

(The Voice of Truth by Casting Crowns was playing)

I LOVE THIS SONG. LISTEN TO THESE WORD, "OH WHAT I WOULD DO TO HAVE THE TYPE OF FAITH IT TAKES TO STEP OUT OF THIS BOAT I AM IN ONTO THE CRASHING WAVES. TO STEP OUTSIDE MY COMFORT ZONE INTO THE REALM OF THE UNKNOWN WHERE JESUS IS AND HE'S CALLING OUT MY NAME. BUT THE WAVES KEEP CALLING OUT MY NAME AND THEY LAUGH AT ME REMINDING ME OF ALL THE TIMES I TRIED BEFORE AND FAILED. BUT THE WAVES KEEP ON TELLING ME TIME AND TIME AGAIN GIRL YOU'LL NEVER WIN, NO YOU'LL NEVER WIN. BUT THE VOICE OF TRUTH TELLS ME A DIFFERENT STORY, THE VOICE OF TRUTH SAYS DO NOT BE AFRAID, THE VOICE OF TRUTH SAYS THIS IS FOR MY GLORY AND OUT OF ALL THE VOICES CALLING OUT TO ME, I WILL **CHOSE** TO LISTEN AND **BELIEVE** THE VOICE OF TRUTH."

DID YOU KNOW THAT THE VOICE OF TRUTH IS THE MOST BEAUTIFUL VOICE YOU WILL EVER HEAR? SWEETER THAN ANY SONG BIRD IS HIS WHISPER IN YOUR LIFE. IN OUR DAY-TO-DAY WE HEAR SO MANY VOICES. YOU HAVE ALL HEARD THEM BEFORE. FOR EXAMPLE, "WHAT WERE YOU THINKING...YOU WOULD BE TERRIBLE AT THIS BUSINESS? OR "I KNOW SOMEONE WHO TRIED THAT AND THEY FAILED" AND THE WORST VOICE IS USUALLY OUR VERY OWN... "WHAT AM I DOING HERE? WHY AM I DOING THIS? THIS ISN'T WHAT I WANTED? THIS ISN'T WHAT I STUDIED? I'VE NEVER SOLD ANYTHING?" WE CAN BECOME OUR VERY OWN WORST ENEMIES. IN THIS LOUD AND FAST PACED LIFE IT TAKES **FOCUS AND ENERGY TO STOP AND LISTEN**. I CHALLENGE ALL OF YOU TO STOP, FOCUS AND LISTEN. LIFE IS A JOURNEY NOT A DESTINATION AND THE SAME IS TRUE OF THIS MILLION \$ YEAR. I DID NOT ARRIVE...I TRAVELED. ALONG MY PATH, I LEARNED TO LISTEN. SOME DAYS I ONLY HEARD A WHISPER OF HIS VOICE. AND THEN THERE WERE, PERHAPS WHEN I NEEDED IT THE MOST AFTER THAT 3<sup>RD</sup> SKIN CARE CLASS ON A SATURDAY

OR AFTER A CANCELLATION THAT HIS LOVELY VOICE WOULD TELL ME, "AURI, GO OUT AND GET IT DONE...THIS MILLION IS YOURS...I HAVE THE THROWN RESERVED WITH YOUR NAME ON IT" WHEN GOD YELLS, I PROMISE YOU'LL HEAR IT. I KNEW ON JULY 1<sup>ST</sup> OF LAST YEAR WHAT I NEEDED TO CHANGE IN ORDER TO REACH MY GOAL. I NEEDED TO TAKE HIM AS MY BUSINESS PARTNER. NOW YOU HEAR THINGS LIKE THAT BUT WHAT DOES IT MEAN? HOW CAN HE BE MY BUSINESS PARTNER? I WAS AN ACTUARY PRIOR TO MAY KAY, I CALCULATED FUTURE FINANCIAL RISK AND PUT A PRICE TAG ON IT. IN THE CORPORATE WORLD GOD ISN'T MENTIONED AND YOU KEEP BUSINESS AND FAITH SEPARATE. WELL, THOSE FIRST 3 MONTHS WERE DIFFICULT. BUT AROUND NOVEMBER, HE SENT ME AN EXAMPLE OF HOW TO INCORPORATE HIM INTO BY BUSINESS IN THE FORM OF NATIONAL SALES DIRECTOR NORA SHERIFF, THANK YOU NORA. HIS LOVE ROLLED OFF HER TONGUE AND I WANTED TO HAVE THAT. I STUDIED HER ACTIONS AND MOVEMENTS AND I BEGAN TO UNDERSTAND WHAT IT MEANT. I HAVE THE TENDANCY TO WANT TO CONTROL EVERYTHING AND I DIDN'T KNOW HOW TO **LET GO AND LET GOD**. I WAS FRUSTRATED WITH **MY** RESULTS, WITH **MY** PRODUCTION, WITH **MY** BOOKINGS. THEN ONE DAY, OUT OF MERE EXHAUSTION IT HIT ME. I HAD BEEN PRAYING ALL YEAR, GOD PLEASE HELP MY UNIT BE #1. THEN IT DAWNED ON ME, WHY WOULD I EVER WANT HIM TO HELP US BE #1 IF IT WASN'T WHAT HE WANTED. MY GOODNESS, I HAD BEEN SO SELFISH IN MY DESIRES THAT I HAD NOT TAKEN THE TIME TO ASK HIM WHAT HE WANTED. MY PRAYER QUICKLY CHANGED, GOD, LET YOUR WILL BE DONE. I ULTIMATELY WANT WHAT YOU WANT. I WANT TO HAVE YOUR HEART AND YOUR DESIRES. THAT NIGHT I HAD A VERY VIVID DREAM, I WAS IN THE GROCERY STORE WITH MY SISTER SALES DIRECTOR MS. HOLLY SHERRICK. WE WERE LAUGHING AND JOKING AND YOUR SON WAS RUNNING AROUND THE GROCERY

CART. WE WERE GOING TO MAKE DINNER AND EAT TOGETHER. THAT MORNING I WOKE UP THINKING OF YOU HOLLY AND MY OTHER MARY KAY GIRLFRIENDS: ELAINE OATMEYER, ANN SHEARS, TANYA KING-LEE AND KATHY OLIVERA. I REMEMBER THINKING, GOD KNOWS THEY WORK SO HARD AND THEY ARE SO DESERVING OF THE POSITION AND I BEGAN TO PRAY FOR THEM. IN FEBRUARY, I LEARNED A VERY VALUABLE LESSON FROM THE ONE AND ONLY MS. GLORIA MAYFIELD BANKS, SHE TOLD ME "AURI GO OUT AND FIND GIRLFRIENDS THAT WILL RIP YOUR FACE OFF GIRL." THANK YOU GLORIA FOR THAT LESSON. I WANT FOR HOLLIE, ANN, KATHIE, TANYA AND ELAINE TO PLEASE STAND. YOU SEE THESE LADIES ARE THE PILLARS OF STRENGTH AND IRON THAT HAVE SHARPENED ME. IRON SHARPENS IRON AND I WOULD NOT BE HERE IF IT WASN'T FOR THEM. THANK YOU FOR TEACHING ME HOW TO RUN FASTER, HARDER AND MORE PASSIONATELY AND ON PURPOSE. IF YOU ARE A CONSULTANT IN THEIR UNIT PLEASE STAND. WE PROBABLY DON'T KNOW EACH OTHER BUT I WANT TO THANK YOU FOR BELIEVING IN YOUR DIRECTOR AND IN HER GOALS AND HER DREAMS FOR YOU. EACH OF YOU HAS MADE ME STRETCH FURTHER THAN YOU KNOW. THANK YOU FROM THE DEPTHS OF MY HEART. I NOW WANT TO ASK MY AMAZING MILLION DOLLARS BUSY BEE UNIT TO STAND UP. TAKE A CLOSE LOOK AT THESE WOMEN OF EXCELLENCE, STRENGTH AND DETERMINATION. YOU SEE THEY HAVE HELD PERFECT 10'S MONTH AFTER MONTH AFTER MONTH. THEY ARE MASTER BOOKERS, SELLERS AND RECRUITERS. THEY ARE STAR CONSULTANTS AND 10 OF THEM JUST FINISHED THEIR PERFECT START CHALLENGE BEFORE ARRIVING AT SEMINAR. THEY INSPIRE ME AND THEY ARE SO SPECIAL TO ME. THANK YOU FOR ALL THE LESSONS YOU HAVE TAUGHT ME AND FOR THE JOURNEY. THANK YOU FOR BELIEVING IN ME. THANK YOU FOR LIVING OUTSIDE OF YOUR COMFORT ZONES TO WALK ON WATER

AND THANK YOU FOR STEPPING UP TO THE PLATE AND ACCEPTING THE CHALLENGE TO BE WOMEN OF EXCELLENCE. IT HAS BEEN SAID THAT EXCELLENCE IS THE RESULT OF CARING MORE THAN OTHERS THINK IS WISE, RISKING MORE THAN OTHERS THINK IS SAFE, DREAMING MORE THAN OTHERS THINK IS PRACTICAL; EXPECTING MORE THAN OTHERS THINK IS POSSIBLE!! THANK YOU FOR CARING FOR ME, AND DREAMING WITH ME, AND EXPECTING THIS MILLION \$ YEAR. YOU MAY BE SEATED. I WANT THE DARE AREA DIRECTORS THE AND BERTALAN AREA DIRECTOR AND SR. NATIONAL SALES DIRECTOR JOANNE BERTALAN TO PLEASE STAND...THESE ARE MY CHEERLEADERS. THEY SENT ME CARDS AND NOTES AND CHEERED US ON ALL YEAR LONG. THEY EVEN VOLUNTEERED THEIR TIME TO DO CONFERENCE CALLS JUST TO HELP OUT WITH OUR GOAL...HOW GO-GIVE OF THEM. THAT IS HOW BADLY THEY WANTED US TO BE #1. YOU ARE ALL AN INSPIRATION TO ME AND I LOVE YOU DEARLY. THANK YOU TO THE MARY KAY STAFF, THE EMERALD SALES DEVELOPMENT STAFF, CAROLYN DICKINSON AND SEAN KAY. YOUR COUNTLESS NOTES, PHONE CALLS HAVE INSPIRED US TO BE HERE TODAY. THANK YOU TO EVERYONE IN THIS ARENA THAT PRAYED FOR US AND SENT ME EMAILS AND CARDS. WITH A SUPPORT SYSTEM LIKE THAT HOW COULD ANYONE FAIL? THANK YOU FROM THE BOTTOM OF MY HEART. WHILE OUR UNIT GOAL THIS YEAR WAS TO COMPLETE THE MILLION \$ CIRCLE OF EXCELLENCE, MY TRUE DESIRE WAS TO BE ABLE TO REACH OUT AND TOUCH THE LIVES OF OTHERS JUST LIKE MYSELF. YOU SEE TODAY IS A CELEBRATION OF MANY THINGS BUT IT IS MAINLY A PUBLIC CELEBRATION OF THE LOVE THAT MY LORD AND MY FATHER HAS FOR ME. ONLY HE KNOWS THE DEPTH OF MY HEART AND SOUL AND HOW BADLY I WANTED TO BE ABLE TO SHARE MY STORY WITH ALL OF YOU. THE HONOR AND GLORY GO TO HIM FOR HIS UNFAILING LOVE, FRIENDSHIP, COMPANIONSHIP AND STRENGTH. I LOVE

MY FATHER WITH ALL OF MY HEART FOR HE IS THE ONLY FATHER I HAVE EVER KNOWN. LIKE MANY OF YOU, OUR SMALL FAMILY WAS FACED MUCH ADVERSITY IN THOSE EARLY YEARS. MY MOM WORKED IN THE MAINTENANCE DEPARTMENT OF A PRIVATE CHRISTIAN SCHOOL SO THAT WE COULD HAVE A FREE PRIVATE EDUCATION. THIS WAS PERHAPS THE BEST DECISION SHE COULD HAVE MADE BECAUSE THAT SCHOOL BECAME MY SALVATION AND MY SANITY. OUR HOME LIFE WAS DIFFICULT. PRIOR TO MY FATHER'S INCARCERATION HE HAD MORTGAGED OUR HOME 3 TIMES TO SUPPORT HIS DRUG DEALING BUSINESS. I REMEMBER IN 1985 OUR MORTGAGE WAS A LITTLE UNDER \$1,000. NOW FOR THOSE OF YOU THAT DON'T REMEMBER THE 80'S THE AVERAGE MORTGAGE WAS \$300. TRANSLATED INTO TODAY'S TERMS...A \$3,000 MORTGAGE. WHAT WOULD A SINGLE MOM, WITH A FIXED INCOME OF LESS THAN \$20,000 ANNUALLY WITH 3 SMALL CHILDREN DO? I REMEMBER HER FIRST STEP WAS DOWN...ON HER KNEES AND SHE PRAYED, AND THEN SHE SET OUT TO WORK. WE STARTED CLEANING HOUSES MONDAY THROUGH FRIDAY. AFTER SCHOOL I WOULD GET BUSY ON MY HOMEWORK AND BY 5PM WE WOULD LEAVE THE SCHOOL TO SET OUT TO CLEAN A HOUSE. WE WOULD GET HOME AROUND 10 OR 11PM EVERY NIGHT. IT WAS HARD AND WE WERE TIRED. BECAUSE OF MY MOM'S DETERMINATION WE ALWAYS HAD A ROOF OVER OUR HEAD AND FOOD TO EAT. WE NEVER LIVED IN THE PROJECTS SO I WAS ABLE TO SEE A BETTER WAY OF LIFE. HOW SIMPLE WOULD IT HAVE BEEN FOR HER TO CLAIM BANKRUPTCY? INSTEAD SHE CHOSE THE ROAD LESS TRAVELLED, DREW A LINE OF EXCELLENCE AND LIVED ABOVE IT. SHE PAID BACK EVERY LAST PENNY MY FATHER SO CARELESSLY WASTED ON DRUGS. GROWING UP I REMEMBER SEEING STUDENTS IN MY SCHOOL PULLING UP IN THEIR EXPENSIVE CARS WHILE WE WALKED TO SCHOOL. I DREAMED THAT ONE DAY MY MOTHER WOULD NOT HAVE TO

WALK ANYWHERE AGAIN. I DREAMED OF A BETTER LIFE FOR MY FAMILY. I FOCUSED ON MY SCHOOL WORK AND RECEIVED A FULL SCHOLARSHIP TO THE UNIVERSITY OF MIAMI WHERE I STUDIED MATHEMATICS, FINANCE AND ECONOMY. WHILE IN COLLEGE I WORKED 3 JOBS AT TIMES JUST TO PAY FOR MY ROOM, BOARD AND TRANSPORTATION. I SLEPT 4 HOURS A NIGHT FOR ABOUT 4 YEARS. IT WAS HARD WORK BUT **NOW** I WAS OUT TO MAKE A DIFFERENCE IN THE LIFE OF MY FAMILY. THINGS ARE NEVER AS THEY SEEM AND MY CAREER AS AN ACTUARY PROGRESSED SLOWLY. AFTER 4 YEARS I WAS STILL LIVING PAYCHECK TO PAYCHECK. I ANALYZED THE SITUATION AND REALIZED THAT NOTHING WOULD EVER CHANGE IF I DIDN'T MAKE A CHANGE. THAT IS WHEN MARY KAY CAME INTO MY LIFE. THAT DAY I MET MY NOW NATIONAL SALES DIRECTOR DACIA WIEGANDT. I DOUBTED MYSELF BUT SHE WOULDN'T LET ME LEAVE THE ROOM UNTIL I SIGNED UP =) IN THE BEGINNING, MY SKEPTICISM KEPT ME FROM BEING SERIOUS ABOUT MY BUSINESS. BUT I DID MAKE 1 COMMITMENT TO DACIA: I WILL COMPLETE MY POWERSTART, 30 FACIALS IN 30 DAYS AND IN THE END I KNEW THAT I WOULD EITHER LOVE IT OR HATE IT. WELL AFTER 30 DAYS I HAD SOLD \$3000 AND I WAS HOOKED. I WAS WORKING 70 HOURS A WEEK, I WAS ON A SOFTBALL TEAM, I TOOK CARE OF THE KIDS AT CHURCH ON SUNDAY AND SPENT TIME WITH MY FAMILY. DESPITE MY HECTIC SCHEDULE, I CHOSE TO BE TEACHABLE, TRAINABLE AND COACHABLE. I HAD A GOOD ATTITUDE AND I DID EVERYTHING THAT MY DIRECTOR TOLD ME TO DO. I DON'T KNOW WHERE I FOUND THE TIME BUT WHAT I DO KNOW IS THAT THIS BUSINESS DOES SOMETHING TO YOU. IT PICKS YOU UP, SHAKES YOU AROUND AND WHEN YOU COME BACK DOWN YOU NEVER WALK THE SAME WAY AGAIN. IT GIVES YOU HOPE AND ENERGY AND I NOW HAD BOTH. I COULD BRUSH OFF NEGATIVE COMMENTS, I SMILED AT PEOPLE, I DRESSED DIFFERENTLY, I EVEN WORE MAKEUP

AND STYLED MY HAIR. **I BECAME A WALKING BILLBOARD FOR MY BUSINESS.**

EVERYONE NOTICED SOMETHING DIFFERENCE ABOUT ME. I NOW WALKED TO THE BEAT OF A DIFFERENT DRUMMER. I FOCUSED ON WORKING SMARTER RATHER THAN HARDER DUE TO MY TIME RESTRICTIONS AND I HELD LUNCH TIME AND EVENING APPOINTMENTS TWICE A WEEK. I WAS DETERMINED, DISCIPLINED AND FOCUSED. WHEN SOMEONE SAID NO I SAID NEXT. I LOVE MY BUSINESS. IT IS FUN, EXCITING AND ENERGETIC. SO WHY IS IT THAT AT TIMES WE FEEL TIRED? IT'S FUN TO HANG OUT WITH WOMEN AT A PARTY, TEACH THEM ABOUT SKIN CARE AND MAKE A FEW EXTRA HUNDRED DOLLARS. IT'S FUN TO TEACH WOMEN HOW TO START AND GROW THEIR BUSINESS. WHAT REALLY TIRES US IS NOT OUR BUSINESS BUT **THE FOCUS** WE NEED TO REACH OUR GOALS. IT IS DIFFICULT TO FOCUS WHEN LIFE HAPPENS. WHAT A VALUABLE LESSON TO LEARN HOW TO FOCUS DESPITE OUR CIRCUMSTANCES. LIFE IS ALWAYS HAPPENING TO US, SO I LEARNED FROM THE BEGINNING TO SPRINKLE MARY KAY INTO MY LIFE. WITHIN 4 MONTHS I WAS ABLE TO PURCHASE MY FIRST HOME – A DREAM COME TRUE FOR ME. THIS WAS MY ONLY GOAL WHEN I BEGAN. I ALSO WON THE USE OF MY FIRST CAREER CAR. I REMEMBER THAT DAY CLEARLY...I DROVE MY LITTLE TOYOTA CORALLA TO MY MOM'S HOUSE. IT WAS SURREAL TO HAND HER THE KEYS TO MY CAR. SHE PROCEEDED TO LET ME KNOW THAT SHE COULD NOT AFFORD THE CAR NOTE & INSURANCE PAYMENTS. I TOLD HER, "DON'T WORRY MOM; MARY KAY PAYS FOR ALL THIS". MANY DREAMS REMAIN TO BE FULFILLED BUT NEXT I PLAN TO RETIRE HER. THE DAY WILL COME THAT SHE WON'T EVER HAVE TO CLEAN ANYTHING ELSE AGAIN UNLESS SHE CHOOSES TOO. THANK YOU MAMI FOR BEING THE BEST TEACHER A DAUGHTER COULD EVER HAVE. I'VE ADOPTED HER WORK ETHIC AND DISCIPLINE. HER ACTIONS SPEAK SO LOUDLY I CAN'T EVEN HEAR WHAT

SHE'S SAYING. YOU SEE I KNOW WHAT IT IS LIKE TO DO THE THINGS THAT YOU DON'T WANT TO DO IN ORDER TO HAVE THE THINGS THAT YOU WANT TO HAVE IN LIFE. MY POWERTIP TODAY IS FROM OUR VERY OWN AND BELOVED MARY KAY ASH: **SUCCESS IS ALWAYS DELIBERATE AND NEVER AN ACCIDENT.** I SET OUT LAST YEAR WITH THE DELIBERATE GOAL OF BEING A MILLION \$ UNIT AND HERE WE ARE. GOD WAS PREPARING ME IN THOSE EARLY YEARS FOR THIS POSITION. SO THAT SOMEHOW, THROUGH MY TESTIMONY AND HIS STRENGTH **YOU WOULD BE RAISED UP TODAY.** I WAS NOT QUALIFIED FOR THE POSITION BUT GOD DOES NOT CALL THE QUALIFIED, INSTEAD HE QUALIFIES THE CALLED. IF I WERE QUALIFIED FOR THE POSITION THEN THE GLORY WOULD NOT BE HIS AND IT WOULD HAVE BEEN OF MY OWN MERIT. YOU SEE MANY OF YOU HERE ARE BEING CALLED. STOP AND LISTEN. DO YOU HEAR IT? WILL YOU TOO CHOOSE AND BELIEVE THAT YOU WILL FOLLOW THAT DREAM IN YOUR HEART. TO QUOTE OUR BELOVED #1 ELITE EXECUTIVE SR. NATIONAL SALES DIRECTOR ANNE NEWBERY, "COME ALONG WITH US AND KEEP YOUR EYE ON THE TARGET WHILE YOU KEEP YOUR HEART ON THE SOUL. KNOW THAT YOU WILL ALWAYS ARRIVE WHERE YOU ARE SUPPOSE TO DEPENDING UPON HOW HIGH YOU SET YOUR SIGHTS AND HOW WILLING YOU ARE TO PAY A BIGGER PRICE THAN OTHERS WILL EVER KNOW ABOUT" THANK YOU ANNE FOR TAKING ME UNDER YOUR WING IN OCTOBER WHEN I NEEDED TO HEAR FROM YOU THE MOST. SHE REITERATED TO ME THAT IT IS ALL WELL WORTH IT AND I WOULD DEFINITELY SAY SO, \$1 MILLION IN COMMISSIONS IN ONE YEAR. WOW ANNE, YOU ARE AMAZING AND YOU WILL BE DEARLY MISSED!! YOU SEE EVERYTHING IN LIFE HAS A PRICE TAG? WHAT ARE YOU WILLING TO GIVE UP? WHAT ARE YOU WILLING TO LEARN? HOW FAR ARE YOU WILLING TO STRETCH? I WAS QUITE THE TOMBOY PRIOR TO MARY KAY...LET'S JUST SAY ACCESSORIES AND MAKEUP WERE NOT A PART OF MY

VOCABULARY AND I DEFINITELY DID NOT LOOK THIS! MY LEARNING CURVE WAS LARGER THAN MOST. THE POINT BEING I WAS WILLING TO LEARN. I WANTED TO HAVE MY NATIONAL SALES DIRECTOR'S LIFE. DACIA JUST BLEW ME AWAY AND I KNEW SHE HAD SOMETHING SPECIAL. THANK YOU DACIA FOR ALL YOUR TRAINING. I WOULDN'T BE HERE WITHOUT YOUR AMAZING EXAMPLE!! SO WAS IT A STRAIGHT SHOT TO THE TOP? OF COURSE NOT! HAVE I BEEN CANCELLED ON? DISCOURAGED? RIDICULED? OF COURSE I HAVE. THEN HOW IS IT THAT I GOT HERE? I CAN TELL YOU IT WAS NOT BY SHEAR MUSCLE ALONE. YOU SEE MUSCLE WILL BREAKDOWN AND GROW TIRED. I DID NOT RUN WITH PHYSICAL STRENGTH BUT WITH SPIRITUAL STRENGTH. WHEN MY BODY, MIND AND SPIRIT CAVED IN.... GOD WAS RIGHT THERE TO BREATHE THAT BELIEF BACK INTO ME, GIVE ME A PAT ON THE BACK AND SEND ME BACK OUT THE DOOR TO MY NEXT SKIN CARE CLASS. I WAS A WORRY-WORT. I ALWAYS WONDERED, WHAT DO I HAVE TO DO TO REACH THIS LEVEL? HOW MANY GUEST DO WE NEED TO SIGN TONIGHT ....I WAS EXHAUSTED SO I DID WHAT MOST WON'T. **I GAVE IT ALL UP.** I STARTED TO PRAY BEFORE EVERY CLASS, GUEST EVENT AND SUCCES MEETING. I PRAYED THAT HIS WILL BE DONE. THAT HE WOULD GIVE THE MESSAGE AND THAT I WOULD HAVE THE STRENGTH AND ENERGY TO DELIVER IT. HE KNEW THEIR HEARTS AND THAT IF HE FOUND IT FIT THAT THEY SHOULD BE ON MY TEAM. THERE IS NO MISTAKE ABOUT IT.... ALL MY BUSY BEES ARE JUST THAT...MINE! THERE WAS NO STEALING OF RECRUITS OR HIDDEN INTENTIONS. HIS HAND PLACED THEM THERE HIMSELF. HOW WOULD IT FEEL TO LEAVE A SKIN CARE CLASS ON THE LAST DAY OF THE MONTH WITHOUT ANY NEW TEAM MEMBERS? HOW MANY OF YOU WOULD GET INTO YOUR CAR AND SMILE FROM EAR TO EAR BECAUSE YOU KNEW YOU WERE BEING OBEDIENT AND FAITHFUL? I DID MY PART AND PLANTED THE SEEDS. NOW IT WAS

THEIR TURN TO MAKE A DECISION. ON MY WAY HOME I WOULD SIMPLY THANK HIM FOR THE OPPORTUNITY THAT I HAD. WHAT WOULD YOU GIVE TO HAVE THIS KIND OF PEACE? THIS HAS COMPLETELY TRANSFORMED MY BUSINESS. EVERYTHING IS JUST THE WAY IT IS SUPPOSE TO BE. I'M NOT MISSING ANY TEAM MEMBERS OR BOOKINGS OR SALES. **GOD WILL BLESS YOUR WORK BUT YOU HAVE TO DO THE WORK.** SO YOU WANT TO KNOW WHAT THE SECRET TO MY SUCCESS IS? IT REALLY ISN'T A SECRET AT ALL...IT IS CALLED FULL CIRCLE SUCCESS. I BOOK, I SELL, I BOOK AND I RECRUIT. I LEAD MY UNIT BY EXAMPLE AND TEACH THEM TO DO THE SAME. AT EVERY APPOINTMENT WE PUT THE PRODUCT ON OUR GUEST'S FACE, WE CLOSE OUR SALES, WE BOOK FOLLOW UP APPOINTMENTS AND THEN WE ALWAYS SHARE THE MARY KAY BUSINESS OPPORTUNITY **RIGHT THERE AND THEN.** THERE ARE NO SHORT CUTS. AND THERE REALLY AREN'T ANY SECRETS. WHAT HAS FULL CIRCLE SUCCESS DONE FOR MY BUSINESS? WELL, IN SEPTEMBER I HELD ONE AMAZING CLASS THAT HAS LED ME TO PERSONALLY MEETING OVER 1,400 PEOPLE THIS YEAR. I STILL HAVE CLASSES ON MY BOOK TODAY FROM THAT ONE CLASS. OUR VERY OWN MARY KAY ASH TAUGHT US TO ALWAYS BOOK FACIALS, AND TO BOOK CLASSES FROM MY FACIALS AND TO BOOK MORE CLASSES FROM MY CLASSES; OTHERWISE I WOULD BE LEAVING \$100 ON THE TABLE! **FULL CIRCLE SUCCESS HAS BROUGHT US OUR ENTIRE MILLION \$ YEAR.** THIS YEAR HAD A SLOW START **BUT** BECAUSE WE WERE WORKING FULL CIRCLE AND I WAS LEADING BY EXAMPLE IT ALL BEGAN TO ROLL IN THIS LAST QUARTER. FEBRUARY ENDED WITH \$25,000 IN PRODUCTION AND IN MARCH WE ENDED WITH \$50,000. THEN IN APRIL WE HAD OUR BEST MONTH EVER WITH \$60,000. MAY WAS A BIT MORE DIFFICULT AND I WAS PRAYING FOR HIS WILL WITH THE DESIRE IN MY HEART THAT WE WOULD HIT \$60,000. IT WAS THE DAY BEFORE THE MONTH ENDED AND WE WERE SITTING AT

\$45,000 WITHOUT A PENNY MORE TO GO. WE WERE DONE AND I KNEW MY UNIT HAD DONE ALL WE COULD. SO I THANKED GOD FOR HIS BLESSINGS AND FAITHFULLNESS AND BEGAN TO PREPARE FOR JUNE. ON THE LAST DAY OF MAY I WENT TO VISIT MY MOTHER IN LAW AFTER HER SURGERY. YOU SHOULD'VE SEEN THE LOOK ON HER FACE WHEN I WALKED THROUGH THE DOOR.... AURI WHAT ARE YOU DOING HERE? I SAID I CAME TO HAVE BREAKFAST WITH YOU. WE TALKED ABOUT THE FUTURE AND HOW FUN IT'S GOING TO BE WHEN SHANE AND I HAVE CHILDREN AND HOW WE'LL GET TO HANG OUT TOGETHER DURING THE DAY AND SHARE MOMENTS LIKE THESE. IT WAS SUCH A SPECIAL DAY THAT I CHERISH SO MUCH. ALL THE WAY HOME I THANKED GOD FOR HER, MY FAMILY, MY UNIT AND MY BUSINESS. I ALSO THANKED HIM FOR AN AMAZING MONTH AND WAS GRATEFUL FOR ALL HE HAD DONE. I SANG TO HIM ALL THE WAY HOME AND I FELT MY HEART WAS OVERFLOWING WITH SO MUCH LOVE AND BLESSINGS THAT I COULD HARDLY KEEP IT ALL IN SO I BEGAN TO CRY. HAVE YOU EVER FELT GOD'S GRACE FALL ON YOU? I GOT HOME AROUND 2PM AND THEN AT 4PM THE PHONE BEGAN TO RING. SOMEONE HAD AN ORDER AND THEN ANOTHER AND YET STILL ANOTHER. THE PHONE DIDN'T STOP TILL MIDNIGHT. WE FINISHED OUR BEST MONTH EVER WITH OVER \$61,000!!! **THAT IS THE POWER OF GOD. NOT A PENNY MORE TURNED INTO \$16,000 IN JUST 10 HOURS. FULL CIRCLE SUCCESS BRINGS BALANCE & PEACE.** AS CRAZY AS THIS MAY SEEM I PROBABLY WORKED LESS IN JUNE THAN ANY OTHER MONTH OF THE YEAR. YOU SEE JUNE 3<sup>RD</sup> HAPPENS TO BE MY HUSBAND'S BIRTHDAY AND I TOOK THE DAY OFF FOR HIM. IT'S NOT HIS FAULT HE WAS BORN IN JUNE. ALSO, I SPENT FATHER'S DAY WITH MY FAMILY AND MY AUNT AND UNCLE CELEBRATED THEIR 40-YEAR WEDDING ANNIVERSARY IN JUNE. THEN ON MONDAY, JUNE 19<sup>TH</sup> AT 11PM I RECEIVED A PHONE CALL. IT WAS FROM MY DIQ MARILYN. SHE

SAID, "AURI THERE HAS BEEN A CAR ACCIDENT AND THERE IS BLOOD EVERYWHERE AND VICTORIA (HER DAUGHTER) IS HURT PRETTY BAD BUT I'M OK. I WAS OUT THE DOOR IN 2 SECONDS AND ON MY WAY TO THE EMERGENCY ROOM. FOR THE NEXT 3 DAYS THE BUSY BEE OFFICE SHUT DOWN ALMOST COMPLETELY. WE SPENT ALL NIGHT AT THE HOSPITAL TO HELP MARILYN AND HER FAMILY. SHANE MADE RUNS TO THE AIRPORT TO PICK UP THEIR FAMILY. THE BUSY BEES FORMED A FOOD CHAIN. THIS AMAZING UNIT PRAYED FOR HER AND COUNSELLED HER THROUGH THIS DIFFICULT TIME. WE PULLED TOGETHER LIKE A TRUE FAMILY. TODAY VICTORIA IS DOING GREAT AND RECOVERING WELL AND MARILYN IS SITTING RIGHT HERE IN THE FRONT ROW. SHE WILL FINISH DIQ JULY 31<sup>ST</sup>. ALL I CAN SAY IS THAT I AM SO HONORED THAT THE VERY FIRST PHONE CALL YOU MADE WAS TO ME. YOU SEE I DIDN'T KNOW THIS BUT SHE WAS STILL SITTING IN THE CAR WHEN THE CALL WAS MADE. WHAT DOES THAT TELL YOU ABOUT OUR AMAZING MARY KAY BUSINESS? I CAN TELL YOU THAT THERE WAS NO OTHER PLACE IN THIS WORLD THAT I WOULD HAVE RATHER BEEN THAT NIGHT THAN HELPING MARILYN AND HER FAMILY. IN THE END, WE FINISHED JUNE AS OUR BEST MONTH EVER WITH OVER \$90,000 AND 47 NEW TEAM MEMBERS. HALF OF OUR PRODUCTION CAME FROM OUR BASE UNIT AND THE OTHER HALF FROM OUR NEW TEAM MEMBERS. WHEN I FINALLY LOOKED AT THE SCORE BOARD I ALMOST FELL OUT OF MY CHAIR. I COULDN'T BELIEVE IT...I HAVE A SELLING & A RECRUITING UNIT. I DREAMED OF THIS DAY. MY TOP 5 CONSULTANTS IN SELLING WERE ALSO MY TOP 5 IN SHARING.... ISN'T THAT AMAZING! HOW DOES THAT HAPPEN WHEN I TOOK SO MANY DAYS OFF? **FULL CIRCLE SUCCESS BRINGS BALANCE.** WORK TODAY AND DO THE THINGS YOU DON'T WANT TO DO SO THAT ONE-DAY YOU CAN DO THE THINGS YOU WANT TO DO. **YESTERDAY IS A CANCELLED CHECK, TOMORROW IS A**

**PROMISSORY NOTE AND TODAY IS THE ONLY CASH YOU HAVE, SO SPEND IT WISELY.**

IN CLOSING I WANT TO SHARE WITH YOU ONE OF MY FAVORITE BIBLE STORIES OF A LOYAL AND FAITHFUL WOMAN OF GOD, HANNAH. HANNAH WAS MARRIED, BUT BARREN. IN THOSE DAYS A WOMAN'S WORTH CAME FROM THE LINEAGE SHE WOULD LEAVE TO HER HUSBAND. HANNAH'S HUSBAND HAD ANOTHER WIFE PENINNAH. NOW PENINNAH LOVED TO TORMENT HANNAH BECAUSE PENINNAH HAD MANY CHILDREN. HANNAH FERVENTLY Poured HER SOUL OUT TO GOD. AND AS HER SHOULDERS HEAVED, SHE SOBbed IN GREAT DISTRESS AND WEEPED BITTERLY, "GOD GIVE ME A SON AND I PROMISE I WILL GIVE HIM BACK TO YOU." GOD HEARD HANNAH'S PRAYER AND SAW HER HEART AND SHE FINALLY CONCEIVED AND BORE HER SON SAMUEL. SOUND FAMILIAR? SAMUEL WAS ACTUALLY THE LAST PROPHET OF THE JEWISH PEOPLE. HE WAS GIVEN THE TASK TO CHOOSE AND ANNOINT THE FIRST KING OF ISREAL, KING DAVID!!

WHAT TORMENTS YOU TODAY? WHAT IS THE THORN IN YOUR SIDE? WHAT STOPS YOU FROM REALIZING YOUR DREAMS? STOP AND LISTEN TO THE VOICE OF GOD AND CHOOSE TO LISTEN AND BELIEVE ...**GOD'S WILL IS COMPLETED THROUGH YOUR DREAMS.**

**HERE IS HANNAH'S VICTORY CHEAR WHICH I HAVE TAKEN TO BE MY OWN:**

1 SAMUEL 2: I'M BURSTING WITH GOD-NEW. I'M WALKING ON AIR. I'M LAUGHING AT MY RIVALS. I'M DANCING MY SALVATION. NOTHING AND NO ONE IS HOLY LIKE GOD, NO ROCK MOUNTAIN LIKE OUR GOD. DON'T DARE TALK PRETENTIOUSLY- NOT A WORD OF BOASTING, EVER! FOR GOD KNOWS WHAT'S GOING ON. HE TAKES THE MEASURE OF EVERYTHING THAT HAPPENS. THE WEAPONS OF THE STRONG ARE

SMASHED TO PIECES, WHILE THE WEAK ARE INFUESED WITH FRESH STRENGTH. THE WELL-FED ARE OUT BEGGING IN THE STREET FOR CRUST, WHILE THE HUNGRY ARE GETTING SECOND HELPINGS. THE BARREN WOMAN HAS A HOUSEFUL OF CHILDREN, WHILE THE MOTHER OF MANY IS BEREFT. GOD BRINGS DEATH AND GOD BRINGS LIFE, BRINGS DOWN TO THE GRAVE AND RAISES UP. GOD BRINGS POVERTY AND GOD BRINGS WEALTH; HE LOWERS, HE ALSO LIFTS UP. HE PUTS POOR PEOPLE ON THEIR FEET AGAIN; HE REKINDLES BURNED-OUT LIVES WITH FRESH HOPE, RESTORING DIGNITY AND RESPECT TO THEIR LIVES- A PLACE IN THE SUN! FOR THE VERY STRUCTURES OF EARTH ARE GOD'S. HE HAS LAID OUT HIS OPERATIONS ON A FIRM FOUNDATION. HE PROTECTIVELY CARES FOR HIS FAITHFUL FRIENDS, STEP BY STEP, BUT LEAVING THE WICKED TO STUMBLE IN THE DARK. NO ONE MAKES IT IN THIS LIFE BY SHEER MUSCLE! GOD'S ENEMIES WILL BE BLASTED OUT OF THE SKY, CRASHED IN A HEAP AND BURNED. GOD WILL SET THINGS RIGHT ALL OVER THE EARTH, **HE'LL GIVE STRENGTH TO HIS QUEEN, AND HE'LL SET HIS ANNOINTED ON TOP OF THE WORLD!!**

WITH GOD FIRST, THIS YEAR OUR UNIT GOAL IS \$1.2 AND NIQ. OUR THEME FOR 2007 IS **W.O.W. - "WALKING ON WATER"**. IN ORDER TO EXPERIENCE THE IMPOSSIBLE, YOU MUST STEP OUTSIDE OF YOUR COMFORT ZONE OR YOUR BOAT AND LEARN HOW TO WALK ON WATER. TAKE GOD AS YOUR BUSINESS PARTNER AND LET YOUR FAITH AND FOCUS GUIDE YOU TO THE SEMINAR STAGE IN 2007 WHERE WE WILL BE CELEBRATING YOU. THANK YOU EMERALD SEMINAR!!!