



ANGIE'S SEVEN SECRET TO SUCCESS

I became a Red Jacket the first couple months I was in the company and earned the use of a free car within a year and a half. I didn't decide to become a director right away but I was a top sales consultant and a superstar in my unit. I had a very full schedule - in fact it was overflowing. But, one thing is for sure, I did move quickly up the ladder to Directorship once I made the decision to do that.

Here are my 7 SECRETS TO SUCCESS as a Consultant:

- 1. I NEVER MISSED A WEEKLY MEETING.** I was a sponge. My Director told me that attending every meeting, workshop or training was critical to my success. I also knew that it wasn't fair for me to start this business and not apply what my Director told that works. Mary Kay herself even said, "Thos who show up, go up!" So I went to my meeting!
- 2. 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 wanted my success. We talked every few days. She was my mentor. Communication is KEY!
- 3. I HAD GOOD BOUNCE BACK QUALITY-RESILIENCE.** I have always believed that some good comes from everything, I looked for good in each make-over., interview and party. My ATTITUDE was good and kept a good sense of humor.
- 4. I TURNED THE NEGATIVE INTO THE POSITIVE IMMEDIATELY.** For example when someone cancelled or even no-showed at the last minute, I made sure I did something positive right at that moment to take it's place. PLEASE NOTE THE DIFFERENCE BETWEEN #1 AND #2. The first is the positive attitude I had and the second is what I did about it - the action I took.
- 5. I PARTICIPATED IN THE CHALLENGES MY DIRECTOR GAVE ME AND WORKED THE PRIZED OFFERED.** I earned everything! I allowed the child in me to come out. Not all the prizes were things I liked - but I learned that it's the little things we do that turn into BIG success in our businesses. Each challenge and promotion can propel your business further. Why NOT?
- 6. 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!@
- 7. I NEVER QUIT!** I worked until the last moment of the last hour of the 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!!!***