

SNSD Joanne Bertaland:

Imagine your life one year from today. What will your life look like when money, time and excuses do not exist.? There will be only one Mary Kay 50<sup>th</sup> anniversary! One WINDOW to walk through in the 50<sup>th</sup> anniversary.

Legacy of Queens of the Court of Sharing. Keeping it in the FAMILY!

NSD Dacia Weigandt: 4 years after becoming a director – became an NSD

You can make a decision TODAY to never turn back! COMMIT to be your BEST! I'm going to be the one...nobody was doing anything. **ONE WOMAN CAN!** YOU can create the stir!

Why this year at Leadership? Anniversary! \$2-\$40k/month

If something wasn't working I would fix it massively and quickly!! Celebrate and MOVE ON! FAST!

1. Made a decision with no TURNING back.
2. Face the facts. Face the numbers. Committed to the work at hand or running away from it? Worked the numbers and was engaged at each appointment.
3. Weekly Planning Sheet and 6 Most Important Things to Do List! Does it EVERY NIGHT! Never too cool or know too much to get back to the basics.
4. Treat this like a real job. It's gonna take some sacrifice. HIRE help along the WAY. Have to buy my balance. 2 assistants and a ft nanny. When I get overwhelmed I know I need more help. Delegate what's taking from your goal. It takes from 1 area but builds everything else.
5. Get involved with EVERYTHING!
6. 5 and 2 a day! 5 leads and 2 bookings a DAY! = hand selection and design my team.
7. Run from negativity. Be careful who you share your dreams with.
8. Have your vision of your next step in front of you! (When you finish that one, put the next on in front of you!)
9. Share w/ excitement and enthusiasm with everyone. 50 faces, I'm promoting myself to national, your face makes the difference!
10. Getting emotionally tough and treat this as a biz! If it doesn't feel good, it must not be right. If all is really balanced, then you're not doing enough! Rushing everywhere chaos is good. Can't even see your datebook, its good!!

Directorship is JUST the beginning!

Legacy: Doing what's different. Doing what others aren't. Lead life of excellence. Lead by example. GIANT size faith! Attitude is IT! Commitment! Young EYES = seeing this biz as a child does! Child like faith. BE FEARLESS!

NSD Auri Hatheway:

Take this call as a call to ACTION!

Success is HIDDEN in your DAILY Routine. What you're doing in those private moments. The discipline when no one is looking. Hit snooze hit snooze = a bad day!

Job description of a director: Hold parties and teach others to do the same. Book, coach, sell & recruit at these parties. ALL you need to know is at a party!! Learned to LISTEN to what they are telling me and NOT telling me! All from PARTIES = a directorship mindset.

Directors: Motivate, educate, and INSPIRE!

Motivate w/ Activity:

One way to motivate your team activity!! It will motivate them to do things beyond belief!

Activity BREEDS confidence! Sales Director is EASY with 3-5 parties a week. You are NOT allowed to say it's hard if you're not doing that activity. You haven't even done the math yet if you haven't been doing that activity! NEVER HARD this way. FUN! Exhilarated! Growing their team! They are transforming and changing 😊

Activity will also STOP thinking. Don't get lost in your brain. It's a bad neighborhood to get lost in by yourself. Be so busy, you can't think. Devil's greatest vice, is boredom! Standing still is the same as going backwards! Takes activity to motivate people.

To Educate:

Fill your cup! = 1. Be at your weekly meeting. Talking to your director. Once a week is not enough. Call the woman! Mary Kay pays her a lot of money to take your phone call!

2. Leaders are readers! You have a dream to build don't waste your time with TV! What are you listening to on the radio? Turn it off! Limit the time with negative people -- don't tell them...just don't go out of your way to spend time with those people. If they are negative, just let it roll out of your brain and don't let it digest. Fill you cup! Even if it means silence over listening too bad!

Inspire:

With your experience = your story!

You have to do this because there is going to be a woman on your team that will need these answers.

Unique to you but not only for you. There will be other women who will need you to have pushed through. Your challenges are either going to be a blessing to other women or a detriment to someone else's' success. Be a beacon, a light of hope to others. It is part of your responsibility to overcome for others.

God has given you a DREAM and the GIFT to make that a reality!

Executive Senior Sales Director, Christine Denton (Queen of Sharing & Queen of Sales for Seminar 2012 Emerald):

In six months became a director. Two months later Equinox driver. A year after that a Cadillac driver. \$300k and Triple Star Achiever (Court of Sharing, Court of Sales, Unit Club). All three years a Triple Star Achiever. Last year \$8k and this year million. \$33,000 highest paycheck. Seven 1<sup>st</sup> lines and 2 1<sup>st</sup> line DIQs and 4 2<sup>nd</sup> LINE DIQ's.

Fearless National Area!

Belief that only comes from doing the work and embracing the power start as the way of life! Walk in to an appointment and EXPECT to SHARE no matter what! Let her choose not me. Company promotes you on sharing the business and personally team building. Most important reason: all the lives we change in the process. So proud that in the moments of fear I shared anyway.

1. Create a powerful I Story = when they connect with you. Confuse it to be big success. YOU are relatable RIGHT where you are! Share your VISION CLEARLY and find it if you don't. Why did you join? Where are you taking your business and where is it taking you? Tell them your goals and how they are helping you achieve your goals. Share your dates. Borrowed other's confidence. Changed date? Of course but always share goal with date.
2. At the very end of our party, I'm so excited to share with you how we earn diamonds, trips and how we earn our money and I know you'll be impressed. So be sure to watch me! When you do, you will enter to win your own \_\_\_\_\_ and when you win, I win too, so we don't have to share!
3. How do you become great at the marketing plan? When you share over and over. EXPECT the objections. Put them on index cards and prepare for them. They are the same! Ultimately FEAR will stop her. Learn to LISTEN. Be prepared with agreements, marketing plan and pens in color! Are you prepared?
4. Follow up, follow up, follow up! What are you inviting her too? Invitations? Book a follow up survey? WORK WITH INTENTION = follow through. Our marketing plan is so RICH! Show off your bracelets to show how Mary Kay supports you to success! NEVER EVER not win the company's promotions!
5. Make a list of all your sharp women. Share your goal of 50 faces for your support of the 50<sup>th</sup> anniversary! Truly embrace the **One Woman Can** campaign!
6. If you think you can, you can. If you think you can't you're right. Success comes from CAN!

To whom much has been given, much is required. Embrace the gift you've been given.

If you are in DIQ, why in the world would you drag it out??

Future Directors, you are JUST a FEW parties away from becoming a director!!!

Wake up today and stop procrastinating! The clock is constantly ticking! Every day that slips away is a day that cannot be retrieved. We think we have more time than we really do!

Define your vision- without it the people perish. Have a VISION-ORIENTED decision tonight.

Plans fail but with many advisors they succeed. Take advice from ONLY those you would trade places with today! By tapping into your leaders = Wisdom will help you make great life choices.

When are you going to wake up and put procrastination behind you forever?!!!!

The opposite of FEAR is LOVE and God is LOVE.