

Wheel of Feelings

When you go through this cycle, go through it FAST! Continue to attend Success Meetings, and remember to always "reach up" to your director when in need (share your frustrations, etc.). **Success will follow!**

02 Frustration:

- Cancellations
- Obstacles
- Friends that don't book.

03 Shock:

- Can't believe how hard it is.
- "They said it would be easy!"

There is no gain without pain. Expand your comfort zone. Frustration always precedes growth or retreat. Imagine a fork in the road. When frustration hits, you can take the "growth" path or the "fear and retreat" path. **Choose growth!**

01 New Consultant:

- Attend success meetings
- Send positive feelings to the brain: "I can do it!"

Denial: 04

- Cook and/or sleep a lot.
- Avoid success meetings.
- Procrastination.
- Withdrawal.

Emotional Cycle

08 Acceptance:

- Back to stage 01 & stay there.
- Be realistic!
- "It's not like me to not reach my goals."

Fear: 05

- "I can't do it!"
- "Maybe this isn't for me..."
- "Selling isn't for me."

I am here to help, and I care very much about your success, however, I can't help you if I don't hear from you. Remember, you will start to succeed just when you most want to quit. Hang in there, and you too will be among the ranks of the **Most Successful Women in America!**

Anger:

- You get angry at yourself.
- Admit and recognize your feelings... You alone are responsible!

07

Anger:

- "Why didn't they tell me...?"
- "They lied to me!"
- You blame the company, your recruiter, or your director...

06 Everyone but yourself.

Read motivational books, listen to positive CD's, and call someone who is in your "Amen" corner. This person is someone who is consistently positive, and makes you laugh! **Avoid negativity!**

I believe in you!

