

Lesson 15

Seek Out Balcony People to Cheer You On

Critics are spectators, not players! Critical people are usually disheartened people who have failed to reach a desired goal. They are disappointed people. Disillusioned people. Unfocused people. They are hurting inside. There has never been a monument built to a critic. They build their life trying to destroy others.

Move away from them. Mary Kay never criticized anyone. She always praised people to success.

Don't get me wrong. Debate is a marvelous arena. Conflict unlocks energy. But there is a place to present the facts. There is a time for exchange of information. Champions always pursue constructive suggestions. But there is a time for silence.

Criticism is deadly. Criticism is pointing out your flaws. Constructive suggestions point out your potential. Always seek out balcony people who will cheer you on.

Assignment:

1. Prepare your Six Most Important Things to do for today.
2. Offer three people the opportunity to pamper themselves with a free manicure/ pedicure.
3. Invite one guest to the unit meeting next week.
4. Check to see how your appointments have been holding these last few weeks. If you are having a lot of postponements, you may wish to review the *Professional Sales* section of the *Silver Wings Program*.
5. Sell \$100 worth of product over the weekend.
6. Complete your Weekly Accomplishment Sheet over the weekend and either submit it to me or bring it with you to the unit meeting.