

A Consultant Physical Check-up

Thank you Nancy Ovsenik for sharing with us.

EYE SIGHT Check your eyes for vision. Successful Mary Kay consultants know that being "far sighted" is one of their most cherished assets. Their ability to see the not-too-distant future with total clarity and confidence is what keeps them strong, focused, and upbeat in the present... no matter what is happening in their immediate circumstances.

EARS Check your ability to listen. Seasoned consultants have acute hearing. They know that wise people carefully listen to others long before they speak to them. Consequently, their ears are constantly attuned to those around them. In the process they regularly hear the hopes, hungers, dreams, and desires of others. Then, after skillful listening, they articulate how their business is pertinent to the person they have been listening to.

LUNGS Check your lungs for laughter. Healthy consultants have a remarkable ability to be serious about the life of their business while also keeping a wonderful sense of humor. They laugh freely and often on a daily basis. They learn to laugh at their mistakes, laugh at the normal "nonsense" of growing a business, and laugh at success.

HEART Check the chambers of your heart. Successful consultants know that the heart is the treasure chest of life. They regularly check its chambers for passion, vigor, desire, courage, and hope. They also monitor their heartbeat. They are careful to make sure that a servant's heart is beating within them.

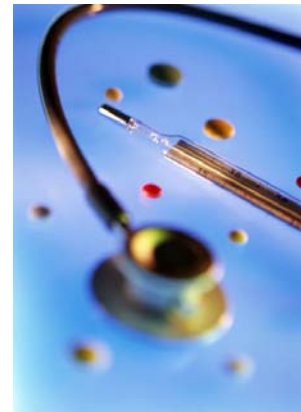
ARTERIES Check for hardening of the arteries. Seasoned consultants know that fatigue, discouragement, and anxiety are like bad cholesterol that can quickly choke the life right out of the heart. They adamantly disallow these from building up.

INTESTINES Check for healthy digestion. Accomplished consultants know that it takes pure guts to pursue a dream and remain on task while digesting the "stuff" of daily business. It's called intestinal fortitude.

HANDS Check your hands for calluses. Victorious consultants know what it is to put their hands to the plow. They know that speaking of success will not facilitate making their own dreams become a reality if they are rarely lifting a finger.

ARMS Check your arms for strength. Mature consultants never use their arm strength to show off. Rather, they use it to love, encourage, support, and strengthen other co-consultants in moments of weariness.

NECK Check your neck and spinal column for proper alignment. All consultants are personally acquainted with occasional naysayers who doubt the likelihood of their success. As others shake their heads in disbelief, consultants learn to stand with confidence; walk with authority; and hold their heads high with poise and dignity.



So how did you do on the physical? Don't panic or be discouraged if you found a few areas that need attention. There is plenty of time to cure what ails you.

Feel free to take care of yourself according to your individual results. Do you need some rest? Take it. Do you need some fun? Make it happen. Do you need to be with some people who make you laugh? Find them. Do you need a book that acts like a nutritional supplement that infuses you with positive energy, legitimate hope, and real wisdom? Get it and read it.

But there is one thing you don't need to do. Don't bother to get a blood test or a DNA analysis. I can already tell you what the results would make emphatically clear: The blood of a winner is coursing through your veins. And you are genetically predisposed for greatness.