

By: The awesome Sean Key at Mary Kay Inc.

I absolutely love this time of year because this is when character is revealed, perseverance and resiliency are tested, attitudes are formed, victories are won and queens are crowned! This is when we find out who MAKES promises and who KEEPS promises.

This is what I like to call "Championship Season".

During championship season, the called, the committed, the courageous, and the convicted will take their energy and efforts to new heights. Records will be set and broken. Belief-barriers will be raised, and those who are contributing to the miracles that are happening at this very moment will be forever changed. Lessons of what works and what does NOT work will be permanently engrained into the head of the risk-takers. Many will be working to finish a goal, while others will be working to get a head start towards next year's goal.

This is when the champions bring their game to the business, regardless of what has happened in the months before. Its peak-performance time and Independent Beauty Consultants and Independent Sales Directors are re-energized by HOPE, PRIDE, PURPOSE and the unconditional love and support YOU provide.

This is Mary Kay at its best!

I've studied champions for many years, and I want to share 10 qualities that I've found to be consistent among them:

The victory is won in their head and heart before the work is done.

- * Champions know the rules of the game and they're willing to play better than they've ever played before.
- * Champions believe the risk of victory is worth more than the disappointment of failure.
- * Champions have champion mentors.
- * Champions know there's nothing more powerful than a winning attitude.
- * Champions are motivated by their dream, but are made by their routine.
- * Champions focus on maximizing their strengths, not protecting their weaknesses.
- * Champions have unquestionable integrity.
- * Champions are extra-milers. They don't do just enough to get by; they do the and then some.
- * Champions NEVER give up! I'd like to elaborate a little further on a couple of points. Take #1, for instance: The victory is won in their head and heart before the work is done.

Which brings me to the next point.....

Champions NEVER give up! Champions are champions because they try, they keep going and they finish! At Career Conference, Independent Senior National Sales Director Wanda Dalby talked about three types of people: the climber, the camper & the quitter. The climber is a find-a-way, make-a-way kind of leader

who refuses to give in or give up until the victory is won. The camper is a starter, but not a finisher. She's interested in sameness, not success. The camper is so busy protecting what she has, she misses out on countless opportunities to have more. The quitter, well, that's self-explanatory. Of all the champions I know, I've never known any of them to be happy with the status quo, or to give up before accomplishing their goal.

During these last few weeks of the Seminar year, I want to remind you of a question we'll ask ourselves over and over again for the rest of our lives:

"What would Mary Kay do?"

That question often is asked when we're facing a crisis or an ethical decision. But I think it's appropriate to ask also when we're facing the decision of *stretching* for a personal goal or helping a team, unit or area achieve a goal.

What would Mary Kay Ash do? I think Mary Kay would:

Weigh the costs (time away from family, the emotional and physical commitment required to do the work) consider the rewards (a walk across the stage, a diamond ring or bee, the satisfaction of accomplishing the goal) engage the family in the decision, consult with someone who's already achieved success (it's the winners, not the whiners, who can help you achieve excellence), work like everything depended on her and pray like everything depended on God!