

Congratulations to Christina O'Quinn on her \$3217.50 WEEK!!!

Christina did 55 faces in just 18 hours, for a face average of \$51 and an hourly PAY of \$89, she placed a "STAR" ORDER AND KEPT A GREAT PAYCHECK!!!



You ask wowowowowoweeeee how did she do that!!!!?? Here is how!! First, **she made a list of 25 people**, she prayed over her goal, then she called them all and said: **".. I am building a portfolio of before and after pictures of models, my goal is 100 by the end of March, and I just think you'd look so good in my book, and I'd like to have you in my book, so could you do that?"**

Then she said: "I'm looking for different face shapes, skin tones, and of course I need lots of faces this week, so if you know anyone who could come with you, that would be W-O-N-D-E-R-F-U-L!! I have 12 places for ladies in each time slot, and you are number 6, so if you could just bring one, or even two, that would make 7 and 8, what do you think, could you bring someone?"

Christina said that **not one person told her no**, that they would not be in her book, some brought friends and some did not. **She did 4 faces Monday with \$250 in sales, 9 Tuesday with \$203, Wed was 7 with \$177, Thursday \$531 with 12 faces, Friday \$867 with 7 faces, and Saturday 20 faces with \$1074!!!!!!!!!!!!!!!!!!!!!!**

Notice how her sales at the end of the week were higher than the first of the week, I believe that is because her momentum built, her confidence increased and therefore it was reflected in her sales!!

As, she told all of this at the meeting tonight, I started thinking of how many times over the past few years, she has "tried" to do 20 classes in a month, how many times she has "tried" to schedule a high number of faces in a week and how many times it did not work out. But you know what, she has not given up, and in Mary Kay **the only way a person can fail is to quit**. Mary Kay has told us that numerous times. What was the difference in Christina this time, why did people say yes, when she had tried so many times before???? Of course giving the Goal To God, is first and foremost, but several other things as well:

1) She made a decision, she was going to be successful, ***no matter what***

2) She didn't let herself even feel the fear. She denounced fear daily, minute by minute. She said the **Dream Giver Book** talks about your comfort zone and that it is just that, YOURS, and when you leave it, you leave it to change someone else's life. And so she made it about them, ***"I wanted them to feel special to be in my book"***

3) She used her family as a reason. She used her financial situation to her advantage. Instead of getting stressed over bills,.... she decided to **"do"** something about it!!

So Christina, thank you for leading us to take the Girdles off our brain, expand our thinking, our goals, and especially our BELIEF in what can happen, if WE are willing to cancel fear, all sabotage, whatever the form that Satan uses, and put our business into God's hands and let Him bless it!!!!