



Discover Your Emotional Why

What made you decide to join Mary Kay?

What does success mean to you?

At what point in building your MK business will you truly feel successful?

What will be in place in your business and personal life when you reach this point?



How will you feel when you achieve this goal?

How will your children feel about you when you achieve this goal?

What will your spouse think about you when you achieve this goal?

Who in your past didn't believe that you could build a successful business?



Who would you like to see you as a success?

If you had more than enough income to meet all of your family's immediate needs, what would you do with your additional time and money?

What is behind your commitment to making your business a success?

Whose life will you make a difference in when you are successful in your MK business?
