

## **RULES FOR ZOOMING IN YOUR MARY KAY CAREER**

*From SNSD Rena Tarbet*

1. Be wary of negative people. Cease to talk about your Mary Kay career with people who are always dumping on you. They could be your best friend, relative, another Consultant, husband or your boss at work. Talk about other things. It's amazing how these people want to tell you about your Mary Kay and yet they probably are in the 97% who made less than \$25,000 last year.
2. Always remember fast is best. Work the numbers. It's OK to be crazy for a while in this business. You don't feel as many bumps on the way up!
3. Learn to work with clear-cut deadlines. Whenever I see a Consultant who is not where she wants to be, I know she has not learned to be a deadline person. Be careful you don't sell out your dreams just because it gets tough!
4. Be realistic. How hard are you willing to work?
5. Make a commitment. Eliminate all other options.
6. Loosen up. Are you having fun? Ask yourself, "If I'm not having fun, how can I attract other people to this?"
7. Remember – if you don't do it, someone else will . . . and is . . . and . . .
8. Someone needs to see you do it first so it will be believable to them.
9. Remember, you are not only special, you are gifted. Gifted is from God, and you must share that gift. Give it away. Don't forget the parable of the talents: that which we don't use is taken away.
10. Find a person who has crystal clear understanding of where you are and is willing to help you. This person may change throughout your career. They are not easily found, but you must find this one person. This is not someone to whine to, but rather a person who believes in you, loves you in spite of your faults and encourages you every step of the way. Your part is to trust this individual, believe them and go back to work!
11. Know your purpose in life, remembering we should always reach people for good and for God. Ask His guidance in all that you do. Don't get stressed out. Let go and let God take charge. Pray like everything depends upon Him and work like everything depends upon you!