

Think Like A Winner!! - New NSD JoAnn Barnes

1. **Think like a Winner!** Winners realize that they had to change their thinking and change who they "see" themselves to be.
2. **You will attract what you focus on!** Thinking abundant thoughts creates abundance. Ask yourself "who do I need to be in order to attract people to me?"
3. **You have the ability to live an empowered life.** You create your own reality by your belief and your attitude.
4. **Every adversity carries with it an equal force of benefit!** (Some people give up the goal when it looks like it will be tough to make it) Winners see the adversity and get busy seeking the resolution.
5. **We are limited in life by our own self-imposed limitations.** Your self-esteem = your paycheck! Create a picture of your success and step into it! Have a mental picture of you in that success and then think of that picture as TRUE! Prepare your mind and the work will follow. It takes real discipline.
6. **You must be different from "the Crowd".** Quit waiting for someone else's approval to "grant you the position" - begin now to assume the role!
7. **Expect only the best!** Play the game to win! You have not because you ask not!
8. **Before success comes COMMITMENT!** Are you personally committed to your goal and the Mary Kay's mission?
9. **Help others!** Help "others" be successful and you move yourself out of the picture.
10. **Develop staying power!** The difference between winners and losers is that winners get up one more time. It's called "Bounce Back Ability"! Never stop on a low... if you decide to stop, make sure it's on a high spot in your business.
11. **Winners accept the responsibilities for what they think and do!** Have the maturity and willingness to be fully responsible for your life! Do not point at anyone else or you give away your power!
12. **Winners are fully aware that their thoughts impact their life.** Winners know that life doesn't just happen. They know they are in control! They are in control of their belief systems and in their allocation of time.
13. **Measure yourself only by beating what you did before.** Be in competition with no one else!!! You will never measure up in your mind to someone else and you tend to compare your weaknesses with their strengths!
14. E.E. Cummings wrote: **You become like the people you associate with.** It takes courage to become who you are meant to be! Hang out with those who you are inspired to change places with!

15. **Guard the way you think about others.** Don't harbor negative or bitter feelings towards others. Have the grace to be pleasant with others for where for where they are right now. Your most predominant thoughts will become your reality.
16. **Winners work from the attitude that "it's already done"!** When it's done, you act, think, and are different.

You get the picture that 99% of this business is about what & how you think! To make the leap forward, spend time in the morning and evening disciplining yourself to see yourself in the success picture you have created. Get emotional about that vision and practice visualizing that mental picture every day. You will create what you focus on, or as Mary Kay always says "What you think about, you bring about"!