

## Significant Questions

1. Do you see yourself as a powerful –resilient – accomplished woman – successful woman?
2. Do you feel/think that your work is meaningful and that you do make a difference for women through it?
3. Do you feel/think that this opportunity has the potential to allow you to live your dreams, make all of the money that you desire to make and pursue an abundant quality of life?
4. Do you feel/think that you have more potential than this business opportunity? Are there any limitations that are not working in your favor? Barriers or ceilings?
5. Do you feel/think that this opportunity has more potential than you are allowing yourself to take advantage of?
6. Do you feel that all the resources that you need to become as successful as you want to be are available to you?
7. Do you feel that there are resources – answers – solutions that are not in place or that they are not available to you? Explain.
8. Write down 3 reasons why you know you are powerful.
  - a. WHY:  
BECAUSE:  
WHEN:
  - b. WHY:  
BECAUSE:  
WHEN:
  - c. WHY:  
BECAUSE:  
WHEN:
9. Say your name out loud and state three adjectives about yourself.
10. Write down 3 areas of your business that you feel powerful when you are in the midst of them.
11. Do you feel masterful in those areas? If not – what do you need to do to feel or become masterful?
12. Are there any areas of your business that you want to strengthen so that you feel more confident and more powerful?

13. Do you know your why? Why you want to be successful – what it will bring to you?

- *How you will feel when you have reached your goals?*
- *Do you know WHY you want to work?*
- *And do you believe you will achieve what you want?*
- *Can you see it in your mind's eye?*

14. What are you going to accomplish by the end of June?

15. Where do you need to be by the end of \_\_\_\_\_ MONTH to be OT for that goal?  
Production wise and number wise?

16. What car will you be driving by the end of \_\_\_\_\_?

17. What amount of production do you need to have in to be OT by the end of:

18. What is your star consultant goal for this quarter?

Personally \_\_\_\_\_

Star Consultants in your unit \_\_\_\_\_

19. Number of Reds –

how many do you currently have \_\_\_\_\_

how many will you have by the end of \_\_\_\_\_

What will your bonus be? \_\_\_\_\_

20. What is your strategy to build them?

21. When you look at your production goal for the month – Do you know exactly what to do to make it happen – or are you confused about what to focus in on?

22. What aspect of your business do you love the most?

23. Is there anything that you have decided not to do – that you really need to do to be a smart business woman?

24. If you had a storefront business – would you run it differently – look at it differently than you do your MK business?

25. Would you respect the amount of time that you dedicate more if you had to show up – get dressed – be there – regardless of circumstances or distractions.

Do you feel that others respect the amount of time that your business/ success requires?  
Would they respect it more if you had a 9 to 5 job?

Do you think their respect for what you do is a reflection of your respect or just their lack of understanding?

26. What do you do daily to keep your head in the game? When you get knocked out of the game...frustration – discouragement – life happenings – What do you do to get your mind back on track?

27. What three things do you feel/think sets us apart from any other business in the world. What causes us to be unique – special – uncommon?

28. What aspect of this Mary Kay opportunity/environment are you most grateful for?