

# Lesson 16

## The Best Thing to Do When You Get Knocked Down Is to Get Back Up

*How we respond to failure and mistakes is one of the most important decisions we make daily.* We ALL experience failure and make mistakes. In fact, successful people have more failure in their lives than average people do. Mary Kay always said she had the bloodiest knees.

Only those who never try never fail. Failure doesn't mean that nothing has been accomplished. What is in you will always be bigger than whatever is around you.

Anyone who is achieving anything in life is simultaneously risking failure. It is always better to fail in doing something than to excel in doing nothing. A flawed diamond is more valuable than a perfect brick.

Everyone gets knocked down. It's how fast you get back up that counts. Learn the lesson and forget the details. Gain from the experience, but do not roll over and over in your mind the minute details of it. Build from the experience and get on with your life.

### **Assignment:**

1. Prepare your Six Most Important Things to do for today.
2. Find five sharp women and offer them your business card. Here is a dialogue to use. "Excuse me. My name is \_\_\_\_\_ and I make it my policy to give my business card to the five sharpest women I see each day and you, by far, are the sharpest woman I've seen today. Would you be offended if I offered you my card?"
3. People with very dry skin will still be able to use our TimeWise™ products. They may, however, need to add an additional product from our customized skin care line. Visit Product Central on InTouch and tell me what product you would suggest for very dry skin, list its benefits and when to apply it in relationship to TimeWise™ Age-Fighting Moisturizer.
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.