

TWELVE COMMANDMENTS OF SUCCESS:

by NSD Mary Diem

1. **STOP** signing people up. **START** sponsoring them in. (What does it do for them?)
2. **STOP** selling the product. **START** educating them why they should buy it.
3. **STOP** attending sales meetings. **START** participating in them (show up early and help).
4. **STOP** approaching 5 people a day. **START** letting them approach you. You are in the Beauty Business. How do you look? What do successful people look like? Don't be afraid to change.
5. **Don't** do anything unless it's duplicatable. Ask 12 people with 6 to say "yes" and 2 to actually show up.
6. **STOP** trying to make money. **START** helping others to achieve their dreams.
7. **STOP** buying into someone else's excuses. **START** having fun and joy in your business.
8. Show other people the fun and joy of having your own business.
9. **STOP** thinking about the past. **START** envisioning and be happy where you are today.
10. **STOP** building a down-line of people. **START** building relationships and building a winning team.
11. **DON'T** ever give up. **DON'T** allow anyone else decide your future.
12. **DON'T** cheat, try to manipulate, take advantage, tell stories. **Be honest and treat everyone with respect.**

Keep climbing...

Here are 6 steps for doing that:

1. Commit to grow every day.
2. Commit to grow beyond your own environment.
3. Commit to grow beyond your own fears. Get out of the comfort zone. Condition yourself to be uncomfortable.
4. Commit to grow beyond your own success
5. Commit to give up to grow up. (I like this one!)
6. Commit to meet with others who also want to grow (Think of the 5 people you associate with. Are they positive, going places type people?)

As for the climbing, here's something to say:

I'm not what I'm supposed to be.
I'm not what I want to be.
But I'm not what I used to be.
I haven't learned how to arrive.
I just learned how to keep
on going.

"Am I willing to be uncomfortable this minute for a long term gain?"

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Updated: 12/17/03

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