

# BUILDING YOUR BELIEF IN MARY KAY

1. BELIEVE IN THIS COMPANY AND OPPORTUNITY
  - Attend weekly Success Meetings – if you want to move up and succeed.
  - Attend other area events to learn about the business, people, and company.
  - Listen to educational and motivational tapes/CD's daily. Start with those included in our Career Essentials training manual.
  - Read Mary Kay's Autobiography – It is such a well-written inspirational book.
  - For product knowledge read the LOOK Book and Beauty Book quarterly.
  - Read the monthly Applause Magazine cover to cover upon arrival.
  - Read your monthly newsletter!
  - Check your mail, e-mails, unitnet site, marykayintouch site, and answering machine daily! Stay plugged into your Mary Kay Family!
2. BELIEVE IN THIS PRODUCT
  - Use all the products yourself – you will love them! When you love them, you won't have any trouble talking about them!
  - Listen to product knowledge tapes/CD's when new products debut.
  - Call Mary Kay Medical Relations Department for extra help with special needs.
  - Let your customers know how you feel about the products, "I have total confidence in this product, and I will work with you to make sure you are a satisfied customer."
  - Cheerfully stand by and honor our 100% Satisfaction Guarantee on our products.
3. BELIEVE IN YOURSELF
  - Get excited about YOU!! Your key to success is within you!
  - Always seek out positive people and model people who are succeeding.
  - Read *The Magic of Thinking Big* by David Schwartz, *Feel the Fear, AND DO IT ANYWAY*, by Susan Jeffries.
  - Make goal posters and trash your house! This will keep you focused.
  - Create and write down the vision of the successful person that you want to become.
  - Self-talk – Be positive with yourself
  - Learn that when people say no, they are not saying no to you, and it is NOT personal! They are saying no to what you are offering them at this time with the limited information that they currently possess. Just think "NEXT" and talk to someone else! Don't waste precious time analyzing too much.
  - Dress for success. We are in the beauty business. Image is a very important part of your Mary Kay Career. We wear dress/suits to all Mary Kay events.
4. BELIEVE IN YOUR SALES DIRECTOR
  - I believe in you, even when you do not believe in yourself. God did not have time to create a nobody. You can find your full potential with Mary Kay!
  - My belief in this company and opportunity is rock solid – lean on me when your belief level is weak.
  - When you are excited – call everyone! When you are not so excited call your Director! Only share problems with those who can help solve it! Continually seek to lift others up and never bring them down. This demonstrates character and integrity.
5. THE 3 KEYS TO SUCCESS IN MARY KAY COSMETICS
  - Start NOW and NEVER GIVE UP and you will make YOUR dreams come true.
  - Attend every meeting, event, conference, and Seminar. This is where you keep your dream alive and catch the vision of all that you can be.
  - Have products on hand for your customers by building to and maintaining enough to satisfy and service all of your customers. Get to profit level ASAP!

***I BELIEVE THAT the only difference between successful people and unsuccessful people is extraordinary determination.***

***Mary Kay Ash***