

The Ten Steps to SUCCESS

Guess what?! It's a new year! Time to make a fresh start and reach for the stars. Time to search your heart and determine exactly what you want...at home, at work, in your Mary Kay Career. With goal in hand and desire in heart you are ready to journey down the road of achievement. Curious about what you will find on the way? Wondering if you have what it takes? Of course there will be obstacles to overcome and reasons to turn back. But you will persist because it's your time. Time to get your "Game Face" on. Time to prepare yourself for the ten stages you will pass through on your way to victory.

1. **Excitement:**

Hot Dog! I'm so excited about being in my Power Start, Red Jacket, On-Target for my car, DIQ, ETC. I have committed to myself and my Director. My family needs the income, the car, the vacation, etc. It's within my reach!

2. **Making Plans:**

I can see it now! I've made my list of 25 women for booking and recruiting. I just know my best friends will book a class or listen to the career information to help me. I am so excited! "Why not me and why not now?!" keeps ringing through my head and heart. It's my turn; it's my time to achieve.

3. **Beginning:**

I have set my time to start. Mary Kay Ash always said that beginning is half the job. Beginning is winning! I have to start by picking up that phone. I am feeling strong!

4. **Shaky Beginning:**

After making ten phone calls, I finally got someone to answer the phone. And she booked! Yippee! I'm going to do this, I'm on my way. I can see that car in my driveway already!

5. **Visualization:**

I can see it happening! I already have my first five classes and two interviews in my date book. This is my time..."Why not me and why not now?!"

6. **Hey... This is harder than I thought:**

Four of my five classes cancelled. My interviews held, but they both said "No, not now". I was able to book two new classes for next month. I still have people on my list to call. I am still moving forward but it's more challenging than I had anticipated.

7. **Rationalization:**

Denial of the goal. I really don't need that Red Jacket, that car, the money. We are doing just fine. My family can make it without those things. They don't want me on the phone so must or gone two nights a week. They are beginning to complain...the house is a mess (they had to pick things up), the clothes need washing (they didn't have ten pairs of folded socks in their drawer); I haven't cooked three meals a day this week (no one can cook but me), etc. Maybe I should focus on my goals.

8. **Paralysis:**

I do nothing. I don't want to return my Director's phone calls, I don't want to talk with my sister Consultants, and I'm not even going to meetings. Most of all, I really question if I have what it takes to achieve my goal in the first place. Others tell me I can do it, but do they really know? I feel lost.

9. **Recommitment:**

You know what? I really DO want this in my life! I am going to do this; I am going to work until I achieve it. I know that the only way I can fail is if I stop trying. I am going to have that Red Jacket, that car, that \$3000+ Director's check, etc. I can do it, I will do it! I am taking charge of my future! Winners never quit and quitters never win.

10. **Achievement:**

I did it! I am so proud of my achievement! I love that I brought out my best. I love the pride I see in my family's eyes. I love the pride in my Director's eyes. My family will have the rewards of my efforts for the rest of our lives and I have helped others begin their own journey of success!

Every goal that you will ever set will go through these stages. They get easier with each and every goal you achieve. You are the one who will determine how long you stay in stages seven and eight. You are the one that will break through and WIN!

I believe in you and your dreams!

(Thanks Angela DeBell!)