

Lesson 2

Your Dream is Connected to People

Somebody needs what you have to offer! Go find them. Activate yourself. Get out of your house. Get out of your car. Get on the telephone. You may be timid, shy and feel inadequate, but your dream is connected to people.

People who need what you have to offer may not always come to you. In fact, they rarely will. You must go to them.

What keeps you from reaching out to others? Is it the fear of rejection? Are you intimidated? There is something far more important than any rejection or feeling of intimidation: *your dreams and goals!*

Successful people dread rejection, too. But the belief in their goal is more powerful. Your dream is connected to people.

There are two types of people in this world: those who *already* know that you have something they need and those who do not *yet* know you have something they need. Get out of your house. Get out of your car. Get on the telephone and reach out!

Assignment:

1. Prepare your Six Most Important Things to do for today.
2. Call three customers and schedule an on-the-go appointment to show them some of the new products. Be sure to leave behind a team-building packet.
3. Sell \$100 in reorders today.
4. Read a chapter out of one of Mary Kay's books.