

Lesson 3

The Secret of Your Future is Hidden in Your Daily Routine

Champions plan! Planning is the starting point for any dream or goal that you possess.

What is your plan? A Weekly Plan Sheet is a written list of scheduled actions necessary to achieve your desired goal. It is important to complete one every week along with the Six Most Important Things to do list every day. Focus your total attention on each task until it is done.

If you cannot plan events for 24 hours and accomplish them, what makes you think you will accomplish your goals for the next 24 years?

Think of each hour as an employee. Delegate a specific assignment to each hour. When are you having your quiet time? Exercising? Calling customers? Holding sales appointments? Interviewing prospective team members? Attending your unit meeting? Family time? Plan your day on the Weekly Plan Sheet and then become an employee of that sheet. It is your boss.

Successes are usually *scheduled* events. Failures are not. This type of planning is not always fun. But sometimes you have to do something you don't like to create something you love. Remember, the secret of your future is hidden in your daily routine.

Assignment:

1. Prepare your Six Most Important Things to do for today.
2. Book two new appointments to be held this week.
3. Hand out business cards along with two TimeWise® samplers until you have two names and numbers. Give them a sincere compliment. Ask them if they've ever had a Mary Kay complimentary facial before. Then ask them, "May I call you later to see how you liked our TimeWise® products? Please jot down your name and phone number and I promise I won't forget to call you!"
4. Listen or watch a Mary Kay audio or video.