April Letter to the Unit

Dear LOL,

I am so excited about our accomplishments last month. Requalifying for our 5th car in Mary Kay and we have only been a unit for 2 years is a huge accomplishment so CONGRATULATIONS to each of you! I always take a moment to celebrate our wins but it is so important not stay there.

Growing up I often heard – **Your actions speak so loudly I cannot hear what you are saying?** The more I think of this saying in my own personal life I realize how much it applies to each of us. We say we want to lose weight? However we drive through and grab something on our way to our meeting, etc. because we failed to “plan ahead” and pack a healthy snack.

We say “We want to become stronger in our businesses” however something always comes up for meeting nights.

We say “We want to be a director” yet when Mary Kay herself stated it takes 10 classes a week to get where you want to be in this business we find all the other things we need to be doing rather than booking classes.

So what are your actions saying about you? When we state God, Family, and Career – Career is 3rd not 10th or 11th. If we truly desire to live by those priorities then when Sunday morning rolls around and it is the only morning we will be able to sleep in what are your actions saying?

If you see someone that does not meet “your” liking – or how you view how people should “look” and you share that with your team member… What are your actions telling with that team member?

ALWAYS having a notebook and pen ready in every training event you attend (Your Weekly Success Events are Training Events) shows your with your actions that you take this business seriously and you respect the person who is up front teaching. I found out how I treated other directors and teachers is exactly how my future unit treated me.

I want April to be our Take Action month! What I mean by that is before we make a decision or open our mouths to speak we think – is this action saying what I want it to in the surrounding I am in right now. I have found that when you become aware of how often you are doing something you realize it is more than on occasion. So in our Take Action month let’s let our actions say exactly the same things our words & goals are saying!

Be a woman of your word! Actions and words go hand in hand with that!

I believe each of you has what it takes to be amazing leaders in this company and I want to cheer you on as your actions take you to places that your words would have never allowed you to go!

**Ready, Set, ACTION!**

Katie