

Create an Over, Under, Around or Through

THANK YOU TRINA WOOD!

The quickest way to get from point A to point B is a straight line! That is true, in theory. But – who lives in a theory – we're in real life! In real life, the quickest way to get from point A to point B is whatever way works best from where you're at!

Need to know your WHY

- Why did you start MK in the first place?
- What motivates you?
- What are your deep-down dreams & hopes, the ones that you think aren't reachable because they seem too far-fetched?
- We Need to understand that NOTHING comes free in life
- Everyone pays a price
- We can't expect to get something for nothing

We need to understand that EVERYONE can have success and their dreams come true

- God wants us to use the potential he gave us!
- I love the book Prayer of Jabez it has helped me!
- Your having more success (more money) does not mean that someone else has to have less (abundance mentality)

We need to make a commitment

- Like marriage, for richer for poorer, for sickness and in health, for better for worse
- Be a woman of your word! (Isn't the most frustrating thing in this business is someone who says that they'll do something, but then they don't?!)
- For me, earning this car was the first lay-it-all-on-the-line goal I've ever had. No matter what, I am committed – fail, or succeed! It is my responsibility (just like work, it's all my responsibility, regardless of what others do).

For every problem, there is a solution. There are no problems, only opportunities!
Below is a list of the problems I encountered and how I overcame them.

Geography (must drive hours to nearest town)	DRIVE – Use time wisely! Listen to tapes (MK, spiritual)
Dugway population, 1000 people	Expand business to other towns
Full-time job	Set work hours, plan schedule AHEAD!
Night-time testing	Change schedule!
Work hours prevent me from coming to Unit Meeting	Ask to adjust schedule and still fit hours in!
I can't do MK at work	Call people that I know from work, after work!
What are some other physical limitations you are experiencing?	
Illness	Stay motivated (BATH), plan for when better, get organized, e-mail & internet!
Children at home	Talk to Cherise!
There aren't enough people here for 2 consultants!	Abundance mentality, be go-give, offer to share, bank rule (Explain situation with Melissa)
The products cost more than most people can afford to spend	Quality and value. I just offer, they decide! (they do, with pocketbook!)
I am bugging my customers by calling them	Offer excellent customer service – where can you get that anymore?
I am asking too much of people	Think win-win!
I am too good for this (selling makeup)	I am too good NOT to do this. We don't just sell lipstick We enrich women's lives!
I am not good enough for this (I can never be #1)	Everyone has strengths, they are not any better than I am, and I can do it!
I'm too tired!	Listen to a tape-something motivational, some upbeat music, or take a quick nap!

<p>I'll never be able to finish this month of qualifications / this car</p>	<p>Just do your work, and trust God!</p> <p>Listen to the others who believe in you –</p>
<p>I don't know where to start</p>	<p>Just do it! For 15 minutes... then you'll WANT to do more!</p>
<p>I don't have enough time</p>	<p>We all have the same amount of time – 24 hours. How are you using your time now?</p> <p>President Bush has the same amount of time as we do!</p>
<p>I don't want to drive all the way to Unit Meeting tonight.</p>	<p>I will not have a positive boost if I don't, it will make me feel better! (like exercise, or church, or washing face at night!)</p>
<p>I need one more recruit – am I pushing someone into it?</p>	<p>Pray for HER best interests to be met, let God be in control!</p>
<p>I don't want to call the last contacts I have – then I'll be out of leads!</p>	<p>By calling, you will be booking (or dumping names) and will therefore be generating MORE leads!</p>