

LESSONS LEARNED

from Mary Kay

Excerpted from Independent Executive National Sales Director Carolyn Ward's Seminar 2000 Speech

You must have a reason to do what you have to do, or you won't do it

You have got to plow through a lot of nos to get a yes, but that one yes can make all the difference in the world, and the nos just don't matter except to your ego.

Expect some bumps now and then. Be ready for them and you will handle them better. It's when you get blind sided that you get thrown for a loop and have a harder time recovering.

Life will give you challenges you just can't avoid. It's how you bounce back that counts.

Your opinions really don't mean much unless asked for, and many times that is questionable.

Don't try to reinvent the wheel. It works fine just the way it is.

Don't major in minors - in other words, only tackle those things that will make a difference. It will save you a lot of energy.

Don't gossip. Your brain gets smaller every time you do.

Know that with every storm there is a rainbow.

There is no such thing as a free lunch. Work equals compensation.

Good things do come to those who play fair, or as Mary Kay used to say, "The good guy always wins."

Don't fight. You might think you won the battle, but you won't win the war.

Be honest with yourself and others so that when you close your eyes at night you will sleep well.

Go the extra mile. It will always come back tenfold.

Pray for wisdom to make the right decisions and to do the right things.

Never underestimate the power of love, and never underestimate the power of forgiveness.

Never give up on anybody. Miracles happen every day.

Become the most positive and enthusiastic person you know.

When recruiting, look for well-groomed souls.

Never deprive someone of hope. It might be all they have.