

DREAM IT! DO IT! DRIVE IT!



Know Your "Why"

It is so important to know your "why". Your "why" is your WHOLE reason for doing BeautiControl. It is the reason that you started this program and the reason that you are not a friends and family consultant. Because you want more and your "why" is at the heart of that. It is more important than your dream or your goal because when you really know your "why" will drive you when nothing else will. You can always come up with ways around your dream or your goal and if it is just to be successful or make extra money then you will also find a way to do it that might not involve BeautiControl. However, when your "why" is important enough and achievable through BeautiControl then you will do your business.

That is what you must do. Find your "why" that will get you out of bed and on the phone even when it weighs 3 tons (and believe me it will). That is what this section is all about. Asking the question that will lead you to your reason and your "why" so that you can begin to find the base of your business and your BeautiControl dream.

Please answer the following questions:

'WHY' did you join BeautiControl:

"WHY" are you still doing BeautiControl:

How big a priority is BeautiControl in your life: 1 2 3 4 5

In thinking about the following areas of your life "why" do you do BeautiControl:

*Family:

*Finances:

*Career:

*Self:

*Others:

What does BeautiControl afford you that you can't find anywhere else:

I do BeautiControl Because:

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Susan Lewis who is one of my favorite directors in BeautiControl has such a wonderful way of bringing all of your whys and dreams together in one thought. She uses the same visualization for her consultants and at her spas and she consistently recruits 3 or more a month. According to her, this way she knows that they are on the same page. So take some time and really think about these questions. Really ask yourself each one and write them down. Once you are clear on what you want it is easier to figure out how to achieve it.

"Picture yourself in your perfect getaway place. A place where you would live if you could. If time and money were no object; where you could totally live life on your terms. And picture while your there in this perfect destination of your choice what does life on your terms look like? What do you wear everyday? What time do you get up? Who's there with you as a part of your life? What are you driving? Where do you go on a daily basis? What kind of money do you make? What do you do with it? Who do you help with it? Life on your terms; just live it!"

What Are Your Dreams?

What are YOUR Dreams? When you close your eyes where do you see BeautiControl taking you? What is it that you really, really, really, really, really, really want? Close your eyes and just let your mind go....let it take you to what your want out of your business! (make a list)

How would you feel if your dreams came true? (write your feelings down here)

If I had an extra \$1000 a month I would.....

If I had an extra \$12,000 for the year I would.....

If I could make up my own salary for the month it would be _____.
For the year _____.

A year from now want to be.....

Creating Your Mission Statement

What do you want your business to be about? How can you use your talents and ideas to help your business and others? What would you like others to see within your business? A mission statement is a personal standard for you, a self-created road map of how you want your business to operate amid the unpredictable circumstances and emotions that affect your life. It is your value of your time and your ability and what you want for you. You can always do a mission statement for your team and I even recommend it, but you can't know where you want your team to go until you know where you want to go first. Therefore for this moment just concentrate on your personal business and your personal goals.

Here is some advice for creating a mission statement:

The best mission statements tend to be 3-4 sentences long.

Avoid saying how great you are, what great qualities that you have

Make sure you actually believe in your mission statement.

Here are a few example of businesses missions statements:

Sony (1950's)"Become the company most known for changing the worldwide poor-quality image of Japanese products"

Boeing (1950)"Become the dominant player in commercial aircraft and bring the world into the jet age"

Wal-Mart "To give ordinary folk the chance to buy the same thing as rich people."

Walt Disney "To make people happy."

My Mission Statement:

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10 WAYS TO REACH YOUR DREAMS by Charles Marcus

We all have hopes & dreams for the future. Why not take a few moments to think about your dreams & goals for the months ahead? In what areas do you want to grow? What is truly important to you? What challenges do you want to take on? Most of us don't realize what we can accomplish when we unleash the hidden talents that we possess. To help make your future even better, take a few moments to ponder 10 suggestions:

1. CHALLENGE YOURSELF

Have a clear vision and focus of what you want to achieve and set a time frame. Challenge yourself to be the best you can be at all times. Visualize what you want to accomplish. See it in your mind. Write down your goals, have a plan of action, and never doubt you will be successful.

2. FIND THE LOVE FACTOR

Surround yourself with loving, supportive people. Stay away from the dream stealers, the people who would bring you down. Cherish the special people in your life and let them know you cherish them.

3. DEDICATE QUALITY TIME

Life is so precious; make the most of each and every day. Rise early; spend some quality time by yourself as well as with those you care about. Go for a walk, workout, read a book. Value not only the time you spend with your loved ones, but also the time you spend by yourself.

4. STRETCH YOUR COMFORT ZONE

Do at least one thing a day, which makes you feel uncomfortable. Push yourself; you will be amazed how far you can go. Remember: on the other side of fear is freedom. To remain stagnant is not to grow. To reach your full potential, you must rise above the fray and soar like an eagle.

5. BE PASSIONATE

Show passion in everything you do. Let it show in your body language, in your smile, in your voice. Let your eyes sparkle. Let the world see and hear your enthusiasm.

6. SERVE OTHERS

Be a role model and mentor for people. Volunteer in your community and help others achieve their goals. Your world will be a better place for sharing your talents and giving your time. Leave a lasting legacy.

7. DON'T SWEAT THE SMALL STUFF

Let go of the little things you can't control. Don't take yourself so seriously. Recognize that perfection isn't always the only option. Don't let life's imperfections bother you. Lighten up

and see the funny side of things when they go wrong. The learning in them. Be tolerant, smile...don't waste your energies on the small stuff, you have much bigger fish to fry.

8. LIFE WITH INTEGRITY

Always be true to yourself. Take pride in whatever you do. Be proud of you are and what you represent. Accept others with all their flaws. Show compassion and good will to your fellow human beings. Be dignified. Lead a life of purpose and be proud of your values.

9. SHOW GRATITUDE

Show gratitude and say thank-you to the people who have helped you along the way. Send a handwritten letter to someone who has touched you. Call up a friend or loved one and tell them how much they mean to you. Compliment a colleague or business associate on a job well done. Show people you appreciate and care about them. Acts of kindness cost nothing but mean everything.

10. CELEBRATE SUCCESS

Be proud of your achievements. Take time to recognize yourself and others for even the small successes. But also be humble and dignified, sensitive to people who are not as fortunate as you are. Remember people will sometimes forget what you day to them or do for them, but they will never forget how you made them feel in their hearts. Make yourself a commitment not only to be the best you can be, but to help others that you care about accomplish this goal as well.



My Personal Dream Worksheet



Long-Term Goal:

Short-Term Goal:

Monthly Goals:

- ✓ My goal is to hold ____ spas per week and ____ spas per month!
- ✓ My goal is to sell \$_____ of products per month!
- ✓ My goal is to share the opportunity with _____ people!
- ✓ Each month, I want to add \$_____ to my income.

Daily Activities:

- ✓ Each day, I am going to commit _____ minutes to building my business!

My Goal is to Reach this Level by:

Senior Consultant	Goal: _____	Achieved: _____
Unit VIP	Goal: _____	Achieved: _____
Unit Manager	Goal: _____	Achieved: _____
D.I.Q.	Goal: _____	Achieved: _____
Director	Goal: _____	Achieved: _____

I, _____, am committed to making my dreams come true!