



## *Words of Wisdom from Mary Kay...*

*Self-confidence is all-important...believe that you can do whatever you set out to do. Any idea that you firmly fix in your subconscious mind by repeated affirmation automatically becomes a plan or a blueprint which an unseen power uses in directing your efforts toward the attainment of the objects named in your plan. Daily you must have a formula which you will use that will help you to acquire this self-confidence you need to attain success.*

*First, know that you have the ability to achieve the object of your definite purpose -- your goal. And demand persistent and aggressive and continuous action toward its attainment.*

*Second, realize that the dominating thoughts of your mind eventually reproduce themselves in outward bodily action and gradually transform themselves into physical reality. Therefore, you must concentrate for a certain number of minutes each day on the task of thinking of the person you intend to be; creating a mental picture of this person and transforming that person into reality through practical service.*

*And third, remember that any desire that you persistently hold in your mind will eventually seek expression through some means of realizing it. Therefore devote a few minutes daily to development of the following factors...a habit of saving - initiative and leadership - imagination - self-control - the habit of doing more than you are paid for - and of developing a pleasing personality.*

*There's no mystery to the puzzle!*

*Replace **FEAR** with **FAITH** and work!*