

Do you need to attend your weekly unit meeting? Read on and I hope that you will have an open heart as you read the following information about our Success Meetings from our company's #1 Sales Director and record breaker, Lisa Madson:

MEETINGS ARE THE VERY BEST PLACE TO BE FOR YOU & ME!!!

Many times I am asked, "Am I required to come to meetings?" This is your own business.....nothing is required of you! But, if you asked me, "What is the one thing I could do to insure my success?" I would say, "NEVER miss a meeting!" It amazes me that Consultants even think of attending success meetings as a requirement. Instead, why not do all that is possible to make YOUR SUCCESS happen!! When I joined Mary Kay, I did not attend meetings for three years, and for those three years I had exactly three skin care classes!!! Then, I committed to attending meetings regularly and I won my car and became a Director within a year!!! I believe when YOU commit to Show Up.....You GO UP!! Did my family complain? YES, but who has benefited from my commitment? My family!! Did my husband whine? YES, but let me tell you, he is NOT whining anymore!! Once my family knew that meetings were a weekly event WITHOUT EXCEPTION, it just became part of our lives. We celebrated birthdays and anniversaries around the meeting. In fact, when a birthday landed on a meeting night, my family was excited because they got to celebrate their special day twice!! When I committed to the meeting, I NEVER missed. I drove 50 miles through rain, sleet, and snow! I cannot say I was ever the superstar at our meeting or in our area, but I always showed up. I was totally committed!! Was that putting my career before my family? I don't think so!! Instead, I was putting my family FIRST! They have received many more benefits by my standing strong and making that commitment and they have seen me grow, plus they have also reaped the financial benefits. The meetings are where you can hold yourself accountable, even if you are only doing Mary Kay on a very small scale. You can use the inspiration of others to learn from and to motivate yourself. You learn public presentation skills, product knowledge, and business management. The exciting thing is all this happens without you even knowing it. One day you look back at who you were and who you have become and you are Amazed! You have become a self-confident, polished, motivating public speaker, a better YOU!! So, let me answer the question: "Am I required to come to the meetings?" ONLY IF YOU WANT TO SUCCEED!!

Please check your Applause magazine for Lisa's last commission check: \$35,000 and \$27,000 the month prior and \$22,000!!! Her reported earning for 2002 totaled more than \$492,000!! Need I go on? Lisa has 3 children, 1 is diabetic and she obviously made the right choices for her and her family!!!!

Where do you want to be in six months, a year or three years from now? Your future lies in your daily activity, the future starts TODAY!!! With Mary Kay, you and your family truly can have it all!!!!

**SUCCESS IS NOT FOR THE CHOSEN FEW,
IT IS FOR THE FEW WHO CHOOSE IT!!
I Know YOU will choose SUCCESS for you and your family!!
I look forward to seeing you on Monday night!!**