



## WEEK 5 - ACTIVITY 1

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### Level 10 Confidence

#### Audio Transcript

Great leadership requires a high level of confidence. You already have it in you to step into the role of Red Jacket in your Mary Kay business! You just have to believe in yourself and surround yourself with women who will breathe that belief into you every single day.

Being confident does not mean the absence of fear but working through it, despite your fears! Mary Kay Ash said, "Action cures fear." On the same token, we can also say "Action boosts confidence." So when you are faced with many "No's" and feel discouraged as you work to earn your Red Jacket, just keep on going. Go and book that facial or party. Go and conduct that team building appointment. You will eventually get those "Yes's" because this business is all about the numbers. It's not magical, it's mathematical.

To help inspire your confidence this week, consider listening to at least 3 audio downloads from the MK Media Source. These great speeches presented by Independent National Sales Directors and Sales Directors who once made that decision to move into the Red Jacket Leadership. Be inspired and motivated by their stories and use that to fuel your commitment to step into Red Jacket leadership in your Mary Kay business.