



Million Dollar Advice



Sales Director Allison LaMarr did \$1 Million in sales in her first 9 months as a Director at just 25 years old!!!! She earned the Prestigious Pink Cadillac just 10 months after signing her new consultant agreement and just finished her second full year as a Director of a 2 time Million Dollar Unit. Allison's Area entered National Qualifications on June 1st, and they are slated to break another Mary Kay record becoming the fastest National Area to debut in company history! Here is some MILLION DOLLAR ADVICE from Allison on how she has found success in Mary Kay...

♥ I interview everyone that I facial. I'm just too impatient to wait for the 1/5 interview odds to play out. So, I sit down and decide how many new team members I want BY WHEN. I then work backward from that goal (with the 1/5 signing odds) to calculate how many people I need to facial.

♥ Mary Kay is totally mental — it's all in your head — a mind game. Your thoughts drive your beliefs, and your beliefs drive your actions.

♥ Attitude is everything. Are you excited or apologetic when talking to your prospects? No one likes a wimpy consultant!

♥ Visualization really works. Are you telling yourself that you can't book? Or are you telling yourself that you are a booking machine, and customers are lined up outside your door? I know it sounds crazy, but the power of self-talk is astonishing!

♥ Pick 2 or 3 booking ideas that you like and stick with them! Jumping around from plan to plan just creates frustration. Pick one, and stick with it until you figure out how to make it work for YOU.

♥ Would you book with you? Remember, this business is not about how we feel. It's how we make others feel. Put yourself in their shoes. What hostess plan would entice YOU to book a class? Run with that one! Your customers will get excited about what YOU are truly excited about!

♥ Fake it 'til you make it! You can do everything wrong with the right attitude and still succeed!

♥ This business is simple, but not always easy. If it were easy, everyone would do it! But you're not everyone. You are you — the person that God wants to use right now. Right where you are. What are you willing to do for Him today? Take yourself out of the equation — get out of your own way.



Just imagine how it feels to be treated like a Queen...

Not just for a day, but for a lifetime!

The Power lies within YOU to achieve all of your Dreams!

♥ "God feeds the birds, but He doesn't throw it in the nest." Are you willing to step out of your comfort zone and MAKE things happen?

♥ There are three kinds of people. Those who make things happen, those who watch things happen, and those who wonder what happened. Which do YOU want to be?

♥ This business is about SO much more than lipstick. Mary Kay Ash always taught that our products are the tools we use to enrich women's lives, right? This thought shift was very helpful to me — we are not pushy people. We are not infringing on anyone. We are very blessed professionals who are part of THE most incredible career opportunity available to women on this planet! I would just never forgive myself if I didn't share this "ticket out of the rat-race" with everyone I come into contact with.

♥ How would you act if you were the most successful person in MK? Are you acting like that right now?

♥ No means NEXT. One person will NEVER make or break your business. Just keep working. The Bible tells us that all hard work brings a profit. What are you sowing for God to reap?

♥ There is only one way to fail in this business - to Quit. Are you committed to never give up?

♥ Mary Kay is kind of like a weight management program. No matter how much input, coaching, encouragement, or advice we receive, we're really the only person who can determine the outcome.

♥ "Short-term sacrifice. Long-term gain." What are you willing to sacrifice now to gain later?

♥ The average person does not understand why we do these things. That is why they're average!

♥ This business works if you do.

Ask yourself...Exactly WHAT am I doing today that is getting me toward my goal?

What am I doing that is actually INTERFERING with my goal? And most importantly, am I willing to do something different? If nothing changes, nothing changes. What EXACTLY do you want from your MK business?

Why did you sign that agreement? Do you have a really big goal? If not, go get one! Because small thinkers and small dreamers inevitably become small producers.

DREAM BIG — THINK BIG — TALK BIG — WALK BIG

*For I know the plans I have for you, declares the Lord,
"Plans to prosper you and not to harm you, plans to give you hope and a future."
Jeremiah 29:11*