

We all need a winning attitude. Mary Kay's business philosophies focus on the importance of a positive attitude in accomplishing career goals. As part of this winning sales force, we all have the same opportunities and challenges. What we do with those opportunities and challenges depends a great deal on our attitudes.

Does it surprise you to know that successful people don't always wake up with a positive attitude? Believe it or not, the Consultant in the Queen's Court of Sales is not always in the mood to call for bookings and reorders!

You and only you can control your attitude. You choose to be critical and negative or positive and productive. You also may choose to become so busy with your Mary Kay business that negativity doesn't affect you.

A positive attitude is something we all must work to achieve each day. Thinking and living on a positive level must become a habit. Here are some steps to help lead you on a more positive path!

# Adopting A Positive Attitude!

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Learn How Your Attitude Can Lead  
You to Success!

- 1) **Compare yourself only to you!**  
Watch what you say when you talk to yourself. Learn to be your own best friend.
- 2) **Spend time only with positive people.**  
If a person doesn't make you feel good about yourself limit the time you spend with that person.
- 3) **Read or listen to something positive EVERYDAY!** Read an excerpt from an inspirational book or listen to motivational tapes to get yourself in the right track.
- 4) **Record Your Successes!**  
Every evening write down what went well that day.
- 5) **Find opportunity in every obstacle!**  
Obstacles are just problems that need to be solved.
- 6) **Attend all training available!**  
Stay on top of your business and know your material.
- 7) **Look for miracles in everyone and everything!** Look for good and great will follow.
- 8) **Focus on others instead of yourself!**  
Those who give ultimately receive.
- 9) **Activeness = Positiveness!**  
Stop analyzing and start working to achieve personal success.
- 10) **Remember, God never made a nobody!**  
Always believe in yourself because you are someone special!