Event...or Get 2 Choices tapes out...or Hold a live or 3-way call interview with your director or recruiter.

Numbers 5 & 6 are optional activities consisting of...make out order, go to bank, etc. Of the first 4...WRITE them out and PRIORITIZE them as to what you need in your business THAT DAY! All are MK activities. Personal activities go on another list. Work smart...not hard ... and work from a specific plan and/or agenda daily! It will make a HUGE difference in your results this week!

2. Daily Contacts - (have a goal of specific number of new contacts)

3. Holding Full-circle Classes. (Specific number of New Classes week to week makes you a pro!)

This is the means to **ANYTHING** you want off of the Mary Kay Menu. So let's keep it simple... just keep your why in front of you and focus on these three areas. Get ready for AUDACIOUS and ABUNDANT SUCCESS! I look forward to celebrating your victories as you cross the line to your WHY being realized!