

# Lesson 12

## FEAR is only False Evidence Appearing Real

*Fear is a poor chisel to carve out tomorrow.* Worry is simply the triumph of fear over faith. The word *fear* is derived from an Anglo-Saxon term meaning “to strangle” or “to choke off.” There is no question that worry and fear in the mind does choke off the creative flow from above. Things seldom turn out the way you imagine them to. When fear arises in your mind, learn to expect the opposite in your life.

As we worry about matters beyond our control, a negative effect begins to set in. Too much analysis will lead to paralysis. Worry is a route that leads from somewhere to nowhere. Don't let it direct your life. Never respond out of fear and never fear to respond. Action attacks fear, inaction builds fear. Are you ready to take action today?

### **Assignment:**

1. Prepare your Six Most Important Things to do for today.
2. Call someone who intimidates you and schedule a team-building interview with her. Independent Senior Sales Directors Deborah Rose did this when she was a new Consultant. She was scared. Her hands shook as she dialed the phone number of a neighbor. This neighbor had always looked down on Deborah because Deborah was a stay-at-home mom at that time and the neighbor held a “secure” position at a bank. The neighbor turned her down, but just making the phone call truly empowered Deborah. Now Deborah estimates that she makes twice as much money as her neighbor, she works the hours she wants to work, and she's currently driving a pink Cadillac!
3. What do you fear most in your Mary Kay business? Making phone calls? Warm chattering? Whatever you fear the most, do 30 minutes of it today. It's only when you face your fears that you begin to conquer them.
4. Write a love note to the man in your life and mail it to him at his place of work. Make sure to write *Personal* on the outside of the envelope. On the return address just write that it is from *An Admirer*.