



Extraordinary Eagles

Sales Director Elizabeth Padgett



March 2017, February Results



July 1, 2016 – June 30, 2017

Earn three bracelets in one quarter and you're a Sapphire Star Consultant.

Earn 12 bracelets, and you're

on your way to consistent bookings, sales and building the business of your dreams!

CONGRATULATIONS to these team members who earned their Feb. embracelet:

- Kim Eickholt Krystal Coker
- Stephanie Barrera Sarah Moment
- Jessica Jones Lauren Walker
- Kayla Baker Elizabeth Padgett
- Chelsea Moore

March

March's bracelet is inscribed with the following Mary Kay Ash quote: "Reach for the Moon." The silver-toned bracelet features a copper moon and is embellished with Mary Kay Ash's signature on the inside.



CONGRATS MONTHLY ACHIEVERS!

| Queen of Sharing | Queen of Sales |
|--|---|
|  |  |
| Krystal Coker | Kim Eickholt |
| #2 Sales | #3 Sales |
|  |  |
| Stephanie Barrera | Jessica Jones |

WELCOME NEW CONSULTANTS!

New Consultant

- Ashlynn Covington
- Kim S. Eickholt
- Karen D. Holland
- Sarah P. Moment
- Chelsea L. Moore
- Taeler Moore
- Jill Talamantez
- Lauren N. Walker

From

- MAGNOLIA, TX
- WACO, TX
- WACO, TX
- HOUSTON, TX
- HOCKLEY, TX
- CYPRESS, TX
- ABBOTT, TX
- LEDBETTER, TX

Sponsored by

- M. Mitchell
- K. Baker
- K. Coker
- E. Padgett
- M. Mitchell
- C. Moore
- K. Coker
- E. Padgett

SUCCESSFUL BOOKING AND SELLING VIA TEXT

Adapted from Sales Director Michelle Cunningham (thanks Michelle for the great ideas!)

Here are some of the exact conversations that I recently had to book appointments ("text speak" is not edited). You'll see that some ignore me, some said no and some said yes. When I get ignored, I just remind myself they are busy, at work or didn't get my text. Either way, I message SO MANY people that I wouldn't actually be able to handle ALL THE VOLUME if everyone responded, so I pray that not everyone responds. Note that I've also shared my follow-up system, which involves stickers—we all love stickers, right?

1. This one said YES, but I had to be persistent and follow up when she became unresponsive:

- Me: Hi Mildred! How are you? It's Michelle with Mary Kay :) I just got my new spring products in and I need a few guinea pigs to give feedback on them so I can determine what to stock. Thought I'd ask you! Wanna be my guinea pig?? Hugs, Michelle
- Mildred: Sounds great!! I really would love to!
- Me: Awesome. How's Thursday night look for you? 6:30 to 8?

I hear CRICKETS for 2 wo days...aka SILENCE. So, here is how I follow up:

- Me: Hi Mildred! I'm setting up my spring guinea pigs and I know you were interested in helping out too. Let's see...I have th is Thursday at 6:30 or Saturday at 1pm. Do either of those work for you love? Thanks again! Cant wait to catch up...been FOREVER.
- Mildred: Lets do sat can we make it 2:30?
- Me: Sweet. Okay, I have you confirmed for 2:30 to 4pm on Saturday which is Global Makeover Day so you are going to be treated like a princess. We are trying to break a record for having the most makeovers in one day. If you can rally 2 friends to join you, I'll hook you up with a free product from the Mary kay at Play line too :) My address is: 1 main street, etc. And makeovers start right at 2:40, so I'll see you at 2:30. Thanks love!! See you Saturday :)

How did I remember to follow up with her after two days of silence?

1. I had her name on a line in my notebook page, which was labeled at the top "Spring Makeover Guinea Pigs Interested"
2. There was no sticker next to her name which means she showed an interest in being a guinea pig but didn't set a date yet. **No sticker reminded me to follow up with her.**
3. Once we set a date, I give her a sticker.
4. My goal is that everyone gets a smiley face sticker next to their name. I feel so great when I get a sticker :) Like I'm a little school girl or something. ha!



2. This one said NO, but resulted in a reorder

- Me: Hi Theresa! (I insert the rest of my intro here. see text above)
- Theresa: Thank you for the offer but i can't fit it into my schedule. research paper. however, i do need more concealer, the same color i bought last time, and that exfoliating cleaner that i also bought last time.
- Me: Good luck on the research paper love. I remember those days. You are a beige 1 concealer and your cleanser Timewise. Total is \$32.40 and if you spend just \$6 more you get a free travel set that has eye makeup remover, mascara and a makeup bag. Need to restock anything else? Great to hear from you!
- Theresa: i meant the \$55 cleaner set that my funny friend and i tried last time. is that the same thing? 12:23 PM
- Me: Oh got it. the Microdermabrasion. it's the crystals that get deep into your pores and clear everything out? That one? That stuff is insanely amazing. I'm obsessed
- Theresa: yes that's the one. Do you want me to text you my credit card info?
- Me: You can call my private office line if you would feel "safer". I only check it. That # is xxx-xxx-xxxx. You'll hear my voice on the machine. It's \$64.80 and you get the free eye makeup travel kit too plus a gift card (they are new and super cute).
- Theresa: ok i will do that right now
- Me: Okay! It's out the door in 3 minutes to you :) Thanks again Theresa! Get an A+!)
- Theresa: thank you! have a great day!

3. When I get ignored (P.S. It's 7 out of 10 ignore me):

- Me: Hi Bonnie! (insert intro here)
- Reply: SILENCE. *My thoughts:* It's a blessing; maybe she is busy; maybe she changed her number; maybe she forgot to reply.

Sometimes I'll text her three days later and say:

- Me: Hi Bonnie! It's Michelle with Mary Kay. Not sure if you got my text a few days ago about being a guinea pig for our new spring line...? If you're interested, shoot me a message back. If not, that's cool too! Thanks so much!

Sometimes I'll send her the same message on Facebook as a private message or email her. Sometimes I don't message if I'm SO BUSY with new bookings. I never worry about how it pans out cause it's in God's hands and He is in control. My goal is to be pleasantly persistent without being annoying. So I always give them an out by saying, "If not, that's cool too!"

4. This is very, very, very COMMON: I call it "the unfinished conversation"

- Me: Hi Bonnie! (insert my regular intro here)
- Bonnie: Sure!
- Me: Okay awesome. Are you free Thursday night at 6:30 or Saturday at 1?

Then...I hear CRICKETS. Handle it by putting her into your follow-up notebook!

- This is what I say tomorrow or the next day, "Hi Bonnie! Sorry I forgot to follow up last night! So happy you want to be a guinea pig for me for the new spring line. I'm setting up my schedule for this week and next. Is this weekend good or would next week be better?"

Still hear crickets? This is what I would say two days after that:

- Hi Bonnie! Sorry I didn't follow up, but I have you on my little list here of guinea pigs for the spring line. Are you still able to swing it or should I open your spot up to someone else? Either way is cool! I know how busy life gets! Chat soon! Hugs

Still hear crickets? I'd move on. Or you can try to message her on Facebook if you want to give it one last shot.

This one said YES.

- Me: Hi Allie! (insert my regular intro here)
- Allie: Yeah sure id love to!
- Me: Yay! Thanks love! Any chance...Are you free on Thursday night at 6:30 or is Saturday at 1pm better?
- Allie: Yeah 630 should be fine!
- Me: Sweet. Done deal. And If you can rally two friends or family to join you, I'll hook you up with a limited edition Mary Kay at Play product as a gift. :) Sound good?
- Allie: Yeah sure I'll ask someone! :)
- Me: Sweet. YOU ROCK :) Okay, so you are confirmed for this Thursday at my makeup land (my home address) It starts at 6:30 and ends at 8. I'll have all the new products for you to give feedback on. Thanks again Allie! I'll reach out tmrw to get a head count from you.

For someone that books this fast and easily, I always follow up with multiple reminders to make sure it landed on her calendar. Reminder one goes out the day before the event:

- Hi Allie! Thanks again for being a guinea pig for the new Mary Kay line for me. I'm just planning the night out right now and reserving seats. Did you want to save seats for anyone else? Thanks love! Michelle

Reminder that goes out the day of the event:

- Hi Allie! Excited to see you tonight at 6:30! Still work for you? And still bringing 3 guests? Thanks again! We start makeovers right at 6:40 so as long as you are here by 6:30, that's perfect!

I am always honored when someone tells me that I am one motivated Mary Kay lady which means they hear from me once a quarter and they respect my work. So BE MOTIVATED, DEDICATED and PLEASANT they will remember you and will refer friends to you.

I never sit around waiting and wondering if someone is going to come. I also never drive to someone's home if I haven't talked to them (live or by text) that day.

My goal is to be pleasantly persistent without being annoying.

SHOOT FOR THE STARS!

| 3rd Quarter 2017: December 16, 2016-March 15, 2017 | | Wholesale Production Needed For Star: | | | | |
|--|-------------------|---------------------------------------|----------------|----------------------|----------------------|-----------------|
| Name | Current Wholesale | Sapphire ♥ \$1,800 | Ruby ♥ \$2,400 | Diamond ♥ \$3,000 | Emerald ♥ \$3,600 | Pearl ♥ \$4,800 |

Be sure to check on www.marykayintouch.com for the most current results!

| | | | | | | |
|-------------------|------------|------------|------------|------------|------------|------------|
| ELIZABETH PADGETT | \$3,714.30 | ***** | ***** | ***** | STAR | \$1,085.70 |
| KAYLA BAKER | \$2,145.50 | STAR | \$254.50 | \$854.50 | \$1,454.50 | \$2,654.50 |
| STEPHANIE BARRERA | \$1,955.00 | STAR | \$445.00 | \$1,045.00 | \$1,645.00 | \$2,845.00 |
| KIM EICKHOLT | \$1,856.00 | STAR | \$544.00 | \$1,144.00 | \$1,744.00 | \$2,944.00 |
| JESSICA JONES | \$1,038.00 | \$762.00 | \$1,362.00 | \$1,962.00 | \$2,562.00 | \$3,762.00 |
| KIMBERLY ROBINSON | \$984.85 | \$815.15 | \$1,415.15 | \$2,015.15 | \$2,615.15 | \$3,815.15 |
| MADISON MITCHELL | \$837.50 | \$962.50 | \$1,562.50 | \$2,162.50 | \$2,762.50 | \$3,962.50 |
| KRYSTAL COKER | \$735.50 | \$1,064.50 | \$1,664.50 | \$2,264.50 | \$2,864.50 | \$4,064.50 |
| CHELSEA MOORE | \$658.50 | \$1,141.50 | \$1,741.50 | \$2,341.50 | \$2,941.50 | \$4,141.50 |
| SARAH MOMENT | \$603.50 | \$1,196.50 | \$1,796.50 | \$2,396.50 | \$2,996.50 | \$4,196.50 |
| LAUREN WALKER | \$600.50 | \$1,199.50 | \$1,799.50 | \$2,399.50 | \$2,999.50 | \$4,199.50 |
| CAMRY WILLIAMS | \$600.50 | \$1,199.50 | \$1,799.50 | \$2,399.50 | \$2,999.50 | \$4,199.50 |
| MADELINE UMHOEFER | \$540.50 | \$1,259.50 | \$1,859.50 | \$2,459.50 | \$3,059.50 | \$4,259.50 |
| BARBARA SELLS | \$470.50 | \$1,329.50 | \$1,929.50 | \$2,529.50 | \$3,129.50 | \$4,329.50 |
| TAMMY DALEY | \$459.40 | \$1,340.60 | \$1,940.60 | \$2,540.60 | \$3,140.60 | \$4,340.60 |

Embrace Your Dreams

Seminar Challenge : March 1 – June 30, 2017

Proudly show the results of your All In success at Seminar! When you achieve the Embrace Your Dreams Challenge each month (place a cumulative \$600 or more wholesale Section 1 order) from March 1, 2017, to June 30, 2017, you will be invited to the Dream Big in Big D prize party at Seminar 2017 where you will receive this special "Do It Now" bracelet. So, throw on your diamonds, grab your boots and come celebrate your dreams at the prize party in Big D! Gilley's will once again host the Mary Kay prize party at Seminar 2017. Get prepped in pink, and be ready to two-step the day away at the Dream Big in Big D prize party!



MARY KAY
**CAREER
CONFERENCE
2017**

Get wrapped up in the infectious energy of positive, driven women who are also seeking success in their MK businesses! One of the great things about Career Conference is that the locations are near you, usually within driving distance. So join us at Career Conference for a weekend of fun, dynamic events featuring riveting content that can help you have the year of your dreams. To stay in the know, download the Mary Kay® Events App and keep checking intouch for updates.

You can still register on-site! (space permitting)



SEE YOU AT THE TOP!

QUEEN'S COURT OF SALES

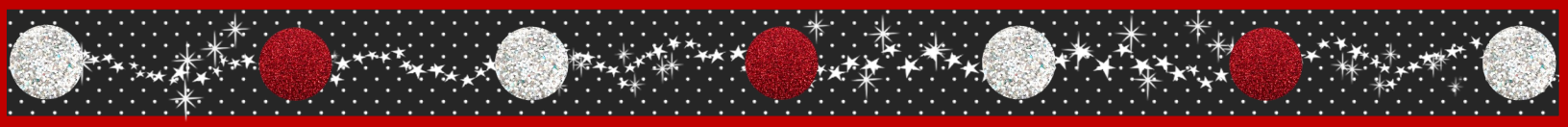
GOING UP!



| # | Name | YTD Retail | YTD PC Prem & Add'l Credit | YTD Total |
|----|----------------------|-------------|----------------------------|-------------|
| 1 | Kimberly A. Robinson | \$13,815.40 | \$4,288.50 | \$18,103.90 |
| 2 | Kayla R. Baker | \$10,781.00 | \$2,742.00 | \$13,523.00 |
| 3 | Madison A. Mitchell | \$6,120.00 | \$4,263.00 | \$10,383.00 |
| 4 | Doralee Junkar | \$5,824.50 | \$4,000.00 | \$9,824.50 |
| 5 | Tammy G. Daley | \$5,630.00 | \$1,481.00 | \$7,111.00 |
| 6 | Madeline K. Umhoefer | \$6,464.00 | \$530.00 | \$6,994.00 |
| 7 | Virginia O. Jones | \$3,595.60 | \$1,750.60 | \$5,346.20 |
| 8 | Connie M. Moon | \$3,792.00 | \$1,553.00 | \$5,345.00 |
| 9 | Maria Rodriguez | \$3,836.00 | \$1,047.00 | \$4,883.00 |
| 10 | Barbara K. Sells | \$3,209.00 | \$1,205.00 | \$4,414.00 |
| 11 | Kim S. Eickholt | \$4,283.00 | \$0.00 | \$4,283.00 |
| 12 | Margaret T. Higgins | \$3,100.00 | \$1,159.00 | \$4,259.00 |
| 13 | Stephanie L. Barrera | \$4,233.00 | \$0.00 | \$4,233.00 |
| 14 | Yashira D. Rivera | \$4,184.00 | \$0.00 | \$4,184.00 |
| 15 | Casey S. Kliza | \$3,211.10 | \$938.00 | \$4,149.10 |
| 16 | Rebecca R. McBride | \$1,490.00 | \$1,490.00 | \$2,980.00 |
| 17 | Londa R. Cohen | \$1,482.00 | \$1,482.00 | \$2,964.00 |
| 18 | Geneva R. Boehme | \$1,479.00 | \$1,479.00 | \$2,958.00 |
| 19 | Marla E. Puckett | \$1,478.00 | \$1,478.00 | \$2,956.00 |
| 20 | Meagan N. Want | \$2,021.00 | \$866.00 | \$2,887.00 |
| 21 | Krystal D. Coker | \$2,078.00 | \$463.00 | \$2,541.00 |
| 22 | Lelania Hearn | \$2,387.00 | \$0.00 | \$2,387.00 |
| 23 | Jessica L. Jones | \$2,374.00 | \$0.00 | \$2,374.00 |
| 24 | Shawn R. Jones | \$1,730.50 | \$251.50 | \$1,982.00 |
| 25 | Cheryl L. Ford | \$1,912.00 | \$0.00 | \$1,912.00 |

QUEEN'S COURT OF SHARING

| # | Name | Seminar Qualified Recruits | Earned Recruit Commission Credit |
|---|----------------------|----------------------------|----------------------------------|
| 1 | Kayla R. Baker | 3 | \$430.14 |
| 2 | Kimberly A. Robinson | 2 | \$222.77 |
| 3 | Meagan N. Want | 2 | \$109.09 |
| 4 | Tammy G. Daley | 1 | \$83.65 |
| 5 | Doralee Junkar | 1 | \$72.08 |
| 6 | Madison A. Mitchell | 2 | \$67.86 |
| 7 | Elizabeth H. Padgett | 19 | \$1,065.71 |



TEAMWORK MAKES THE DREAM WORK

WHOLESALE ORDERS

These women invested in their business last month!

| Name | Amount |
|----------------------|------------|
| Kim S. Eickholt | \$1,856.00 |
| Stephanie L. Barrera | \$1,352.00 |
| Jessica L. Jones | \$1,038.00 |
| Kayla R. Baker | \$942.00 |
| Chelsea L. Moore | \$658.50 |
| Krystal D. Coker | \$644.50 |
| Sarah P. Moment | \$603.50 |
| Lauren N. Walker | \$600.50 |
| Madison A. Mitchell | \$530.00 |
| Barbara K. Sells | \$470.50 |
| Margaret T. Higgins | \$286.50 |
| Connie M. Moon | \$286.00 |
| Deborah Ford | \$285.00 |
| Patti Peters | \$283.00 |
| Meagan N. Want | \$245.50 |
| Virginia O. Jones | \$244.00 |
| Kimberly A. Robinson | \$240.25 |
| Tammy G. Daley | \$226.90 |
| Tanya L. Derossett | \$225.00 |
| Lelania Hearn | \$225.00 |
| Lillian R. Lucas | \$133.05 |
| Cheryl L. Ford | \$69.00 |
| Casey S. Kliza | \$48.00 |

TEAM BUILDING

| Name | Recruits |
|----------------------|----------|
| Krystal D. Coker | 2 |
| Madison A. Mitchell | 2 |
| Chelsea L. Moore | 1 |
| Kayla R. Baker | 1 |
| Elizabeth H. Padgett | 2 |



Adapted from Sales Director Sherry Hanes

Days women are honored during Spring 2017:

- April 26—Administrative Professionals Day
- May 2—Teacher's Day
- May 12—Nurse's Day
- May 14—Mother's Day



You may wonder why I am bringing up spring holidays now while it is officially still Winter outside. It's because we often miss out on seasonal selling opportunities because we aren't prepared. I encourage you to put these dates on your calendar and plan your spring selling strategy now.

There are so many cute ideas on Pinterest and other places with themes specific to these spring dates and events, which you can utilize in packaging and sharing your Mary Kay products. I know that many of you are so creative and would love to tap into to these opportunities, but you must plan ahead rather than letting these holidays sneak up on you.

Below are suggestions on what you can start doing today:

- Review your existing customer base and list women in management, or whose husbands are in management, to target for Administrative-Professional Day purchases.
- Which customers work in the medical field or at a school?
- Make a list of people you know and businesses in your community that give gifts for these spring occasions.
- Start now making new contacts and generate a list of prospects to follow-up with closer to each holiday.
- Start now asking people, "Have you given thought to your _____ gifts yet?" This will plant seeds far in advance.
- Design a Spring Portfolio featuring women who will be celebrated in the Spring.
- Develop gift ideas that are themed for each holiday.
- Have products on hand, wrapped and ready to sell.
- Put together an on-the-go basket of wrapped items
- Schedule holiday pampering sessions
- Utilize social media to promote your gift service and pampering parties honoring women around these special occasions.



LEADERS ON THE MOVE

FOLLOW THE CAREER PATH TO SUCCESS!

Senior Consultant

- 1+ Active Team Members
- 4% Commissions



Star Team Builder

- 3+ Active Team Members
- 4% commission
- \$50 bonuses
- Wear The Red Jacket



Team Leader

- 5+ Active Team Members
- 9-13% Commissions



On Target for Car

- \$5000 wholesale
- Car or \$425/mo CASH
- 5+ Active Team Members



Director In Qualification (DIQ)

- 10+ Active Team Members
- Star Status
- 9-13% Commissions



New Sales Director

- Class of 2017 Jewelry Collection
- See intouch for more perks!



Team Leaders

Recruiter :Kayla R. Baker
Stephanie L. Barrera
Krystal D. Coker
Kim S. Eickholt
Virginia O. Jones
Madeline K. Umhoefer
Haley Collins
Guadalupe Lopez
Kristina E Rodriguez

Star Team Builders

Recruiter :Kimberly Robinson
Kayla R. Baker
Margaret T. Higgins
Madison A. Mitchell
Meagan N. Want
* Brittani R. Bigley
* Sara M. Higgins
Courtney R. Robinson
Kelley E. Robinson
Victoria L. Robinson
Lisa M. Shaw
Karah Souza
Leigh A. Yeager

Senior Consultants

Recruiter :Tammy G. Daley
Lelania Hearn
* Darrelene H. Ryan
* Leslie Stevens
Jennifer Calvert
Emily Daley
Dayna K. Honeycutt
Ariole S. Jones

Recruiter :Doralee Junkar
Yashira D. Rivera

Recruiter :Madison A. Mitchell
Jessica L. Jones
Chelsea L. Moore
* Ashlyne J Covington

Recruiter :Meagan N. Want
Doralee Junkar
Casey S. Kliza
* Alexandria M. Smith
Natalie Q. Huffman

*Indicates Inactive, #-Indicates T Status., Place a \$225 wholesale order to become active.



LOVE CHECKS FROM MARY KAY

13% Recruiter Commission Level
Elizabeth H. Padgett

\$545.32

4% Recruiter Commission Level

Kimberly A. Robinson
Madison A. Mitchell
Tammy G. Daley
Meagan N. Want

\$80.16

\$67.86

\$9.00

\$1.92

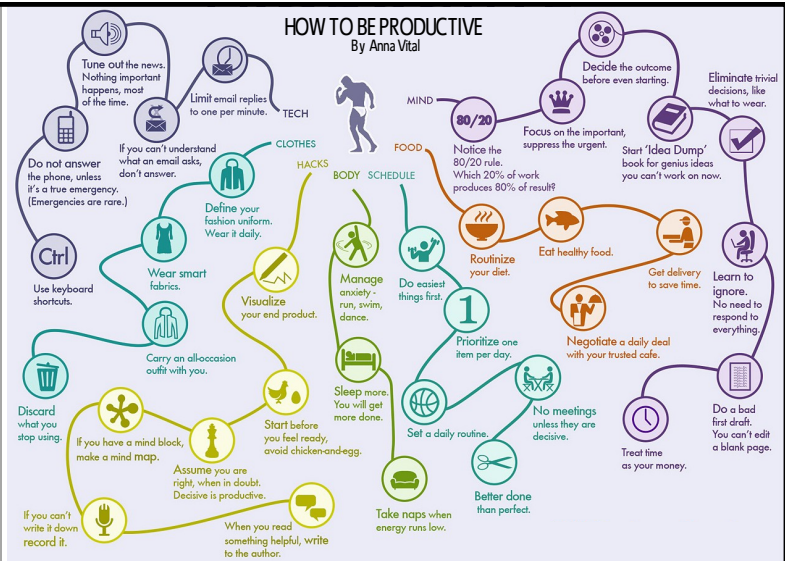
9% Recruiter Commission Level
Kayla R. Baker

\$368.69

LOOK WHAT'S HAPPENING

MARCH 2017 COMPANY DATES:

| | |
|-----------|--|
| 1 | <ul style="list-style-type: none"> Postmark cutoff for Consultants to mail Commitment Forms to begin Director Qualification this month. DIQ Commitment Form available online at 12:01 a.m. CST |
| 3 | <ul style="list-style-type: none"> Last day to submit online DIQ Commitment Form. Commitment form available until midnight CST. |
| 15 | <ul style="list-style-type: none"> Postmark deadline for Q 3 Star Consultant quarterly contest. Deadline to make Q2 Star Consultant prize selections. |
| 16 | <ul style="list-style-type: none"> Quarter 4 Star Consultant quarterly contest begins. Summer 2017 Preferred Customer Program online enrollment for <i>The Look</i> begins. |
| 20 | Online prize selection available for Q 3 Star Consultants |
| 24 | Week 1 of Career Conference 2017 begins (March 24-25). |
| 30 | <ul style="list-style-type: none"> Last day of the month for Consultants' telephone orders. |
| 31 | <ul style="list-style-type: none"> Week 2 of Career Conference 2017 begins-Mar 31- April 1. Last business day of the month. Mailed orders & Consultant Agreements must be received today to count in Jan production. Last day of the month for Consultants to place online orders. Online Consultant Agreements accepted until midnight CST |



Productivity killer: Impulsively surfing the internet. Why? It takes you 15 consecutive minutes of focus before you can fully engage in a task. Once you do, you fall into a euphoric state of increased productivity called **flow**. Research shows that people in a flow state are five times more productive than they otherwise would be. When you click out of your work because you get an itch to check the news, Facebook, a sport's score, or what have you, this pulls you out of flow. This means you have to go through another 15 minutes of continuous focus to reenter the flow state. Click in and out of your work enough times, and you can go through an entire day without experiencing flow.

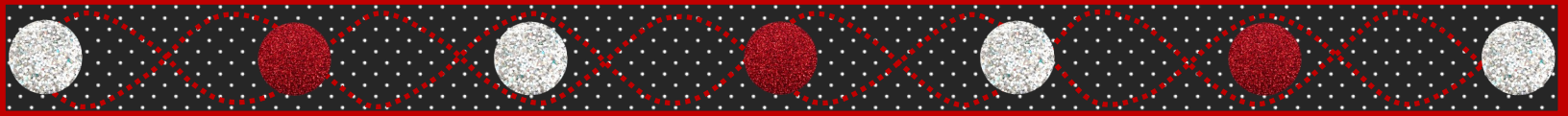


Words of Wisdom from Mary Kay

I sincerely believe that faith is an important part in anything we undertake. We can indeed do great things when we believe. Everyone has obstacles to overcome, but those with great faith can conquer whatever stands in the way.

CELEBRATE IN APRIL!

| Birthdays | Day | Anniversaries | Years |
|----------------------|-----|----------------------|-------|
| Stephanie L. Barrera | 3 | Leslie Stevens | 4 |
| Bobbie J. Duke | 11 | Marizela Garza | 4 |
| Victoria L. Robinson | 16 | Diane J. Wheeler | 4 |
| Chelsea L. Moore | 30 | Dayna K. Honeycutt | 3 |
| | | Kimberly A. Robinson | 3 |
| | | Diana Padgett | 2 |
| | | Jennifer Calvert | 2 |
| | | Lillian R. Lucas | 1 |
| | | Guadalupe Lopez | 1 |
| | | Margaret T. Higgins | 1 |
| | | Kelley E. Robinson | 1 |





ELIZABETH PADGETT

Sales Director
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 Spring, TX 77386
 832-229-0932
elizabethpadgett@marykay.com

Three Levels of Customer Service:

- 1 Do what is expected.
- 2 Do what is requested.
- 3 Surprise & Delight!
 (Go the extra mile to make them feel special & appreciated)

—Shared at 2017 Leadership Conference



EMBRACE YOUR DREAMS!

Many times we are waiting on our ship to come in when we don't actually know which ship to look for! It is important to be clear on what we desire our life to look like now, in five years, in 10 years, etc. Then, if we want to create that intention, we must commit to doing the right activities to generate that reality. Your answers to the following questions will help you "self-coach" your way to success:

- When it comes to achieving my goals, which one will most enable me to achieve my ultimate dreams. How do I get in my own way?
- If I could wave a magic wand, how would my life be different?
- What do I secretly yearn for? How can I bring some of it into my life?
- What do I want less of in my life? What am I tolerating and putting up with?
- Where is my focus this month and where do I want it to be in one year and 10 years from now?
- If I were to fully and completely live my life, what is the first change I would start to make?
- Often our stresses are largely self-created, so ask yourself, "where do I add stress to my life?"
- What's one way to get more energy into my life? Write down the first thing that pops into your head and do it!
- Need new options? Ask, "What are all the crazy, wacky and 'but there' things I could do to meet my goal?"
- What are 3 things I am doing regularly that do not serve me well or support me?
- What would I most like to be acknowledged for in my life?
- Goal going nowhere? Quantify the cost of doing nothing. Ask, "what will happen if I do nothing towards my goal?"
- How long is it since I really, really wanted something and went all out for it? What was it? How did I do it?
- Who will I have to become to have all that I want? Remember the Be>Do>Have formula
- What's one change I could make that would give me more peace and calm?
- What do I avoid? How does this avoidance affect my life?
- What are my top three priorities this week? Do my activities and my calendar reflect these priorities?
- If I chose to really stretch myself, what would I aim for? Why?
- What skills and resources do I need to develop in order to achieve my goals and dreams?
- Imagine you just had your ideal week. What three things did you complete? It's all about being clear on your priorities.
- If I were to consider what's possible, instead of what's probable, what could I do differently?
- With which inspiring and energizing people can I surround myself with, who will be supportive of me achieving my goal?

I encourage you to take the time to answer these discovery questions for yourself. You could be led to something that is possible and waiting that you have not allowed to surface! Many thanks to "The Coaching Tools Company" for these thought-provoking questions.

