

Here's a little quiz for you, consultants. Which of these 6 Success "secrets" characterize you? Which one(s) will you now cultivate? I agree with this lady 100%! Dedicated to YOUR success, Dorothy

My 6 Secrets to Success

I became a Director in Qualification within 6 months of joining Mary Kay. I was not a top sales Consultant during that time. I was not a big star in my Unit. But I did move quickly up the ladder to Directorship. Here are my **6 Secrets to Success** as a new Beauty Consultant:

1. **I HAD A BOUNCE BACK QUALITY; RESILIENCE.** I have always believed that some good comes from everything. I looked for the good in each facial, interview, Class. My ATTITUDE was good and I kept a good sense of humor.

2. **I TURNED THE NEGATIVE INTO POSITIVE IMMEDIATELY.** For example, when something canceled at the last moment, I made sure I did something positive right at that moment to take its place.

****PLEASE NOTE the difference between #1 and #2...the first is the positive attitude I had, and the second what I did about it; the action I took.

3. **I PLAYED THE GAMES.** I won everything! I allowed the child in me to come out. Very few of us are \$\$\$ motivated. Why think you should be? The little things we do turn into the big successes in our business.

4. **I WORKED WITH MY DIRECTOR.** I called her to crow; I called her to cry. I called her for advice and to brainstorm an idea. I never doubted that she cared for me and my success. We talked every few days. She was my mentor.

5. **I HAD A SENSE OF URGENCY.** I did immediately what I knew was right to do. Procrastination is not your friend. The task is not done until you finish it! I did what my Director told me to do.....the minute I hung up the phone!

6. **I NEVER QUIT!** I worked until the last moment of the last hour of the last day for every goal I set. It didn't matter whether I reached the goal....I KNEW I DID MY BEST.

Follow these guidelines. Be committed. Give your best effort. Work your business EVERY day

FNSD Jeanne Rowland