

# Keep It Simple Sweetie! (K.I.S.S.)

By Mary Kay Ash

Whenever I think about our wonderful opportunity, I'm struck by how simple achieving success in our business can be. Here are some things you'll want to keep in mind as you build your career:

- ♥ **Figure out exactly what Mary Kay can give you** that you can't get anywhere else. It may be time, money, personal growth or emotional maturity.
- ♥ **Be willing to go the extra mile.**
- ♥ **Don't wear your feelings on your sleeves.**
- ♥ **Don't be all wishbone and o backbone!**
- ♥ **Don't do things "because of." Do them "in spite of."**
- ♥ **Try a little prayer.** Remember, there is nothing that can happen to you today that the Lord and you can't handle together.
- ♥ **Think of this opportunity as more than a career.** Consider it a way of life.
- ♥ **Don't compare yourself to anyone else.**
- ♥ **You are never a failure unless you quit.**
- ♥ **Consistency is the key to success.**
- ♥ **You are your team!** Ask yourself, "What would my team be like if every member was just like me?"
- ♥ **Don't rest on your laurels**
- ♥ **Be Self-disciplined.** You may have to put off some pleasures today to enjoy rewards tomorrow.
- ♥ **Pray like everything depended on God, and work like everything depended on you!**
- ♥ Above all, remember to:  
**Keep It Simple, Sweetie!**