

Daily Decisions Decide Destinies

I love that! Isn't it true? Mary Kay has always said that your success lies hidden in your daily routine. The longer that I am in this company, the more I realize that success is hidden in your daily routine. It's your daily decisions that bring us to where we are! In fact, I would even go so far to say that there are really only 2 keys to our business: time management and action.

Key 1: Time Management

You've got to ink in a month at a glance!

1. Get your faith focused events scheduled.
2. Get your family focused events scheduled.
3. Get your Mary Kay events, trainings, and meetings scheduled.

Remember you'll have to block out the other J.O.B. as well!

How much time should you set aside?

Director/Grand Achiever:

12 hours per week (3 classes)

National Court of Sales:

12 hours per week (3 classes)

Team Leader:

8 hours per week (2 classes)

Red Jacket:

4 hours per week (1 class)

Now, of course these are *suggested* hours, but we all know that *suggested* means *not optional*!

Important!

Don't forget why you are doing all of this: for your Family! Make time for your husbands and your kids!

Key 1: Action

Organizing your time is all well and good, but now you have to actually implement it! If you haven't read Mary Kay's Autobiography- this is where you should begin! Mary Kay was an avid believer in what I'm discussing next: The 5 O'Clock Club!

The 5 O'Clock Club:

Get up, grab some coffee, find your favorite place, start reading your Bible and do your affirmations. After that do a little exercising (unless you're an afternoon exerciser) then "Suit up & Show up!" Listen to at least 1 MK motivational tape in your office or work space and review your "6 Most List." And then do your paperwork *only* if it's before 9AM!

Remember, 9-9 is "People Time, not Paper Time!"

