

## Do You Have Your Supplies For Success?

*When I was a little girl, every August my mom and dad would take me to the store to buy school supplies. First there was the important decision to be made about my lunch box. Did I want Cinderella or Barbie on the front of it, Snow White or ballet shoes perhaps? And then, of course, there were the notebooks, pencils and pens, erasers, and myriad other accoutrements, such as index cards, Markers, crayons and notebook dividers. Only when I had all my supplies together was I prepared to go to school.*

*Our Mary Kay business is a lot like going to school...to get a great outcome, we've got to have the right supplies!*

### What are the Supplies YOU need for Success??

- 1) **A Great Attitude**...Mary Kay always said you can do everything right with the wrong attitude and fail or you can do everything wrong with the right attitude and succeed! Our attitude truly determines our ALTITUDE!
- 2) **Profit Level Inventory**...you just can't sell from an empty wagon! Statistics show that consultants who have a good inventory sell more, do more, become more successful! Customers want to take their product home now-they want to start using it the minute they learn how and they don't want to have to wait around for it! Do you have a good inventory? If not, get one! Money is readily available today at a low interest rate! Banks are in business to help you make money! This is a business-treat it like one! And, it will repay you countless times!! Besides that, the minute you have "profit level" inventory on your shelf, you begin paying yourself!
- 3) **Training**...you may have come to Mary Kay with skills in place from previous work experience (and they will help you a lot), but there is still a "Mary Kay Way" and you will want to learn it! Our company has a proven track record and some of the most successful women in America are associated with Mary Kay. Study what they do! Go to workshops where you hear them share their secrets to success. Never miss Seminar or Career Conference! Always attend Success meetings! Memorize and study. Ask questions! Be open to learning. School is never out for the pro. Unfortunately too many people think they already know all the answers! Insecure people cannot take direction nor ask for help! Secure people are the first to admit they don't have the answers. Women who get help, move up the career path the quickest!! Are you seeking advice and help or "doing it your own way"?
- 4) **PCP**...this Preferred Customer Program is an unbelievable customer service tool! Take advantage of it and enroll every quarter! Did you start Mary Kay to make money?

5) **A "Smart Start"**...our company statistics show that consultants who enroll in Smart Start at the beginning of their business are 50% more successful than those who don't! Doesn't that speak volumes about why you should do it?? And, why you should encourage your TEAM members to enroll in it??

6) **Determination**...this one word is the foundation for a successful business! Will you ever get discouraged and feel like quitting? Absolutely! Will you have zero classes and feel frustrated? No doubt about it! Will you wonder at times why you ever decided to do this? I did! Is it worth it to keep on keeping on! There are not enough words to tell you just how "worth it" it is!! You will live a life that you will look back on and just not believe, but you will impact more people in the process than you can ever imagine!

7) **Perseverance**...keep on keeping on! Far too many people QUIT because they lose sight of their dreams! If things don't just fall in your lap or the going gets tough for you-what is the first thing you think about? Giving up? Is that what you teach your kids to do? They are watching, believe me!! Quitters never win and WINNERS never quit! There has NEVER, EVER been a successful woman with Mary Kay (or any other kind of business) who floated to the TOP on a PINK cloud! Like any other business, this one takes work and lots of effort, but in the process you meet and make wonderful friends, develop a healthy dose of self-confidence, become a better person, and enjoy a lifetime of self-respect!! So keep on keeping on...never, never, ever give up!

Success with Mary Kay is for those who choose (not for the chosen few). Are you choosing success today? If so, how? If not, why?

ROBIN ROWLAND, NSD

If you would like to make some changes and don't know where to begin, I would love to help. Just pick up the phone! Love & Belief! Becky

