

*The Effect of Servant Legacy Leadership



God asked us to "Do Unto Others" and with our business we truly have the ability to impact the lives of everyone around us! When a woman feels great on the inside, she becomes a better Christian, wife, mother, employee! We can be the person who can transform her day if it wasn't a positive one for her.

When we are living in our passion, we can fill our cup so that when we change hats from "worker" to Christian we have more positive energy to give to God! Mary Kay always told us, "God did not have time to make a NOBODY only a SOMEBODY." When you have a God-sized goal, He is the one to get the honor and glory for is accomplishment. This will keep us living in humility!



As wives or single women; we can give more to others and our families when our cup is being filled! We cannot give to others when our cup is empty. I have heard it said, "When you are walking down the street and a stranger runs into you and spills the drink you are carrying; whatever is in that cup is what spills out!" Same is true with emotions you are carrying. If your cup is full of frustration from the day ~BAM; frustration is what will spill out when you get bumped. If you are joy-filled ~SNAP; joy will be what is being spilled out! Mary Kay can fill your cup with so many blessings that it is easy to fill that cup with goodness! We owe it to others to be the 'Best Version of Ourselves!!!!'



Have you heard the saying, "More is caught than is taught." When you are a work from home Mom-preneure; you children are going to learn valuable life skills that will serve them throughout their lives. A Mary Kay business can be a family affair. When my kids were small, I would have them unpack product, put labels on product, and they would get money in a jar for a treat. We used this as a way to teach money management. Give 10% as a tithe, 50% to savings and 40% for things they wanted. We worked on goals as a family. They would do their part with chores so I could work on a goal and we had a family goal tied to my Mary Kay goal! Today they are all successful in their money management, time management and more! Valuable lessons learned!



When you build a team of women who are all moving in the direction of a common goal, you can build a force to be reckoned with! The year our Senior Director Nikki McDaniel was racing for million; many of us had our best year ever in the pursuit of the Million Dollar Unit Club! The perks we were awarded at the end of that year was spectacular! Limo ride to awards night, special unit video and front row seats! The best part was getting to see God in action bringing it all together! Our unit ended up in the #1 spot in the Circle of Excellence! What God-sized goal do you have that will inspire other women to reach for their own God-sized goal? When you go full out for your goals; you inevitably give others permission to do the same! Who's goal is connected to YOUR GOAL????



Did you know Mary Kay Ash herself set up our NSD position? She did this to ensure that our company philosophies remain the heart and soul of our company after she would no longer be with us! As sales directors you can pass on your position to other women and build a National Sales Area! As a National you get to work with and build offspring Sales Directors who become a "family" that love and support each other all areas of life! Becoming a Legacy NSD is the epitome of success in Mary Kay. The surprising part of building this legacy is that it gives back to YOU and YOUR family! As an NSD, the company will take your last 5 years as an NSD; throw out the 2 lowest years income and average out the other 3. This is the amount YOU will receive for 15 YEARS after retirement! Nationals today are retiring with incomes in the mid six figures. Several are over earning more than ONE MILLION in commissions a year for the next 15 years!



This is, was and always will be Mary Kay's SECRET for building this kind of legacy leadership..... **3 + 3 + 3 (see below)**.

When you follow this plan week in and week out; success will be guaranteed!

I dare you to try it!

3 NEW PARTIES

Book enough parties that you are holding 3 per week or 12 - 15 FACES in a week.

\$300 IN NEW SALES

When you focus on \$300 in new sales and let your reorders be extra; you will be amazed at your income potential!

3 NEW CAREER CHATS

When you share the career info with 3 new women each week; you will be moving up quickly.