

A Sense of Humor

A lesson from Mary Kay

Anyone who knows me well understands how much I value a sense of humor. When properly executed, humor adds a nice touch to almost any situation, business or otherwise. Generally, injecting humor into tense circumstances lets others know that you do not consider yourself an adversary or, at the very least, that you are in a friendly mood. This is a particularly good message to convey to another party prior to entering negotiations. (Mary Kay: You Can Have It All 1997 Calendar)

Define Your Goals

A lesson from Mary Kay

"Where are you now? What do you want to accomplish? If we determine where we are compared to where we want to be, then we can move ahead. Then write your goals down. Is your goal clearly defined? Is it specific? Do you have dates? Amounts? Or whatever it is you are trying to accomplish? Is it stated in a positive way? Have you considered the advantages as well as the obstacles you will have to overcome? You see, goal setting is transplanting your ideas into plans, and it's very important that you write them down."

Thoughts on Getting Started

A lesson from Mary Kay

"Remember that the hardest part of any job is getting started. J.C. Penney once said that, and it is true. So get home and get started and get going. Be careful not to confuse mere activity with action. You can put in a lot of miles running in place -- but you will stop right where you started. The secret is constructive action. Placing a value on your time and learning to balance and budget your time. Treat it as if it were gold, which it is." (New Frontiers Management Conference Speech 1989)

Confidence Stimulates Ability

A lesson from Mary Kay.

"Every achievement, big or small, begins in your mind. It starts as a thought. Your self-image comes into play as you act out that thought. Confidence stimulates your ability to perform. Whether you're in sales, sports, business, or law, those good days at work don't occur by chance. They result from attitude." (Mary Kay: You Can Have It All 1997 Calendar)

Act Enthusiastic and You Will Become Enthusiastic!

A lesson from Mary Kay.

"Enthusiasm is a way of life. It's a magic spark that transforms being into living, and it makes hard work enjoyable. Nothing will help you to sell yourself better than the power of your personal enthusiasm."

Work Will Win Where Wishing Won't

A lesson from Mary Kay.

"Remember, if you do the things you ought to do when you ought to do them, then someday you can do the things you want to do when you want to do them. Whatever you do - or dream you can do - begin it."

Give the Gift of Positive Thinking

A lesson from Mary Kay.

"The most valuable gift you could give your children is not money, but instead it is the ability to think positively. The money will soon be gone, but the ability to think positively will go on to help your children be a success throughout their entire lives."

Make Giving A Way of Life

A lesson from Mary Kay.

"Other companies envy the image that our wonderful Independent Beauty Consultants and Independent Sales Directors project. Your Go-Give spirit is unequalled. This is the spirit upon which our Company was built, with each of us joining hands, sharing our ideas and helping each other to succeed. God has blessed that spirit of sharing, and now that same spirit is spreading around the world - even to countries where they have never heard or experienced such a thing."