

## WHY DO I NEED TO ATTEND MY WEEKLY UNIT MEETINGS?

What does YOUR EMPTY SEAT at SUCCESS EVENTS say? You have heard it said since you attended training that success events are very important. Have you ever really thought why? When you do not come, you're saying...

**To Yourself and your family:** This is only a hobby. (Hobbies do not make money). I really don't want to make money. My MK is only social. My business is not important and not a priority.

**To Your Customers:** You are not important enough for me to keep informed. I do not plan to increase my knowledge. You don't deserve the best service I can give. Your needs are not important to me.

**To Your Sister Consultants:** I don't need your encouragement and inspiration, and I assume you don't need mine. (Remember.... if you had a great week, we need YOU .... if you had a challenging week, you need US!)

**To a Guest:** The things your consultant told you about this opportunity are not really true. This is not a 'Real Business'. If it were truly a good deal, wouldn't there be more people here?

**To Your Director:** Your help is not needed. You don't need to take time with me on the phone because it isn't fair to those who make an effort to attend meetings consistently, support Unit functions, and truly strive to make this business a success. Special classes, recruiting help, special promotions and contests are not important to me.

Have you missed someone at a Unit meeting lately? Why not give her a call today and encourage her to join you at our very next Success Event! Wherever you live, there is a meeting for you almost every week! It is a proven fact that those consultants who SHOW UP, GO UP! In fact, I truly believe that my personal success as I advanced to directorship came from NEVER MISSING A MEETING!

## TOP 10 REASONS TO ATTEND WEEKLY MEETINGS

1. TO INSPIRE AND BE INSPIRED BY OTHERS
2. RECOGNITION OF YOUR ACHIEVEMENTS
3. ENCOURAGEMENT & SUPPORT FROM OTHERS LIKE YOU
4. RECEIVE SPECIAL TRAINING TO AID YOUR BUSINESS
5. NEW IDEAS FOR BOOKING, SELLING, PARTIES, ETC.
6. TO DEVELOP YOUR OWN LEADERSHIP QUALITIES THROUGH SHARING
7. TO EXPERIENCE THE 'TEAM SPIRIT' FROM HAVING A GOAL TO REACH
8. COMPANY NEWS & INFORMATION ON NEW PRODUCTS AND QUARTERLY CONTESTS
9. USE YOUR MEETINGS TO INTRODUCE PROSPECTS TO THE 'WONDERFUL WORLD OF MARY KAY' (IT'S A GREAT WAY TO START BUILDING YOUR TEAM)
10. BEING A PRODUCTIVE PART OF YOUR GROUP BY BEING ACTIVE, SHARING POSITIVE IDEAS AND OFFERING YOUR SUPPORT
11. MISS 1 WEEK = YOU'RE SICK, MISS 2 WEEKS = YOU'RE DYING, MISS 3 WEEKS = SEND FLOWERS FOR THE DEMISE OF YOUR BUSINESS

BESIDES.....YOUR DIRECTOR NEEDS TO SEE YOUR BRIGHT AND SHINING FACE WEEKLY...SHE IS THERE WHETHER OR NOT YOU ARE!