

# IT'S YOUR TURN—EARN A FREE CAR NOW!

It's time to crank it up! NOW IS THE TIME TO STEP UP TO THE PLATE AND MAKE YOUR DREAMS COME TRUE! RESPECT AND BELIEVE IN YOUR DREAMS.

I'm looking for women who are willing to work to change their financial situation!

Please email/call me if you have a desire and willingness to EARN YOUR 2011 car ***within the next 6 months!***

Our vision is clear—to have a parade of all the New Car Drivers with a success car route throughout the city...**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...every day as often as you think about it!

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

1. Test Drive the Chevy Malibu (Yes, go to the nearest Chevy dealership and do this!! Smell it, feel it, drive it!
2. Put pictures of the Malibu all over your house (even in the shower).
3. Have your picture taken with the Malibu...make 50 copies and put them everywhere.
4. Visualize yourself daily in the Malibu in your driveway!
5. USE AFFIRMATIONS!! (Ask me if you want a copy.) Make your own recording—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 Mary Kay 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 Cd's (especially ones from Mary Kay).
13. Talk to people who ARE WHERE you want to be! Call Free Car winners.
14. Share your goal with people, it makes you accountable.
15. Have faith, believe in yourself, your dreams and Mary Kay.
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 sharing the opportunity rather than on winning the Chevy Malibu.
21. Build a strong sense of team unity.
22. Realize you have to make short-term sacrifices. (It's a means to an end for 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 Mary Kay work behind, then when you go back to working your Mary Kay, you will be able to work Mary Kay more satisfyingly.
24. Always work with a prospect list of at least six or eight (not one or two).
25. **REALLY, REALLY want it**...you must have a burning desire (kind of like when giving birth...you want it very, very badly...that kind of desire.)
26. Remember it's a numbers game...PLAY THE NUMBERS.
27. Do not pre-judge anyone. (I know of a Jehovah Witness Director)
28. Hold three classes per week and have a great recruiting talk at the show. (When they are unhappy in their current situation, they listen.)
29. **HAVE A FANTASTIC ATTITUDE AND SMILE—SMILE—SMILE.**

