

QUESTIONS TO PLAN A PERSONAL BEST YEAR

1. How are you feeling about your business right now?
2. What would you need to achieve in the new seminar year to feel really good about yourself?
3. Why is this particular goal meaningful for you now?
4. What are you determined to hold weekly in personal selling and sharing business to support this goal?
5. What potential obstacles do you foresee?
6. What will you do when that happens?
7. What role do you want me to play in support of you as your director? (Build confidence, personal accountability, etc.)
8. What system do you have in place to keep you focused on this goal?
9. Specifically how many selling and team-building appointments are needed to stay on your datebook at all times, regardless of life circumstances and how you are personally feeling?
10. What do you have now for the next 7-10 days in personal business?
11. What is your next correct step?
12. How do you plan to hold yourself accountable?



*If there were ever an important time to be communicating with me, it's now!!! Let's start this seminar year off right! For most people, when they get overwhelmed, they just shut down! The quickest way to get back out the door is to **TALK WITH ME!** I acknowledge there will be challenges in life, but we can brainstorm together on how to overcome them bit by bit! Together, our experience can help bridge that gap for you and new clients or team members! Here are a few questions to get you started!*

Some Sample Verbal Affirmations

To Jump Start Your New Year The Right Way!

- ◇ I am the type of person who goes over, under, around, & through any obstacle that gets in my way.
- ◇ When the going gets tough, the tough get going.
- ◇ Everyday and every way, By the Grace of God, I am getting better and better!
- ◇ I feel happy, I feel healthy, I feel terrific!
- ◇ After all, the mark of a person is not how far and how fast they run from their problems, but how well they meet, face, and deal with those problems each day...
- ◇ I can, I will, and I'm going to succeed today!
- ◇ I am radiant, radiating women to me who book, buy, and sell the best brand of skin care and color cosmetics.
- ◇ I am a master booker, and I book ____ selling appointments each and every week.
- ◇ I am a booking machine—everyone wants to book a class with me. I sell basics and book classes from every class.
- ◇ I love the phone and am excited to get on it to book interviews and new selling appointments, service my customers, and work with my team.
- ◇ I sell \$_____ in new sales each and every week.
- ◇ I book ____ interviews each and every week.
- ◇ I personally interview ____ new team members each and every month.
- ◇ I personally share with new qualified team members each and every month.
- ◇ I love booking and holding skin care classes and interviews!
- ◇ I am consistent and persistent.
- ◇ I put our fantastic products on ____ new faces weekly.
- ◇ It feels so great having a love check of \$_____ or more each and every month.

I DARE YOU TO PICK ANY OF THESE AFFIRMATIONS AND USE THEM DAILY FOR THE NEXT 21 DAYS. CALL ME AND LET'S TALK ABOUT IT AFTER YOU COMMIT TO DOING THIS.