

Nothing happens until someone sells something. If you can dream it, you can do it. You can do anything in this world that you want to do if you want to do it badly enough and you are willing to pay the price. If you think you can, you can. If you think you can't, you're right. Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far your mind lets you. What you believe, remember, you can achieve. Look for the silver lining of success – it's close by every failure. There are three types of people in this world: those who make things happen, those who watch things happen and those who wonder...what happened? Dare to grow into your dreams. Behind every achievement, large or small, lies a plan. Hitch your wagon to a star. A house is indeed only as strong as the foundation on which it was built. And the foundation of Mary Kay is the Golden Rule. If there ever is a question about how to deal with a situation, put yourself in the place of the other person and treat that person as you would want to be treated. Before you ever receive the wonderful treasures of a happy life, you must first give. If you have an idea and you keep yours, and I have an idea and I keep mine, we each have one. BUT – if you give me yours and I give you mine, we each have two! A determined person cannot be kept from success. Place stumbling blocks in her way and she will take them for stepping stones and will climb to new heights. A good goal is like a strenuous exercise -- it makes you stretch. I have always maintained that in a confrontation between two people, a sale is going to be made. You either sell them – or they sell you! We are doing something far more important than just selling cosmetics, we are changing lives.