

GOAL SETTING: 3 GOLD MEDALS IN A ROW AND 10 MONTHS TO CADILLAC

I. GET A FRESH START, A CLEAN SLATE

- A. Do I need an emotion catharsis?
- B. How much has my past procrastination already cost me? =TOO MUCH
I cannot afford my past lack of not having a weekly classes business plan any more.
- C. Am I ready for my pre-famous activity?

30-60-90 day plan of consistent action:

- i. 3-4 hours on the phone booking 20 to 25 classes
- ii. Have THREE consecutive months of 20 classes and 20 interviews
Do not have preparation paralysis! Do not keep saying I'm going to, about to, etc.
Do not pre-judge, don't skip a house, and don't skip a name!!!

II. IT DOESN'T MATTER WHAT I HAVEN'T DONE BEFORE TODAY. TODAY IS A NEW DAY.

III. Is there a formula for skills development and weekly time management consistency that can help me do these 2 things each week?

- A. Sell \$800 to \$1500 each week by holding 3 to 4 classes each week.
- B. At least 1 personal recruit per week.

YES the Mary Kay chain!

A chain is only as strong as it's weakest link!!!

