



# Winning a Fight Against.....**You**

So the arena is set. The lights are on. The stadium is filled with people, shouting, screaming, excited.

You step out into the arena and into the ring. You can hear the applause from your fans. You have no idea who you will be fighting this round. You make sure your gloves are strapped on tight, check your shoes. You are ready to go, you can totally win this!



Just then, the lights dim - your opponent is coming. You feel your heart sink in your chest as the audience begins to cheer, but not for you. The cheers that burn your ears are for your opponent.

With blaring music and fireworks, you watch in slow motion as your opponent takes a step at a time to walk down the entrance to the arena. You can't see who your opponent is until the dim lights subside and out there standing in front of your face is the worst opponent that you are afraid to face.

The opponent that brings you weak to your knees, the opponent that will put up the toughest fight to beat you, to claim victory. Your teeth chatter, your hands shake, you feel yourself losing all momentum. You stare with fear in the face of your opponent. Who is your opponent, you ask? **Your opponent is you.**

Often times we fail to realize that our worse opponent is ourselves. We believe in ourselves, right? We have courage, determination, bravery.

We feel we are superman, or superwoman, yet, when it is time to take on a certain task, we crumble in fear. Our opponent, our inner selves, tells us that we cannot achieve our task. We should give up, we just can't do it.

We are our own worst enemy. The task for each of us is to stare down our inner opponent, let the protagonist defeat the antagonist within ourselves. The fight may not be easy, that's why there's a fight, but if we try with all of our might, with all our heart, our head, everything that we have within us, we can defeat our opponent.

Today, go out and defeat your opponent--you. Simply because you have to, or you will not ever win.



## Team Building Inspiration to Increase Your **Confidence**

"Team-building simply is transferring your belief in the Mary Kay opportunity to another woman," says Independent Executive Senior Sales Director Julie Danskin of Woodbury, Minn. "Think of it in the same way as you transfer your belief in the products to others." In Julie's experience, team-building becomes overwhelming when you don't believe in yourself, and you fear rejection.

"Have a rock-solid belief in the Company and the opportunity – even if you haven't yet reached your ultimate business goals," she shares.

### Julie's top team-building tips:

1. Use the four-point recruiting plan. (Go to Mary Kay InTouch® for details.)
2. Hold parties and facial at least 10 people per week.
3. Look for people who want something more; find a need and fill it.
4. Become a master at telling your personal success story and help relate it to your potential team member.
5. Graciously let go if someone is not interested and keep them as a loyal customer.
6. Keep practicing.

