



DECEMBER 2022 UNIT NEWSLETTER

DECEMBER UNIT GOALS

- ★ 42,000 WHOLESALE
- ★ 30 NEW CONSULTANTS
 - ★ 125 ORDERS
- ★ 5 NEW RED JACKETS

\$1,000 CASH GIVEAWAY

.....when we have **125 Consultants order** in December!!!

- ★ One **\$500** winner
- ★ Three **\$100** winners
- ★ Two **\$50** winners
- ★ Four **\$25** winners

Lots of opportunities to win and / or One Consultant can win multiple times!

How to get your name in the drawing!

- ★ **1 chance** per \$100 wholesale ordered.
- ★ **2 chances** per New December recruit.
- ★ **3 chances** per GS December Qualified New Consultant on your team.

- ★ **3 chances** for becoming GS Qualified in December.
- ★ **4 chances** for completing STAR status in December.

\$1,000 CASH Giveaway!

...when we have 125 Consultant orders in December!

- 🎄 **\$100 in whls ordered = 1 chance**
- 🎄 **New Team member = 2 chances**
- 🎄 **GS Qualified New Consultant by Dec. 31st. = 3 chances**
- 🎄 **Achieve STAR status = 4 chances**



- ★ Our Mary Kay Unit is **#2 in Sapphire** Division and now **#10 in the nation** Seminar year to date!
- ★ But we are **ON THE RUN TO #1!!!**
- ★ 5months down....7 months to go!



I love the hustle and the bustle of December! Not only is it a wonderful time of year to reconnect with friends and family but it is an incredible time to build your MK Business. The month of December holds a special place in my heart when it comes to Mary Kay.

Tis the season

28 years ago this month I went on target for my very 1st Mary Kay Car! It was December 1994 and I had only been in MK for 4 months. I REALLY wanted to be come a MK director and to drive an MK Car so I decided that this would be THE month for me to "MAKE A MOVE" in my business. I had experienced a few frustrations in my business during the past 4 months and I decided that December I was going to be POWERFUL not pitiful.

So where did I start? In my Datebook!

I made a decision to book 10 MK Parties in a week. 7 held and I recruited 5 New Team Members. The 5 ladies I added to my team became amazing consultants....and car drivers! Today I can honestly say that 70 or more of the 120 cars that our MK Family has earned was connected in one way or another to those 5 New Team members from those 7 parties in December of 1994. My question to you.....

HOW WILL YOU MAKE THIS DECEMBER COUNT FOR YOU?

- * Will this be the month that you go on target for your MK Car?
- * Will this month create the momentum needed for you to kick off a fabulous finish for Seminar 2023?
- * Will this be the month that YOU will be writing about 28 years from now as you share your MK Journey?

IT ALL STARTS WITH A FULL DATEBOOK!

Whether your datebook is filled with MK Parties, Facials, Holiday Sales appointments or Team Building Shares....it doesn't matter. It only matters that you realize that DECEMBER could be a MAJOR game changer in your MK Business.

Let's focus together on making this December count in a major way for both YOUR business and our Magic Maker Unit as we continue **RUN TO #1** in our Mary Kay world!

Love and much belief,
Your Biggest Cheerleader,

Moleda

TOP 20 RETAIL SALES YTD

1	Hilda Armstrong
2	Colleen Swieder
3	Debra Fields
4	Tonya Haynes
5	Mary Booker
6	Yvonne Booth
7	Della Hemphill
8	Natalie Hamrick
9	Gloria Flowers
10	Staci Williams
11	Terri Rinko
12	Stephanie Sansom
13	Tanika Saunders
14	Latisha Dixon
15	Valarie Saunders
16	Charlotte Moore
17	Terri Winbourn
18	Stephanie Chesnut
19	Anita Toler
20	Linda Heatherman

TOP 10 COURT OF SHARING YTD

1	Staci Williams
2	Stephanie Chesnut
3	Charlotte Moore
4	Yvonne Booth
5	Natalie Hamrick
6	Anita Toler
7	Hilda Armstrong
8	Mary Booker
9	Linda Evans
10	Janet Poole



It's all about THE RED at Seminar 2023!

Achieve and maintain one or more of the following by June 30th, 2023 to be invited to our "All about the RED" After Party at Seminar 2023!

- National Court of Sales
- National Court of Sharing
- Elite Team Leader
- 4 Quarter Ruby Star
- Debut as a New Director



Million \$\$\$ Mingle on ZOOM!

Mondays at 8:00 pm EST




Meeting ID#
3045425564



OR
Web browser:
moledazoom.com

DECEMBER PROMOTIONS

\$300 whls.



Earring of the month Club!

\$600 wholesale



Pink & Crystal Heart Bangle Bracelet!

\$1,200 whls.



Pink Crystal Heart Crossbody Purse!

Win this Gorgeous Spinning Crystal Ring!



ATM SHARE CHALLENGE
Nov.22 - Dec. 31st

- #1. Complete 10 New Video Shares/ Surveys
- #2. Complete 4 Question Follow Up and send your answers to the questions to Moleda by voxer.

Win these Beautiful Crystal Earrings!



Nov. 22 - December 31

- #1 Complete 10 Virtual Facials using a Sample Packet.
- #2 Add your Guest's Selfie to your FB Model Portfolio
- #3 Provide her Name and Phone number above the Pic.
- #4 Tag Moleda in the Comments

X **TREME TEAM**
Experience! 
JAN-FEB 2023



Level 1

Graduates

Level 2

Graduates



Contact Moleda for Details!
304-542-5564

December Inner Circle Charm of the month!



600 Wholesale & I New Recruit!

Build your Bracelet! this month!



5*Qualified Parties



10* Qualified Parties



15 Video Shares with 4 Q follow up



30 Faces with product

***Qualified = \$200 min in retail sales**

RED Jackets 
can win RED Boxes!

 **\$1,000 in total Team whls. wins the Mini RED Box!**

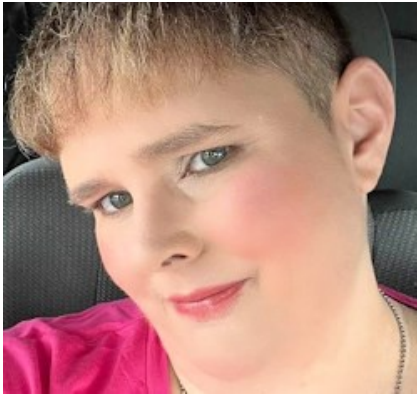
\$2,000 in total Team whls. wins the Classic RED Box! 


\$3,000 in total Team Production Receives BOTH RED Boxes!

**NEW
CONSULTANT
HOTSHOTS!**

Pretty in Pink

**GREAT START
QUALIFIED!**



Katybeth Pauley
Watch / Necklace & Earrings Winner!



Anna Music
Watch Winner!



Gloria Thompson
Watch Winner!



Mary Wilhelm
Watch Winner!



Becky Gainer
Watch Winner!

Pretty in Pink
CHALLENGE

MY FIRST 30 DAYS

NEW CONSULTANT START DATE: ___/___/___ COMPLETION DEADLINE: ___/___/___

Earn this *Pretty In Pink Crystal Watch!*
Order a total of **\$600** in wholesale orders.



Earn this *Pretty In Pink Necklace and Earring Set!*



Schedule your New Consultant Debut with Moleda with **50** or more guests in your Debut group.



Earn this *Pretty In Pink Ring!*
Add **3** New Team Members!



Become a **Dailey Diva** by completing **ALL 3 Pretty in Pink Challenges** within your **first 30 days!**



LEADERSHIP TEAM!

ELITE TEAM LEADERS (8 active team members)

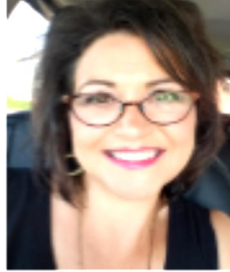
TEAM LEADERS (5-7 active team members)



Hilda
Armstrong



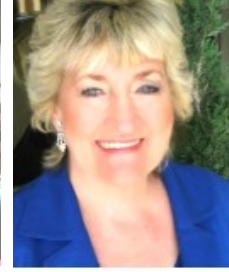
Terri
Rinko



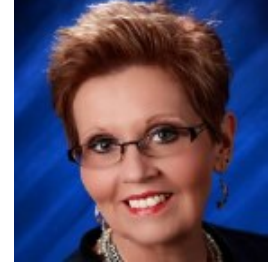
Stephanie
Chesnut



Staci
Williams



Della
Hemphill



Debbie
Fields

STAR TEAM BUILDERS (3-5 active team members)



Yvonne
Booth



Janet
Poole



SENIOR CONSULTANTS



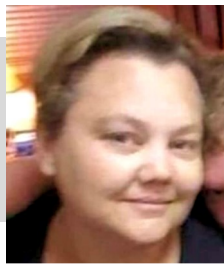
- ★ Vicky Covert
- ★ Ann Crawford
- ★ Beverly Cunningham
- ★ Tammy Damron
- ★ Linda Evans
- ★ Teri Ferrell
- ★ Gloria Flowers
- ★ Angel Hamrick
- ★ Natalie Hamrick
- ★ Michelle Hargis-Pauley
- ★ Linda Heatherman

- ★ Jennifer Hubbard
- ★ Rose Etta Kozak
- ★ Jean Ann McCoy
- ★ Charlotte Moore
- ★ Ange Nance
- ★ Kathleen Pauley
- ★ Traci Piper
- ★ Joni Robinson
- ★ Penny Stuart
- ★ Barbara Stutler
- ★ Anita Toler

**WHO'S
NEXT???**



EMERALD STAR!



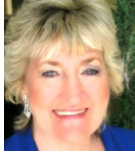
Colleen Swieder

Congrats 1st Quarter Stars!

July 16-Sept. 15



DIAMOND STARS!



Della Hemphill



Hilda Armstrong



Debra Fields



Tonya Haynes



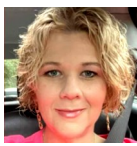
Stephanie Chesnut

RUBY STARS!

SAPPHIRE STARS!



Charlotte Moore



Staci Williams



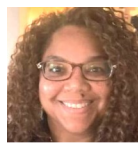
Gloria Flowers



Yvonne Booth



Mary Booker



Valerie Saunders



Tanika Saunders



Sara Hinzman



Latisha Dixon

Congratulations! On Target Stars (9/16 - 12/15) (Updated 12/7)

Name	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Hilda Armstrong	\$ 3,908.00	★	★	★	★	\$ 892.00
Terri Rinko	\$ 3,738.00	★	★	★	★	\$1,062.00
Yvonne Booth	\$ 3,614.80	★	★	★	★	\$1,185.20
Mary Booker	\$ 3,438.10	★	★	★	\$ 161.90	\$1,361.90
Debra Fields	\$ 3,166.50	★	★	★	\$ 433.50	\$1,633.50
Staci Williams	\$ 3,129.20	★	★	★	\$ 470.80	\$1,670.80
Natalie Hamrick	\$ 2,583.90	★	★	\$ 416.10	\$ 1,016.10	\$2,216.10
Colleen Swieder	\$ 2,431.80	★	★	\$ 568.20	\$ 1,168.20	\$2,368.20
Gloria Flowers	\$ 2,419.60	★	★	\$ 580.40	\$ 1,180.40	\$2,380.40
Tonya Haynes	\$ 2,100.60	★	\$ 299.40	\$ 899.40	\$ 1,499.40	\$2,699.40
Stephanie Sansom	\$ 1,861.80	★	\$ 538.20	\$ 1,138.20	\$ 1,738.20	\$2,938.20
Tanika Saunders	\$ 1,829.50	★	\$ 570.50	\$ 1,170.50	\$ 1,770.50	\$2,970.50
Latisha Dixon	\$ 1,818.00	★	\$ 582.00	\$ 1,182.00	\$ 1,782.00	\$2,982.00
Valarie Saunders	\$ 1,813.00	★	\$ 587.00	\$ 1,187.00	\$ 1,787.00	\$2,987.00
Della Hemphill	\$ 1,645.70	\$ 154.30	\$ 754.30	\$ 1,354.30	\$ 1,954.30	\$3,154.30
Anita Toler	\$ 1,537.10	\$ 262.90	\$ 862.90	\$ 1,462.90	\$ 2,062.90	\$3,262.90
Linda Heatherman	\$ 1,467.80	\$ 332.20	\$ 932.20	\$ 1,532.20	\$ 2,132.20	\$3,332.20
Terri Winbourn	\$ 1,386.50	\$ 413.50	\$ 1,013.50	\$ 1,613.50	\$ 2,213.50	\$3,413.50
Tammy Damron	\$ 1,280.60	\$ 519.40	\$ 1,119.40	\$ 1,719.40	\$ 2,319.40	\$3,519.40
Tammy Smith	\$ 1,207.50	\$ 592.50	\$ 1,192.50	\$ 1,792.50	\$ 2,392.50	\$3,592.50
Lura Damron	\$ 1,180.90	\$ 619.10	\$ 1,219.10	\$ 1,819.10	\$ 2,419.10	\$3,619.10
Benita Turner	\$ 1,079.20	\$ 720.80	\$ 1,320.80	\$ 1,920.80	\$ 2,520.80	\$3,720.80
Katybeth Pauley	\$ 1,079.15	\$ 720.85	\$ 1,320.85	\$ 1,920.85	\$ 2,520.85	\$3,720.85
Stephanie Chesnut	\$ 1,068.00	\$ 732.00	\$ 1,332.00	\$ 1,932.00	\$ 2,532.00	\$3,732.00
Kada Saunders	\$ 1,060.00	\$ 740.00	\$ 1,340.00	\$ 1,940.00	\$ 2,540.00	\$3,740.00
Sheria Pickens	\$ 1,059.00	\$ 741.00	\$ 1,341.00	\$ 1,941.00	\$ 2,541.00	\$3,741.00
Kelly Murray	\$ 977.60	\$ 822.40	\$ 1,422.40	\$ 2,022.40	\$ 2,622.40	\$3,822.40
Louis Roe Jr.	\$ 930.00	\$ 870.00	\$ 1,470.00	\$ 2,070.00	\$ 2,670.00	\$3,870.00
Marty Reynolds	\$ 912.70	\$ 887.30	\$ 1,487.30	\$ 2,087.30	\$ 2,687.30	\$3,887.30
Tina Booth	\$ 911.10	\$ 888.90	\$ 1,488.90	\$ 2,088.90	\$ 2,688.90	\$3,888.90
M. Ann Crawford	\$ 845.30	\$ 954.70	\$ 1,554.70	\$ 2,154.70	\$ 2,754.70	\$3,954.70
Charlotte Moore	\$ 823.00	\$ 977.00	\$ 1,577.00	\$ 2,177.00	\$ 2,777.00	\$3,977.00
Nedra Richmond	\$ 820.50	\$ 979.50	\$ 1,579.50	\$ 2,179.50	\$ 2,779.50	\$3,979.50
Leigh Anne Adkins	\$ 794.00	\$ 1,006.00	\$ 1,606.00	\$ 2,206.00	\$ 2,806.00	\$4,006.00
Rose Etta Kozak	\$ 786.40	\$ 1,013.60	\$ 1,613.60	\$ 2,213.60	\$ 2,813.60	\$4,013.60
Danielle Hatfield	\$ 780.30	\$ 1,019.70	\$ 1,619.70	\$ 2,219.70	\$ 2,819.70	\$4,019.70
Nathaline Blaser	\$ 778.10	\$ 1,021.90	\$ 1,621.90	\$ 2,221.90	\$ 2,821.90	\$4,021.90
Shirley Whittington	\$ 760.50	\$ 1,039.50	\$ 1,639.50	\$ 2,239.50	\$ 2,839.50	\$4,039.50
Lori Canterbury	\$ 759.60	\$ 1,040.40	\$ 1,640.40	\$ 2,240.40	\$ 2,840.40	\$4,040.40
Debbie Thompson	\$ 753.00	\$ 1,047.00	\$ 1,647.00	\$ 2,247.00	\$ 2,847.00	\$4,047.00
Kay Hawkins	\$ 729.00	\$ 1,071.00	\$ 1,671.00	\$ 2,271.00	\$ 2,871.00	\$4,071.00

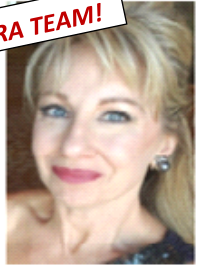



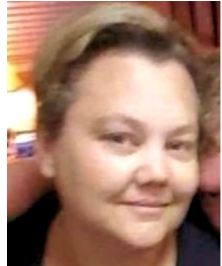
★ *Congratulations!* ★

NOV. WHOLESALE ACHIEVERS



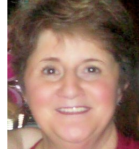
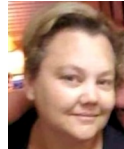






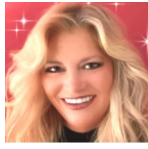




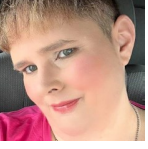

Thank You for your Orders!



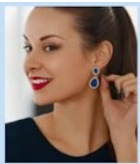
TOP 5 WHOLESALE ACHIEVERS + Tiara Team*!

TIARA TEAM!	TIARA TEAM!	TIARA TEAM!	TIARA TEAM!	
				
*Terri Rinko \$2,887.50	*Hilda Armstrong \$1,641.50	*Mary Booker \$1,265.60	*Staci Williams \$1,208.20	Colleen Swieder \$974.70

NOVEMBER \$600-\$999 ACHIEVERS

								
Debbie Fields	Gloria Flowers	Mary Wilhelm	Colleen Swieder	Linda Heatherman	Tonya Haynes	Latisha Dixon	Sarah Hamons	Yvonne Booth
								
Anna Music	Natalie Hamrick	Valarie Saunders	Tammy Smith	Tanika Saunders	Debbie Thompson	Katybeth Pauley	Gloria Thompson	

NOV.



Earring of the month Club!
\$300 Wholesale!

EARRING OF THE MONTH CLUB!

- | | | |
|---|--|---|
| <ul style="list-style-type: none"> ★ Terri Rinko ★ Hilda Armstrong ★ Mary Booker ★ Staci Williams ★ Colleen Swieder ★ Debra Fields ★ Tonya Haynes ★ Gloria Flowers ★ Linda Heatherman ★ Mary Wilhelm ★ Sarah Hamons ★ Natalie Hamrick ★ Valarie Saunders ★ Gloria Thompson ★ Latisha Dixon ★ Yvonne Booth | <ul style="list-style-type: none"> ★ Anna Music ★ Tammy Smith ★ Debbie Thompson ★ Tanika Saunders ★ Kathleen Pauley ★ Anita Toler ★ Lura Damron ★ M. Ann Crawford ★ Shirley Whittington ★ Tammy Damron ★ Melissa Adkins ★ Kada Saunders ★ Bobbie Jo Butcher ★ Angel Hamrick ★ Louis Roe Jr. | <ul style="list-style-type: none"> ★ Becky Gainer ★ Alisa Nichols ★ Danielle Hatfield ★ Kay Hawkins ★ Ashley Riggelman ★ Terri Winbourn ★ Eileen McConkie ★ Nedra Richmond ★ Stephanie Chesnut ★ Kelly Murray ★ Debbie Lawrence ★ Della Hemphill ★ Beverly Cunningham ★ Lisa Miller ★ Emily Graley |
|---|--|---|

THANK YOU FOR YOUR NOVEMBER ORDERS!

(\$599-\$225 wholesale orders)

Name	Unit Whlse
Anita Toler	557.20
Lura Damron	537.80
Ann Crawford	525.80
Shirley Whittington	520.00
Tammy Damron	474.70
Melissa Adkins	463.00
Kada Saunders	461.50
Bobbie Jo Butcher	456.00
Angel Hamrick	391.75
Louis Roe Jr.	379.00
Becky Gainer	378.00
Alisa Nichols	375.00
Danielle Hatfield	362.50
Kay Hawkins	361.50
Ashley Riggleman	353.10
Terri Winbourn	347.00
Eileen McConkie	346.00
Nedra Richmond	339.00
Stephanie Chesnut	333.50
Kelly Murray	330.00
Debbie Lawrence	323.25
Della Hemphill	320.20
Beverly Cunningham	303.60
Lisa Miller	302.50
Emily Graley	302.00

Name	Unit Whlse
Rose Etta Kozak	298.40
Sarah Stotler	295.00
Nancy Vatalare	279.00
Linda Evans	274.00
Dianna Skaggs	273.75
Dawna Brown	273.00
Tia Craig	270.50
Carla Pearson	266.50
Benita Turner	265.20
Brenda Dyer	265.00
Alyssa Lucas	263.00
Donna Slayton	261.00
Ange Nance	260.00
Karsha Bjerke	259.50
Marilyn Ford	259.50
Sheria Pickens	255.00
Alexandria Williams	241.00
Ernestine Fox	240.00
Nathaline Blaser	239.00
Jessica Hager	235.50
Susie Garrison	234.50
Millie Hargis	234.50
Marie Adkins	232.00
Tanika Beverly	232.00
Jennifer Rasnake	232.00

Name	Unit Whlse
Loma Lynch	231.50
Jennifer Hubbard	230.80
Haylee Webb	230.60
Catherine Crace	230.50
Beth Floyd	230.50
Jennifer Cline	230.00
Stephanie Sansom	230.00
Sharon Harding	228.80
Dominique Armstrong	228.00
Rose Bickley	228.00
Brenda Martin	228.00
Wendy Witherell	228.00
Valerie Comer	227.50
Rafelin O Dell	227.00
Terri Spencer	226.95
Carrie Blankenship	226.50
Jennifer Hatfield	226.00
Jennifer Koss	226.00
Joni Robinson	225.40
Tina Booth	225.30
Lindsey Hanks	225.10
Amy Lilly	225.00
Marsha Thorne	225.00



Birthdays & Mary Kay Anniversaries

December Birthdays

Dec. Anniversaries



Name	Bday
Tanika Beverly	2
Joanna Burcham	4
Cynthia Graybeal	5
Wanda S. Horn	5
Brandy Johnson	6
Tiffany Carter	7
Loma Lynch	7
Lura Damron	8
Sharon Harding	8
Brittney Gillenwater	10
Leawana Hargis	11

Name	Bday
Teresa Johnson	13
Emily Adams	14
Lee Ann Hanna	19
Roxanne White	19
Jennifer Koss	21
Charlene Panish	28
Tonya Caines	29
Corey Hamler	29
Leslie Jackson	29
Victoria Lynet	29

Name	Yrs
Lisa DeWees	24
Joann McCoy	15
JoAnna McBee	14
Sarah Schoolcraft	14
Patricia Fisher	13
Tammy Bunch	12
Terri Spencer	8
Tammy Smith	8
Rhoda Reed	7
Lori Monk	6
Robin Wolfe	5
Barbara Schauland	2
Emily Graley	2
Brittney Gillenwater	2
Sheila Williams	2
Barbara Davis	1
Tanika Beverly	1
Brooke Hovis	1
Darlene Best	1



Brand Ambassador

FOR YOUR BUSINESS!

As an Independent Beauty Consultant you will want to ensure you are wearing 100% Mary Kay products from head to toe! Not only will you feel great about how you look but you'll be far more enthusiastic to share the products with others. Being your own best customer makes you the best Brand Ambassador for your business. We have so many amazing products to choose from but here's a good place to start! Isn't it great you can shop from your own personal store with 50% off savings!

Step 1 Donate all of your other brand unused products to a local women's shelter or school drama department (makeup and skin care). They really do want your products! Throw away the used ones. It will be the best long term investment you can make in yourself and your business!

Step 2 Use the suggestions below as guidance to create your own Mary Kay "wardrobe"! If you have questions or need suggestions, please reach up to your Sales Director!

My skin care regimen includes:

- TimeWise® 3D Miracle Sets ND/Combo-Oily
- TimeWise® Repair Set
- Mary Kay Clinical Solutions™ Set & Boosters
- Botanical Effects® Set
- Clear Proof® Set
- Mary Kay Naturally™ Set
- TimeWise® 3 in 1 Cleansing Bar

My face "prep" products include:

- Satin Lips® Set
- Foundation Primer
- TimeWise® Lip Primer
- Eye Primer
- Undereye Corrector
- Oil Free Eye Makeup Remover
- Oil Mattifier

My Foundation Choice: _____

My CC Cream Choice: _____

My Makeup Choices:

Six (6) Chromafusion Eye Colors:

- | | |
|----|----|
| 1. | 2. |
| 3. | 4. |
| 5. | 6. |

Two (2) Chromafusion Cheek Colors:

- | | |
|----|----|
| 1. | 2. |
|----|----|

Contouring Powder

Highlighting Powder

Two (2) Eyeliners:

- | | |
|----|----|
| 1. | 2. |
|----|----|

Four (4) Lipsticks and/or Lip Glosses:

- | | |
|----|----|
| 1. | 2. |
| 3. | 4. |

Other Makeup Choices:

Essential Brush Collection

Perfect Palette or Palette Pro

Mascara

Silky Setting and Translucent Powders

Finishing Spray

Precision Brow Liner

Volumizing Brow Tint

Skinvigorate Plus Brush

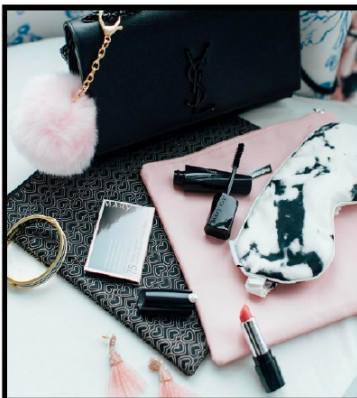
My Fragrance Choice: _____

My skin care supplements include:

- Microdermabrasion Set
- TimeWise® Replenishing Serum C+E
- TimeWise® Tone Correcting Serum
- Clear Proof® Charcoal Mask
- TimeWise® Moisture Renewing Gel Mask
- TimeWise® Repair Glycolic Peel
- TimeWise® Repair Bio-Cellulose Mask
- Indulge Soothing Eye Gel
- TimeWise® Firming Eye Cream
- Intense Moisturizing Cream
- Oil Free Hydrating Gel
- Extra Emollient Night Cream
- Hydrogel Eye Patches

My Body Care products include:

- Satin Hands® Pampering Set
- Satin Body® Scrub
- Satin Body® Shower Gel
- Satin Body® Lotion
- Timewise® Targeted Action Toning Lotion



Reminder

You sell what you love and what you use. Find your favorites and promote on Social Media, in your VIP Guest Groups, and during your day to day interactions. No one can promote your business better than you.



Goal Setting



"DON'T LIMIT YOURSELF. MANY PEOPLE LIMIT THEMSELVES TO WHAT THEY THINK THEY CAN DO. YOU CAN GO AS FAR AS YOUR MIND LETS YOU. WHAT YOU BELIEVE. REMEMBER, YOU CAN ACHIEVE."
- MARY KAY ASH.

Why Set Goals?

- When goals are set, things happen!
- Goals make you feel good about yourself and provide attitude adjustments.
- Goals establish self-discipline, motivation, good habits and patterns to follow.
- Goals give you direction and purpose, and take you where you want to go.
- A goal will stop others from controlling your life.

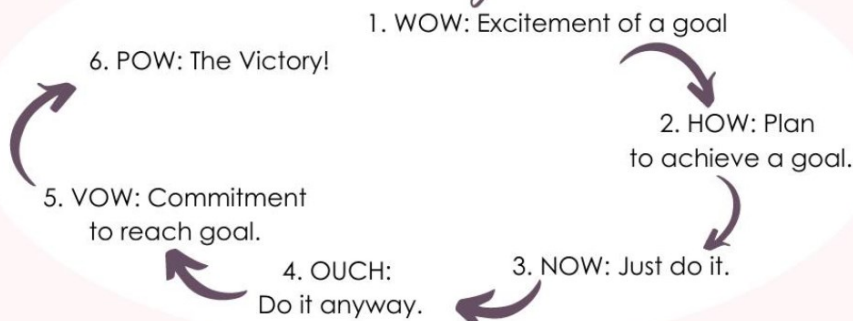
Setting a goal:

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact & cannot distinguish between what is real and what is imagined & believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are and where you need to be.
7. Determine what you are capable of in a day, a week, a month & year.
8. Write your goals in detail & talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful.)
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

Goals Can Be Negative if:

1. They are too big.
2. They are out of your sphere of interest.
3. You believe luck is necessary to achieve it.
4. You set your goal by comparing yourself with others' accomplishments.
5. You are doing it for someone else.

The Goal Cycle:



Reasons Most People Do Not Set Goals:

1. They are not sold on the benefits.
2. They feel it's safer not to.
3. They fear commitment, failure or success.
4. They have a poor attitude or focus.
5. They don't want to work.