

Take a Mental Bath Every Day

B - Booking - Make at least 1 booking attempt every day (5 days of the week). Can be for a facial, skin care class, spa party or an interview.

A - Affirmations - Read your affirmation and/or listen to them on tape or CD at least once a day. Example below. Affirmations must be positive and in present tense. Is already happening (even though it hasn't yet.)

T - Tape or CD - Listen to a motivational CD or tape every day. (Mary Kay training tapes can be ordered on Learn MK).

H - Hello - call your director and crew at 1-800-863-2463 or e-mail me at andrea@andreapace.com

Positive Affirmations

What You Think About, You Bring About

I am successful, confident and enthusiastic. I exercise daily control over my emotions and my work habits. I always look for the best in others and the best in myself. My positive attitude keeps me focused on my goal and inspires others.

I am a master booker!! I get two or three booking from each class because everyone has a great time and wants what I have to offer. I book everywhere I go because I feel that every woman deserves to look better and feel better. Booking is easy for me because I love people, and I love what I do. I book sharp women because I am confident, sincere and enthusiastic.

I love doing skin care classes!! I make them fun, meet new people and make great money. My classes hold because I coach the hostess well, and I make her feel like my partner in the class. Because I help her stay excited, this paves the way to a great class. I sincerely compliment each guest and make them feel important.

I work consistently and persistently toward my goal. I am always a Star Consultant. The prizes, recognition and praise I receive make me feel I can reach new heights. I look, act and feel like a winner because I believe in myself and so does everyone else!

I have more than 100 clients in my customer base. They are extremely loyal to me because they trust me and know I give the best customer service. My reorder business is growing bigger all the time. I have built a strong business because I have a great attitude.

I share this opportunity and all the fantastic possibilities a Mary Kay business has to offer with three sharp women each week. I always have a list of women who would love being my guests at our next Mary Kay event. My confidence and enthusiasm draw them to me and makes them want what I have to offer. I keep them excited and committed by following up and showing genuine interest in them.

I drive my new Chevy Malibu to classes, unit meetings and all over town. This is even more exciting than I thought it would be! The sense of pride and accomplishment that I feel when I drive my car is overwhelming. This beautiful new car is the best trophy I have ever had. My family, friends, clients and Independent Beauty Consultants truly admire me knowing that I earned the use of it.

I know God loves me and want me to succeed, thus I will press on daily toward my goal. I overcome any circumstance, condition or obstacle that would hold me back. Everyday I strive to be the best me possible.

Angels - should you want to move upward - this is crucial to do. It makes the difference. Andrea!