

Multi-tasking

It's almost been one year since Lydia Mae came into my life, her first birthday is June 14th. I've been surprised over this last year how everything is so different -- everything looks different, feels different. The world has somehow changed. I've taken to calling it moving from "No kid land" to "kid land". It's like I took a space ship to another planet! The rules I knew from "No kid land" don't seem to apply here. I now have a much deeper understanding of the struggles of working motherhood that many of you have told me about for years. I always empathized, but now I really get it. Over this last year, one thing has become glaringly obvious to me: I must use every waking minute of every day to the best of my ability or I won't be moving toward my goals and dreams. Most days, this requires multi-tasking. As a Mom, many of you already do this with your home tasks. You have laundry going in the washer and dryer while you are loading the dishwasher while you are also preparing the night's meal. But are you using this skill to build your business? Think each day of how many ways that you can work your business into your life. Here are a couple examples to get your mind thinking in new directions:

1. Household task: grocery shopping; Business multi-task: give brochures out to everyone you come in contact with at the grocery store. Start by leaving some brochures in a Brochure Box (available at www.winnerinyou.com click on PURCHASE PRODUCTS and then on SALES AIDS) attached to the window of your vehicle -- that way potential customers and recruits can help themselves to your company literature while you are shopping. Give a brochure and sample to the person at each of the grocery store departments that you pass: the Bakery, the Seafood Department, the Deli Counter, the Fruit Department, the Meat Department, etc. Say to the person behind the counter: "I brought this for you!" with a big smile. Place a help wanted mini poster under a can of peas and a box of cereal while you are shopping. Be sure to visit the Ladies Room and put a brochure and help wanted mini poster near the mirror or in each stall. When you check out, give a brochure to the person behind you in line, the person in front of you in line, the cashier and the bagger. Be sure to stop at the Customer Service desk and leave a brochure with sample and say with a huge smile "I brought this for YOU!" Will you ever get asked to stop leaving your literature in the store? Maybe, maybe not. In my opinion, if you don't get in "trouble" once in a while, you simply aren't trying hard enough! If you are asked to stop, apologize and go to another store the next time you shop. All new potential customers and recruits are waiting at the next store.

2. Household task: Doctor visit; Business multi-task: bring extra brochures to leave in the waiting room and in the Ladies Room(s). If you have to go to the Clinic or Hospital, try and see how many of the waiting areas you can find to leave your brochure or company literature. Be sure to check the map of the facility so that you find all of the Ladies Rooms. Give your nurse a brochure as well as your doctor, the attendant that takes your blood pressure and the

one that draws the blood for your tests. Don't forget the X-Ray tech when you go for your Mammogram. "I brought this for you!" always works for me. Be sure to offer a brochure and free sample to the other patients waiting in the waiting room -- most will appreciate the distraction. As with the grocery store, be sure to leave your Brochure Box on your vehicle so that potential customers and recruits can help themselves to your materials while you are at your appointment.

Attention Avon Representatives, District & Division Managers: a fundraising effort has started to honor the first "Avon Lady" Mrs. P.F.E. Albee! Lisa Wilber, working with the Winchester Historical Society, has set up a special web site: www.honormrsalbee.com and is attempting to raise \$50,000.00 in the hopes of having a room at the Winchester Historical Society named after Mrs. Albee and having that room furnished with Mrs. Albee period furniture and Avon memorabilia. Visit the web site for more details and how you can become a sponsor. If you are willing to distribute flyers for this fundraiser (which has been approved by Avon corporate), e-mail Lisa Wilber for a .pdf version of the flyer so you can then make copies to distribute. (Lisa@winnerinyou.com) The flyer will also be available on www.winnerinyou.com in DOCUMENT LIBRARY within the next few days. The goal is to present the \$50,000.00 check with a full set of the Mrs. Albee award statues on December 7, 2006 to the Winchester Historical Society. Winchester, New Hampshire is Mrs. Albee's home town, December 7th is the anniversary of her death. The National Special Events Registry has designated December 7th "Mrs. P.F.E. Albee Day"! I hope you'll help me honor the woman who blazed the trail for all of us at Avon.

Watch for more details on upcoming Lisa Wilber/The Winner In You seminars in the following locations: * Dallas, Texas - August 19 * Anaheim, California - end of September * Phoenix, Arizona - mid-October If you live in the Dallas, Anaheim or Phoenix area and want to assist with organizing the seminar in your area, please contact me at: Lisa@winnerinyou.com

www.dswa.org <----- Direct Selling Women's Alliance. Be sure to check this organization out! October 13,14 & 15 the DSWA will be having a Leadership Retreat in Phoenix, Arizona. You must have a minimum of 200 in your downline to attend. I attended the DSWA Education Celebration in Dallas in April and had a life changing experience! I would not miss this Phoenix Leadership Retreat! Will I see you there?

Did you see our friend Sue Fabisch's latest CD in Wal-Mart yet? If you can't find it at your local Wal-Mart, go to www.music4mommies.com to get yourself a copy. I always thought Sue's songs were funny, but now that I've been a Mommy for a year -- they are HILARIOUS! Songs like "The Kids Are Finally Asleep", "Soccer Mom", "Wal-Mart Woman" and "Ode to an Avon Lady" kept me laughing to the point of tears! Sue's new CD got a write up in the April 24th issue of Country Weekly magazine on page 14! Way to go Sue! Keep making

us laugh so these messy diaper changes won't seem so bad!

Pam Heller from South Carolina, an Avon Senior Executive Unit Leader, is on a mission to get Avon to do National Conventions again. Pam always felt that when the Avon Ladies get together as a country, we learn more, boost our businesses to new levels and bring back that excitement to our teams. Do you miss Avon's National Conventions? Pam has a form letter that you can send to Joe Billone - - the Avon corporate guy in charge of over seeing such events. Pam's hope is to get 20,000 of these letters on Joe's desk so that he knows that there is a genuine interest among representatives for a National Convention. E-mail Pam at AVONBYSELL@aol.com for more information or download the letter at http://home.comcast.net/~avon_md/avonconventionrequest/conventionrequest12.pdf

Be sure to check out the latest photos -- all of the Groveport, Ohio seminar pictures are now online, new pictures also are in FAMOUS FACES and, of course; LYDIA MAE'S SPECIAL. Go to www.winnerinyou.com click on PHOTO PAGES. In our PURCHASE PRODUCTS section, you'll find the new DSWA book "More Build It Big" with a special package deal with the original "Build It Big". Remember when ordering books where Lisa Wilber is the author or co-author (I wrote chapters in both Build It Big books) -- just add a "please autograph" in the comments section of your online order and I will be happy to sign your book for you.

Have a great weekend! I'm having an Elmo Birthday party for my Princess Lydia Mae tomorrow with 12 kids! Wish me luck!

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