



TEN STEPS TO YOUR RED JACKET

Do these and you'll do way more than a Red Jacket!! How BIG can YOU dream?

1. ATTEND ALL FUNCTIONS. Weekly unit meetings are a MUST. By attending, you show support for your Director and sister consultants. PLUS, a guest is bound to be more impressed when she sees a room full of people.

2. HAVE DAILY, WEEKLY, MONTHLY, AND YEARLY GOALS. This is important in all aspects of your life, including health, family, business, spiritual and social. Where do you want your business to be in one month (on-target for a diamond star quarter, three new business associates, five appointments each week)?

3. SAY DAILY AFFIRMATIONS: "Every day, in every way, I get better and better. Everyone I meet is a prospect for my products or services. I am healthy. I am happy! I am enthusiastic!"

4. HAVE GOAL POSTERS IN YOUR OFFICE, CAR, ON YOUR MIRROR, ETC... reminding you of your goals. And don't forget to put one on your refrigerator!!

5. EVALUATE YOUR APPEARANCE. Which areas would you like to improve? Start walking or doing some other form of exercise. Get a new hairstyle, try a new hair color. Start paying more attention to your wardrobe. Dress professionally more often, and let your makeup reflect

your career.

6. ORGANIZE YOUR FAMILY. Make them realize you are serious about your career. You can do this by disciplining yourself. Be willing to give up a TV show to service customers and book classes. Talk with them about your goals for the family -- like vacations paid for with money you've earned from your career.

7. COMPLETE WEEKLY SUMMARY SHEETS. Write your goals in pencil and when you accomplish them, fill them in with pen. Determine how much you earn from classes, facials and reorders so you know when you are improving.

8. READ YOUR CONSULTANTS GUIDE and every other source of information you can obtain about your business. Watch videos. Listen to audiocassettes constantly. They are wonderful source of inspiration, education and motivation.

9. ORGANIZE YOUR OFFICE. It is simple. Shoe boxes are fine for skin care profiles. Use an answering machine. Make the message short and businesslike. Record it yourself!

10. GO TO WORK!! Talk to people you meet daily. Practice, practice, practice. It will become simpler! Hand out business cards. Put them with bills, give them to the cashier at the grocery store, restaurant. Hand out beauty books with samples of eye colors, fragrances. Be sure your name and phone number are on all material you give out. Get prospective customers' names and numbers and follow up to get their opinion of products. If you don't already have one, start a makeover portfolio with before and after photos. If you don't have a camera, buy a disposable one. Guests usually like having their photo taken. And remember: Smile, smile, smile!! People like to be around positive, happy people. Attitude is 98% of your business. As our lady says, "You can do all things right with

the wrong attitude and fail, but with the right attitude you can do things
wrong and succeed."