



My Mary Kay Journey

My journey to becoming brave! Finding the giant inside!

My journey begins with me as a totally introverted, newly married, 21 year old, who believed that there had to be more to life than being uncomfortable in her own skin!

I had graduated from college with a degree in accounting. I chose accounting not because I was a mathematician, but because I wanted a job where I was alone in a cubical, not having to interact with other people. You see I was bullied in 7-9 grade by the "jocks" which makes you very unpopular with everyone when you are on their hit list!

Not sure what I did to get on their radar; although it may have had something to do with the fact the entire 7-12 grade classes numbered about 200 TOTALQ. We were all in the SAME building all day! My aspiration was to be a wall flower, not in the spotlight or in front of others. So much so that even though I wanted to be the "brain" I was too shy to graduate at the top of my class because that would mean I would need to give a speech at graduation; so I sabotaged my grades to come in 4th; and I did!

So getting into "SALES" was not at the top of my list. When I graduated from college our country was in a recession and everyone was looking for work. The employment agencies would not even give out info on jobs if you didn't have at least 4 years of experience. So us newbies were just out of luck! Fortunately God has a sense of humor and here I am! One day a friend and I headed to the unemployment office to "see" if there was anything out there for us. She got an interview and I dropped her off and went back to the office to look some more with no luck!

I headed back to pick her up and she was not done yet so they ask me if I wanted to "SIT" in on it. This seemed strange to me until I realized she was looking at a door to door sales position. I did sit in but told them I WAS NOT interested. Long story short I fell in LOVE with the product and signed on to be a door to door (introverted, shy) sales lady! It was through this job I realized I LOVED people! (still not the jerks from HS but everyone else...LOL) I wasn't great at sales but did alright.

One fateful morning in April while out canvassing a neighborhood, I met the sharpest, sweetest, funniest woman ever. Rosalie D!

She was having so much fun with my vacuum demo I was a bit uncomfortable with her Free Spirit but deep down inside....I wanted to be like that! So I stepped so far out of my comfort zone I got lost; to ask her to tell me about what she did! Everything she shared with me from how fantastic the product was; (the day I met her she looked younger than she did in a photo of her from 10 year earlier....I WAS SOLD) to the self improvement course I would figuratively get paid to take, to the support and free training. I had to say yes. And as we in Mary Kay like to say, "The REST is Her-story!"

The more I learned about the business, the more in love I became with everything Mary Kay Ash stood for. My journey has not be a steady climb to the top; more like a very scary twisty turney flip you upside down, backward, forward kind of roller coaster ride. Today what I appreciate most is the person I have become from this journey and especially who my children have become watching me try, fail, try, fail, get back up, try again, and again and succeed! I owe a debt of gratitude to Mary Kay Ash and her belief that God only made a somebody; to my success!

My passion has become helping other women find out how really great that they can be and helping them to find their GIANT within!

Jo Ann Kruse

