

# Lesson 11

## Don't Kill Time or It Will Kill You

*If you wait for the perfect conditions, nothing will get done.* Waiting until all the kids are in school, out of school, you complete your degree, you get married, you lose ten pounds, whatever. Procrastination is paralyzing.

The first step in overcoming procrastination is to eliminate all excuses and reasons for not taking decisive and immediate action. The longer we wait to take action, the more unclear our course becomes. God would never give you the desire to be a Star Recruiter, Team Leader, or a Sales Director unless He knew you had the ability to make it happen. Start to make it happen today!

### **Assignment:**

1. Add something to your Six Most Important Things to do list that you've been putting off – and do it first!
2. Set two definite selling appointments for this week.
3. Take your GO Book to work with you and schedule a quick lunchtime appointment with a co-worker.
4. Complete your Weekly Plan Sheet for this week. Commit to how many hours you will devote to your Mary Kay business. Email it to me.