

HONESTY WITH OURSELVES

"Our lives improve only when we take chances - and the first and most difficult risk we can take is to be honest with ourselves." -- Walter Anderson

I receive many calls from members of my team and colleagues who ask me why they aren't making the money I'm making. They believe they are doing the same things that I'm doing so should be making what I'm making. The first thing that I suggest that they do is to keep a work journal. I remember when I decided to keep a work journal shortly after I went full time into my direct sales business. I had gotten laid off from my secretarial job and was desperately trying to earn enough to replace my income with my direct sales business. I realized that if I intended to earn full time income, I should be putting in full time hours. What I found when I kept a journal was shocking to me. I *thought* I had been working full time when the reality was much different. I consider 40 hours per week as full time. Sure, I ate up 40 hours doing my business, but a very small percentage was taking place face-to-face with customers and recruits. So I decided to keep the journal a new way -- I would only count the hours that would directly benefit my profits -- usually that would mean selling to or finding a customer or signing up or supporting a downline member. It didn't take many days for me to realize why I wasn't earning the money I needed to earn. I hadn't been honest with myself. I told myself I was working full time when I really wasn't. How many hours a week are you investing in your business doing profit producing activities? If it's not full time hours, be honest with yourself. Now if you don't want to earn full time income, then it's no big deal. But if you are expecting full time income working part time hours, that's probably not realistic. Have you heard this definition of insanity? Doing the same thing over and over and expecting different results. If you want to earn full time income (and then some) you'll need to invest full time hours (and then some) on profit producing activities for your business. So if you are unhappy with your income, start keeping a work journal and be honest with yourself. As William Shakespeare is quoted as saying "No legacy is so rich as honesty". Start by being honest with yourself.

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WINNER IN YOU PRODUCT ADDITIONS We've added quite a few new products to our

line this month! To see the new additions, go to www.winnerinyou.com and click on PURCHASE PRODUCTS. We've added two great books "The Go-Giver" by Bob Burg and John David Mann and "Go For No" by Richard Fenton and Andrea Waltz. Just so you know, I won't carry a book on my line unless I love it! We've also assembled a "Bob Burg Book Bundle" of four of Bob's books that will save you \$10 when you

purchase the bundle. In a previous announcement I told you about the addition of the CARD CADDIE -- a brilliant way to get new customers. The CARD CADDIE is quickly becoming our best seller and we are receiving lots of positive feedback on the ways it has helped businesses grow. We've also added 5 new Rubber Stamp designs for you to use on your downline newsletters, customer invitations and customer receipts. Just click on RUBBER STAMPS to see the new additions. www.winnerinyou.com

We need YOU! Join the excitement of helping a great cause -- sign up to participate in the Avon 2-Day Walk for Breast Cancer. If you are an Avon Representative or Avon Employee, we'd love to welcome you to the official TEAM AVON for the Boston, MA walk. When signing up for the Boston Walk ([_www.avonwalk.org_ \(http://www.avonwalk.org\)](http://www.avonwalk.org)), which takes place May 17-18, just use avon1 as the password to be included on the official TEAM AVON. I can show you how to turn this worthwhile cause into a worthwhile business building tool, too. Don't want to walk but you'd like to donate? Visit www.lisawalks2008.com.

Me, my Mom and Lydia Mae hope to see you on the upcoming MLM Cruise, November 29 - December 6, 2008. Top industry speakers will hold classes during the days the cruise ship is at sea. Fabulous trip where you'll get to rub elbows with top speakers and top producers from the MLM profession from all over the world. Visit Art Jonak's web site for more details: www.artjonak.com click on CRUISE.

Speaking of fabulous events, be sure that you are in Las Vegas April 17 - 20 for the Direct Selling Women's Alliance Education Celebration Event. Keynote speaker: JACK CANFIELD (Chicken Soup for the Soul). You won't want to miss this event! I can't wait to see you there! Visit their web site for more information and to register: www.dswa.org

The January 2008 issue of my downline newsletter "The Yankee Peddler" is now available for free download in the DOCUMENT LIBRARY on www.winnerinyou.com

I hope you have a fabulous week ahead. Take a minute to see the new pictures of Lydia Mae's Princess Room. You'll have to tell me if I've gone "over the top" or not. Most people that see it roll their eyes and shake their heads! <grin> go to www.winnerinyou.com click on PHOTO PAGES and then on CASTLE IN PROGRESS.

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