

TRYING vs. DOING

"Try not. Do or do not, there is no try." --- Yoda (as seen on www.quotemountain.com)

When someone you have invited to a party says "I'll try to make it", do you count them as a YES or NO? In my experience so far, that usually means they won't show. That's why it is disturbing when a prospect says to me they want to "give the business a try". What are the odds of them succeeding? Not good. Are you making the commitment to your business success or are you saying things like "I'm really trying!" or "I'm going to try harder tomorrow."

As the mother of a two year old, there are things that must happen for my daughter to grow up. She must learn how to walk. She must learn how to use the potty. As parents, we approach these tasks as things that will happen eventually and every day we work toward the end result without consideration for how long it is taking. You don't hear mother's say "I'm going to try and teach my baby to walk, but if she doesn't start walking in a couple months I'm going to give up and let her crawl from then on." NO! You don't hear parents say "I'm going to try and get my child to use the potty, but if that doesn't work out, I'll just keep them in diapers for the rest of their lives." NO! Parents set out with specific end results that must happen. They are committed to the end result and will keep at it until the end result is achieved. I know this is true because I haven't seen any crawling, diaper wearing teenagers.

What a shame most of us don't bring that kind of focused commitment to our businesses! What if you set your focused attention on the top level of your company's compensation plan and made the commitment that you weren't going to stop working toward it until you achieved it? Wouldn't that make a difference in how much you accomplished every day? Every week? Every year? You would have committed to the accomplishment of the end result, so each day you know exactly where you need to focus your attention. Step by step you will progress toward that goal just as sure as step by step a baby learns to walk. You won't need to waste any of your valuable time wondering what you are going to do if you fail or stop, because you aren't going to stop until you succeed. Are you ready to make that kind of commitment to your business?

Try not. Do or do not do, there is no try.

http://www.mydswa.org/annual_dswa_convention.asp <----- a fabulous opportunity to network and share ideas with top performing representatives from many direct selling and party plan companies. KEYNOTE SPEAKER: JACK CANFIELD! I'm going -- hope to see you there!

Featured Product: LIPSTICK BANK. These really cute looking LIPSTICK BANKS can be used to build your beauty business. Fill them with lipstick trial sizes or jelly beans or pink ribbons and have people at a fair or home show guess how many are inside for a chance at a prize or drawing. You can also use them as unique ways to present gift certificates as the sides are see through. Order them at www.winnerinyou.com under SALES AIDS under LIPSTICK BANKS.

Only \$3.99 each, they come in light pink and red, your choice.

Pictures from the Allentown, PA seminar are now available on www.winnerinyou.com click on PHOTO PAGES and then on SEMINARS AND EVENTS 2007 FORWARD. While you are in the PHOTO PAGES section, be sure to check out the latest LYDIA MAE pictures -- she's modeling her MINNIE MOUSE ensemble and her PRINCESS JASMINE outfit that she received for Christmas this year!

<http://www.birthdaychocolates.com/> <----- a fabulous service that I have used for over 10 years to reward my top producers in my downline to celebrate their Birthday.

As you can probably tell from my comments at the beginning of this e-mail, Lydia Mae and I are starting our potty training. I knew it was time to start when she came up to me the other day, lifted her leg, pointed at her diaper and said "I have a big poopie in here!"

Have a fabulous week filled with focus and commitment! Can't wait to see you in Vegas in April!

Lisa M. Wilber

Lydia Mae's Mommy and owner of www.winnerinyou.com

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