



Week of 3/23/03 Part One

"Scripting Your Life"

(from: "Write it Down, Make It Happen by Henriette Klauser)

Here in Mary Kay, we are all taught to "Plan your work, and work your plan". We use day runners, datebooks, weekly plan sheets and "Design Books" in order to map out a plan for how we are going to get through everyday with success. However, how many of you focus not only on the business side of your day, but also the spiritual side? Henriette Klauser calls this your "to-be list".

How many of us TRULY live in the present of today? The importance of "scripting your life" is that it helps you to keep focused on the person which you want to become in the process of building to success. When I started my Mary Kay business, all I wanted was to make enough money to help out with my bills. I had just graduated from College and was having difficulty finding a job. Unemployed and bill's coming due, I turned to Mary Kay in hopes that I could make ends meat. One month after signing my agreement, I found a job. Why? Because I was not doing enough in my business from the start to be able to pay my bills. Plus, I had written about it my journal. I wrote: "I am brilliant woman who makes a difference in people's lives everyday." I wrote this every night. I even added "I am doing something that has to do with history." The job I obtain was as a High School tutor teaching History, American Government and several other Social Science classes. At the time, of course, I didn't realize that "scripting my life" was what I was doing--but it happened!!! You see back then, I didn't believe that Mary Kay was a career for me, and honestly, some days I still think that Mary Kay isn't going to support myself and my daughter.

Klauser further writes in her book: "You start out the day noting what you want to get done that day. But don't fill your "basket of preferences" (to-do lists) to full. You might find yourself doing something that is not on your list. If you schedule your whole day, you are not going to have time to do spontaneous things." Allow time in our day for changes--BUT DON'T stop working your plan unless something comes along that is going to create BETTER RESULTS. For example, you planned to warm chatter today, but one of your customers calls and says she would like for you to come over and show her and a couple of her friends some of the latest products. Are you going to tell her no??? Probably not, because you know that you are more than likely going to get a couple of orders and gain some new customers and referrals.

Finally, scripting your life is much like writing your daily affirmations--write them down and recite them aloud daily until you are making the affirmation happen without evening realizing it. For example, pretend you are having a hard time with booking, your affirmation might read "I am a booking machine! I book EVERYONE I see, EVERYWHERE I go!"

Decide not just what you want to be in Mary Kay, but also the person you wish to become in the process. This is what "scripting your life" is really about. Write down not only the business goals that you want to achieve, but also write down who you want to become in the process. I have been doing this since I returned from Career Conference. My script reads: "I want to become an Independent Sales Director with Mary Kay. In doing this I will become a better mother, daughter, sister, friend and leader."

Have a wonderful day!

Tracy