

SHOULD I GO TO SEMINAR?

Every consultant in Mary Kay land is asking that question right now. I remember so vividly, 20 years ago when my Director, Stacy James told me to plan on going to seminar.

- a.. I had just quit my job to pursue MK full time
- b.. I was a brand new single mom
- c.. I had full responsibility for house payment and all expenses, including child care
- d.. I was emotionally devastated from the breakup of my marriage
- e. I had no savings AND I had just submitted for DIQ (which meant that I would need to take an additional trip to Dallas the month following seminar...we went before DIQ in the former system.)

Now, honestly, what would you be thinking? I had only been with the company around 6 months at this point.....wouldn't you question the soundness of that decision? Besides, I had been to soooo many conferences and seminars in my educational background and quite frankly, I didn't care for them.

Did I intend for Mary Kay to be my life's work? I wanted it too. Yes! Was I nervous? Oh yes!!!! Did I go? YES! Think about this for a minute.....your future lies in your thought process surrounding this.....Your future will always be in the **Yes's** of this business, never in the **no's**.

You are probably waiting to hear how much stronger I felt once the decision was made. I didn't. In fact, I cried most of the way down to seminar, hiding my tears from my team members. I was in a very fragile state emotionally, yet I knew those two little girls were counting on me to find the strength, courage and way to go forward with our life. The thoughts would keep creeping into my mind about the bills to be paid less than 4 days upon my return....house payment, tuition payment....food! My faith wasn't even that strong at that time in my business. We had a yard sale to raise part of the money for my two trips. It was our dream. It was our future.

I share this because it is so easy to look at me and look at the other Directors and assume.....assume that the road was easier than yours.....assume that they couldn't possibly know what you are going through and how it feels to leave your children, to raise the money when you are soooo in debt....to leave home in the middle of one of life's difficult passages.....are you with me?

Why in the world would I want to dedicate an entire morning's moto to this one question? Because,.....when you decide to make a way,,,.....find a way.....and join us at seminar.....You will look at me with your eyes wide with amazement and voice inaudibly the words....."Thank you" and we will both know what you mean! You will be thankful because.....

- a.. You will have a new vision for what YOU will be able to do with your business
- b.. You will no longer question whether or not this business is for you
- c.. You will learn how to save time and manage time better
- d.. Your energy level will increase dramatically for your goals
- e.. Your income will double, if not quadruple with the training you receive
- f.. Your thinking will transcend from the "maybes" to the "will"
- g.. You will meet women who will inspire you to new heights of thinking and acting
- h.. You will learn about your products and gain a new found confidence in sharing them
- i.. You will make very special friendships with women who will share the career path with you AND you will have more fun than you can possibly imagine!

If your current boss told you that a business seminar would take place this summer and you would be expected to go....you would simply make the arrangements. This is exactly what I want you to do with Seminar. Please don't question what will be the most life changing few days in your career. Make the arrangements.

The only acceptable reasons for not attending are death and dilation. :-)

Your future is much too important to ignore this. I want you there with me. Remember Successful people are "find a way, make a way" women. They have complications, they have stresses, yet they base their decisions on the future and what it holds, not the present obstacles.

I can't wait to tell your story, full of obstacles, that will inspire the masses next year at this time....and it will all boil down to the fact that you simply made the arrangements and went to Seminar. Sending encouragement and Faith your way!!!!

Go to the web and register today and then email me and let me know that you did!! Those who show up.....Go up!!! XOXOOXOXOXMP

Mary Pat Raynor
National Sales Director