

## **SUCCESS HABITS**

### **Thanks to Linda Quillin**

1. Make sure you have a 'WHY', a Dream, a Reason: Get out of debt, money for your children's education, retirement, family vacations, helping aging parents, be at home for your children, free prizes, china, tv, jewlrey, free car, free world class vacations, etc.
2. Be Easy on yourself to give yourself time to learn and grow. You CAN learn this business!!! Do not 're-invent the wheel'. There are tried and and true methods that work. Take advantage of a successful heritage.
3. Be hard on yourself to NOT make excuses, blame, or complain. Take responsibility for your future.
4. Attend all your WEEKLY success meetings, with GUESTS. Attend All company functions; Seminar, Career Conference, NSD retreats.
5. Use only the products that you are representing...use Mary Kay, head to toe.
6. Weekly turn in your Weekly Accomplishment sheet to your director. Play ball with her. Communicate!!
7. Dress professionally and look the part! Would you go to a dentist that does not have teeth?
8. Do not pre-judge anyone. SHARE, SHARE, SHARE, ASK, ASK, ASK
9. Always carry a business card, beauty book, Time Wise samples with you to give away as you network for your business.
10. Treat Your Business like a business...your time, your money, your daily discipline...and it will pay you like a business.
11. Treat people with respect, they don't care how much you know until they know how much you care.
- 12 Have CLARITY in your goal and your time frame. You can't hit a vacillating target! Break big goals to weekly goals. Weekly Sales, Weekly Basics Sold, Weekly Practice Interviews, Weekly new contacts. WHAT SPECIFICALLY ARE YOU AFTER? This month? This quarter? Before Seminar?
- 13 Create the VISUALS that support yur thoughts and your dreams. Scripture, encouraging phrases, pictures of the "prize". A goal poster, a dream book, a focus folder! Goto the dealership, get a photo of the new suit, blouse you'll be waring. Make it clear in your mind.
14. Cite new AFFIRMATIONS. First person, present tense, activity and results oriented. ex: "I easily make 5 booking attempts daily". "I select 3 women from each class to hear about our opportunity", "I make a recruiting attempt daily", "I am a master recruiter", I am a CADILLAC, Sr director walking out on the Seminar Stage to receive my MILLENNIUM CADILLAC keys".
15. Work from a WEEKLY PLAN SHEET and a 6 Most Important Daily List. If your MK time is only leftover or "when you have time", you will be a 'frustrated hobby consultant' or 'hobby' director

(which is fine if that is your goal). If you want to grow, you must plan the time that you will not compromise working your MK business. The 6b most list is created before bed and prioritized, taking items Un-done from the day and adding them to tomorrow.

16. TRACK your activity on a sheet. IPA's Income Producing Activities. Your T sheet. Activity always produces results, more activity produces more results. In our minds, we all work as the Queen does, but in our actual efforts, we often time come up short. Tracking the activity forces you to take an honest look at where the rubber meets the road so that you can make necessary adjustments to move forward.

17. Remain ACCOUNTABLE with a mentor, your director, your Senior Director, or your National. Respond to Voice-Tel messages, e-mail trainings, or live calls and attempts to work with you! Just like you enjoy working with 'certain' consultants who are more positive, cooperative, communicative, team playing, goal oriented, integrative, so it is all the way up!! Your challenges can be overcome quickly if you in this communication habit.

18. Remain POSITIVE. If you have had a re-lapse into the world of negativity and complaining, remove yourself from those 'associates' and begin a new! If you owe someone(s) an apology for shedding negativity, take action now. Eph. 4:29 "Do not let any unwholesome talk come out of your mouths, but only what is helpful for building others up ACCORDING TO THEIR NEEDS, that it may benefit those who listen".

19. FEED YOUR MIND with wonderful trainings and tapes. I selected about 7 women whose voices and energy, wisdom and success inspired me. I wore those tapes out. Even though I knew every word and idea on the tapes. I listened over and over as I drove to work, on errands, appointments because the sound of their voices charged me up, and excited me to become more exciting, more committed, more passionate.

20. DELEGATE tasks and activities that take you away from your goal. Often times we think we "can't", yet when we do, we wonder why we didn't do it earlier! What can you "pass off" to children, spouse, a part time paid helper? You must be in a constant state of asking yourself, "Is this something that someone else could be doing?" "Is what I am about to do taking me closer to my goal?" Re direct your behavior to get the right answer.

21. BE MORE. When you can't do more, BE more. There is a limit to your energy and resources, but there is no limit to God's. Begin your day with prayer, study in God's Word, and quiet time. Proceed with a brisk 20-30 minute walk (or exercise of your preference), and then advance to your POWER HOUR...the first hour of your working Mary Kay (could be 6pm) where you do FIRST THINGS FIRST, Income Producing Activities -- those things that will build your business with people...booking/coaching/selling; interviewing, picking up a tape (with an interview), dropping off a tape, confirming guests...Income Producing.

BE COMMITTED. DECIDE TO DO THE WORK, WHATEVER IT TAKES!!!

Visit the [Training Center](#) or click here for some great class procedures.

[Beauty Class Procedures](#)  
[Skin Care Class Procedures](#)