

LUCKY ME!

SEMINAR 2012 – ARENA SPEECH

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SEVERAL YEARS AGO, AS TIM AND I WERE CHECKING IN AT THE AIRPORT, THE AGENT REMARKED ON HOW "LUCKY" WE WERE TO BE GOING TO SPAIN FOR EIGHT DAYS... AND MEETING OUR FAMILY IN ISTANBUL, TURKEY FOR ANOTHER FIVE DAYS AFTER THAT. THERE WAS SO MUCH I WANTED TO RESPOND, BUT SHE WOULDN'T HAVE UNDERSTOOD, AND THE LINE BEHIND ME WAS LONG.

I WANTED TO TELL HER THAT “LUCK” HAD NOTHING TO DO WITH IT... THAT LUCK IS WHEN YOUR PREPARATIONS MEET OPPORTUNITIES THAT YOU HAVE CREATED.

I WANTED TO TELL HER THAT NOTHING EVER FELL IN MY LAP... UNLESS MY LAP WAS *OUT THERE* TO CATCH IT!

I WANTED TO TELL HER ABOUT THE THOUSANDS OF FACES, CLASSES, AND INTERVIEWS I HAVE DONE SINCE

MARCH, 1973... AND THE *REWARDS OF HELPING WOMEN*
FEEL BETTER ABOUT THEMSELVES AND THEIR LIVES.

I WANTED TO TELL HER THAT I HAVE HEARD THOUSANDS
OF "NO'S" ... BUT MORE IMPORTANT, *I HAVE HEARD*
ENOUGH "YES'S" TO GET THIS PRODUCT AND
OPPORTUNITY INTO THOUSANDS OF HOMES!

I WANTED TO TELL HER HOW MANY HOURS AND YEARS I
HAD WORKED TO EARN THOSE TRIPS... A FIVE-STAR TRIP
EVERY YEAR SINCE 1985! WE HAVE BEEN TO AUSTRALIA,
NEW ZEALAND, HONG KONG, FRENCH POLYNESIA, ALL
THE HAWAIIAN ISLANDS, PUERTO RICO, VIRGIN ISLANDS,
BERMUDA, MEXICO, SPAIN, GIBRALTER, FRANCE, ITALY,
MONACO, GERMANY, SWITZERLAND, AUSTRIA, DENMARK,
SWEDEN, RUSSIA, ESTONIA, CROATIA, GREECE, AND
TURKEY... GEE, I HOPE I'M NOT LEAVING ANYPLACE OUT!
WE HAVE VISITED SOME OF THESE WONDERFUL PLACES
MULTIPLE TIMES, AND SOME ON LUXURY CRUISES! AND IF

I HAD BEEN UNKIND I WOULD HAVE WANTED TO TELL HER THAT NEXT YEAR SHE WILL MOST LIKELY BE AT THE SAME TICKET COUNTER... AND SO WILL WE... *OFF ON YET ANOTHER INCREDIBLE NSD SUMMIT TRIP.*

I AM TOLD THAT I AM SO “LUCKY” TO HAVE THE INCOME THAT I HAVE. WELL, I HAVE THAT INCOME BECAUSE OF THE CHOICES THAT I HAVE MADE ON A DAILY, SOMETIMES “MINUTE-LY” BASIS. I HAVE CHOSEN TO WORK BUILDING MY MARY KAY CAREER EVEN WHEN I DIDN’T FEEL LIKE IT... WHEN I COULD HAVE BEEN WORKING ANOTHER J.O.B, OR SHOPPING, OR PLAYING. POOR CHOICES MAKE YOU POOR! MY INCOME CERTAINLY DIDN’T START OUT “HIGH”. FOR EXAMPLE; WHEN I BEGAN WE HAD ONE CHEEK COLOR, THE BLUSH ROUGE. IT WAS “A MILLION SHADES IN ONE, AND THE ONE IN A MILLION FOR YOU!” IT SOLD FOR \$1.50 AND LASTED SIX YEARS! I HAD PARTIES THAT CANCELED (NOT RESCHEDULED!) AND PARTIES WHERE

WOMEN BOUGHT A \$1.50 EYE BROW PENCIL... OR
NOTHING!

I AM TOLD THAT I AM “LUCKY” TO HAVE THE HOME THAT WE HAVE. WE HAVE THAT HOME BECAUSE INSTEAD OF MAKING EVERY BED OR WASHING EVERY DISH EXACTLY WHEN THEY NEEDED IT, I WENT TO WORK! MY WORK MAY HAVE BEEN AN APPOINTMENT IN OR OUT OF MY HOME, OR IT MAY HAVE SIMPLY MEANT GETTING ON THE PHONE AND MAKING MARY KAY CALLS. HERE IS A “TRUE CONFESSION: I WOULD RATHER EAT A WORM THAN MAKE A PHONE CALL TO A PROSPECT... AND I WOULD RATHER MAKE THE BED AND WASH THE DISHES THAN LEAVE OUR HOME.

HOWEVER, IF I HADN'T CHOSEN TO BUILD MY BUSINESS WE WOULDN'T BE LIVING ON 7.5 ACRES IN AN 8,000 SQUARE FOOT TIMBER AND STONE HOME WITH A GREEN METAL ROOF. BECAUSE I DIDN'T “MAKE THE BED” THAT VERY MOMENT I LOOK OUT OUR BEDROOM WINDOW AT

THE DEER IN OUR YARD (EATING MY FLOWERS I MIGHT ADD... NO ONE TOLD ME THAT DEER ARE JUST GIANT RODENTS!!!). BECAUSE I DIDN'T "WASH THE DISHES", THAT VERY MOMENT I LOOK OUT OUR KITCHEN WINDOW AT OUR "DISNEY WORLD" POOL AND OUR BOAT DOCK ON LAKE TRAVIS! AND WE HAVE THAT HOME BECAUSE I DIDN'T GIVE IN TO MY COMPULSIVE PERSONALITY TENDENCIES AND DIDN'T PRACTICE "CREATIVE AVOIDANCE" BY COMBING THE FRINGE ON OUR ORIENTAL RUGS... OH, WAIT... WE WOULDN'T HAVE ORIENTAL RUGS!

PEOPLE TELL TIM HOW "LUCKY" HE IS TO HAVE A "GARAGE-MAHAL". I BET THE GUYS KNOW WHAT A "GARAGE-MAHAL" IS... IT'S AN 1800 SQUARE FOOT, TWO STORY, CLIMATE CONTROLLED PLACE FOR TIM TO DO ALL OF THE WORK THAT HE DOES TO MAINTAIN OUR HOME AND OUR PROPERTY! I THINK THEY DON'T REALIZE THAT HIS "MAN-TOYS", HIS PICK-UP TRUCK, TRACTOR WITH A

FRONT END LOADER, BOX BLADE, AND FORK LIFT, PLUS HIS UTILITY TRAILER, AND JOHN DEER YARD TRACTOR, ARE ACTUALLY FOR WORK! HE CHOOSES TO DO MOST OF THE WORK ON THE PROPERTY... BUT HE WOULDN'T HAVE TO IF HE DIDN'T ENJOY IT! HE HAS THOSE CHOICES BECAUSE HE SUPPORTED ME ALONG THE WAY BY MOVING MY "OFFICES" AND PRODUCTS WITH EVERY NEW AIR FORCE ASSIGNMENT. HUGE JOB! I WILL NEVER FORGET HIM CARRYING ABOUT \$10,000 RETAIL WORTH OF INVENTORY UP TWO FLIGHTS OF STEPS IN AN OVERNIGHT MOTEL WHEN THERE WAS A BLIZZARD OUTSIDE AND THE PRODUCT WOULD HAVE FROZEN! HE ALWAYS DID IT GRACIOUSLY AND WITH A SENSE OF HUMOR. HE WAS ALSO "LUCKY" ENOUGH DURING ONE THREE MONTH PERIOD INBETWEEN HOMES TO LIVE IN OUR WINNEBAGO ON THE AIR FORCE BASE CAMPGROUND... WITH OUR SHOWER USED TO STORE MY PRODUCTS. WE TOOK OUR SHOWERS IN THE CAMP BATHROOM. ONE TIME I WAS IN

THE SHOWER, NATURALLY WITHOUT MY GLASSES ON,
AND I LEANED IN REALLY CLOSE TO THE WALL TO SEE
WHAT THE QUARTER SIZED LIME GREEN SPOTS WERE.
THEY WERE FROGS! IN THE SHOWER WITH ME! YOU
NEVER SAW A PREGNANT WOMAN MOVE SO FAST! OUT
OF THE SHOWER, THEN... UGH!... BACK IN TO RINSE OFF!

**I AM TOLD THAT I AM “LUCKY” TO HAVE THE OFFICE AND
STAFF THAT I HAVE. .** WE ADDED ON A BEAUTIFUL,
SPACIOUS OFFICE, ATTACHED TO OUR HOME, SEVERAL
YEARS AGO, AND IT JUST SEEMED TO BLOSSOM INTO 2500
SQUARE FEET WITH A FULL KITCHEN, BATH, BEDROOM,
LOFT, MEETING ROOM, AND LIVING AREA. BUT I DIDN'T
HAVE MY FIRST OFFICE UNTIL I WAS A TOP DIRECTOR. UP
TILL THEN MY “OFFICES” WERE LINEN CLOSETS... ONCE I
EVEN HAD A WALK-IN CLOSET WITH MY OWN BUSINESS
LINE! ONE OF MY FAVORITES, THOUGH, WAS THE CORNER
OF MY BEDROOM (WHEN TIM WAS ON AN OVERSEAS

ASSIGNMENT). I HAD A PICNIC TABLE FROM SEARS WITH TWO SEPARATE BENCHES STACKED ON TOP OF EACH OTHER ON THE BACK AGAINST THE WALL. THAT AND A CARD TABLE WERE MY DESK. MY PRODUCT SHELVES WERE SHIPPING BOXES STACKED OPEN ON TOP OF EACH OTHER... HINT: DON'T EVER STACK THEM MORE THAN THREE HIGH OR THEY WILL FALL DOWN ON YOU SHOWERING YOU WITH YOUR PRODUCTS! AND NOW, AS MY BUSINESS HAS GROWN, I AM BLESSED WITH WOMEN WHO ARE LOYAL, PROFESSIONAL, AND GIVING... AND THEY ACTUALLY LOVE WORKING FOR ME AND THINK I'M FUNNY!

I AM TOLD THAT I AM "LUCKY" TO HAVE THE USE OF A NEW CADILLAC CAREER CAR EVERY TWO YEARS. YES, A FABULOUS "PERK", BUT CAN I TELL YOU HOW LONG I HAD A PICTURE OF ONE ON MY REFRIGERATOR BEFORE I EARNED THE FIRST OF SIXTEEN?!? THE OTHER DAY, EVEN MY SIX YEAR OLD GRANDSON TOLD ME HOW "LUCKY" I AM

TO HAVE PINK CADILLAC. HE SAID HE WANTED A JOB THAT GAVE HIM A NEW CAR EVERY TWO YEARS. I ASKED HIM WHAT THAT JOB MIGHT BE; HE RESPONDED THAT HE WANTED TO HAVE A FIRE STATION. WELL, IN THAT CASE, HIS "FREE" CAR IS GOING TO BE A BIG RED FIRE ENGINE! THINK ABOUT IT... SOMETIME IN THE FUTURE YOU WILL BE STOPPED AT AN INTERSECTION WITH A PINK CADILLAC. WILL YOU BE IN IT, OR WILL YOU BE LOOKING AT IT?

I AM TOLD THAT I AM "LUCKY" THAT THE COMPANY GIVES ME FREE JEWELRY. EXCUSE ME?! I EARN THAT JEWELRY. EACH DIAMOND FACET REPRESENTS A LOT OF CONSISTENT WORK IN DIFFERENT "FACETS" OF MY BUSINESS. I ENJOY MY MARY KAY JEWELRY BUT I HONESTLY WOULD NEVER BUY JEWELRY LIKE THIS... I WOULD MUCH RATHER TAKE MY FAMILY ON A MEMORABLE VACATION. HOWEVER, I'LL BE HAPPY TO TAKE THE JEWELRY AS AN AWARD!

AND SPEAKING OF TAKING MY FAMILY ON MEMORABLE TRIPS... I AM TOLD THAT I AM “LUCKY” TO BE ABLE TO DO THAT. WE HAVE THAT OPPORTUNITY THANKS TO THE INCOME THAT TIM HAD EARNED AS AN AIR FORCE PILOT FOR 20 YEARS, AND AS A MAJOR AIRLINE PILOT FOR 16 YEARS... AND OUR MARY KAY INCOME CERTAINLY HAS MADE A DIFFERENCE! OUR DAUGHTERS; JESSICA AND REGAN, HAVE SKIIED AT WONDERFUL RESORTS IN EUROPE AND THE UNITED STATES. THEY HAVE BEEN SCUBA DIVING IN HAWAII, MEXICO, AND NEW ZEALAND. THEY HAVE BEEN ON ADDITIONAL FAMILY VACATIONS ALL OVER CENTRAL EUROPE WHEN WE WERE STATIONED IN GERMANY. THE EXTRA MONEY THAT PAID FOR SUCH FAMILY VACATIONS CAME PRIMARILY FROM MARY KAY. OUR DAUGHTER, REGAN, IS AN INDEPENDENT FUTURE EXECUTIVE SENIOR CADILLAC-DRIVING SALES DIRECTOR. -----HAVE HER STAND----- REGAN ONCE SAID ON A

CONFERENCE CALL THAT HER DAD'S CAREERS PROVIDED A COMFORTABLE LIVING, BUT HER MOM'S CAREER PROVIDED THIS DREAM LIFESTYLE. WOULD YOU LOVE TO BE ABLE TO PAY FOR YOUR CHILDREN'S BRACES WITH ONE CHECK? WOULD YOU LOVE TO PUT THEM IN BETTER SCHOOLS? WOULD YOU LOVE FOR THEM TO COME OUT OF COLLEGE DEBT-FREE? WOULD YOU LOVE FOR THEM TO HAVE THE WEDDINGS OF THEIR DREAMS? YES, OUR GIRLS WERE SPOILED, BUT NOT SPOILED BRATS. THEY EARNED THEIR PRIVILEGES!

I AM TOLD THAT I AM "LUCKY" TO BE ABLE TO HAVE FUN WHEN I TRAVEL ON MARY KAY BUSINESS TRIPS. HOW MANY BUSINESS TRAVELERS GET TO "HAVE FUN"? MOST FLY OR DRIVE SOMEWHERE, RENT A HOTEL ROOM, EAT BY THEMSELVES IN THE HOTEL RESTAURANT, AND ATTEND BORING MEETINGS. MY TRIPS COULDN'T BE ANYMORE DIFFERENT! I HAVE THE PRIVILEGE OF STAYING WITH

MARY KAY PEOPLE AND GETTING TO KNOW THEM BETTER. WHEN WE EAT AT RESTAURANTS IT IS A "PARTY", AND OUR MEETINGS ARE ANYTHING BUT BORING! SEVERAL YEARS AGO I WAS SITTING ON A FLIGHT WAITING FOR TAKE-OFF. A WOMAN SAT DOWN NEXT TO ME AND COMMENTED ON MY MARY KAY PIN. SHE SAID SHE USED TO BE A MARY KAY CONSULTANT AND DID I KNOW PAT DANFORTH? WHEN WE TOOK A GOOD LOOK AT EACH OTHER WE REALIZED THAT SHE HAD BEEN IN OUR UNIT 25 YEARS AGO! SHE HAD CHOSEN TO PURSUE A CAREER IN THE "REAL WORLD" AND CONFIDED IN ME THAT SHE HAS NEVER BEEN HAPPY SINCE LEAVING HER MARY KAY CAREER. HOW SAD, WE COULD HAVE BEEN SEATED TOGETHER ON OUR WAY TO A FIVE-STAR MARY KAY TRIP!

I AM TOLD THAT I AM "LUCKY" TO BE ABLE TO HAVE THE FREEDOM TO PUT MY FAITH FIRST, FAMILY SECOND, AND MARY KAY CAREER THIRD. YES, WE ARE BLESSED TO BE

ASSOCIATED WITH A COMPANY THAT ENCOURAGES THOSE PRIORITIES BUT “LUCK” HAD NOTHING TO DO WITH THE FACT THAT WE DIDN’T QUIT! AND “LUCK” HAD NOTHING TO DO WITH MARY KAY’S FAITH. SHE ONCE SAID THAT OUR COMPANY HAS BEEN “BLESSED BEYOND BELIEF” AND WE HAVE; BUT WE HAVE ALSO EARNED BLESSINGS BY BEING A COMPANY OF WOMEN AND MEN WITH ETHICS, INTEGRITY, AND A HEART FOR OTHERS.

I AM TOLD THAT I AM “LUCKY” TO HAVE THE HUSBAND I HAVE. YES, I CONSIDER MYSELF VERY “LUCKY” TO BE MARRIED TO TIM FOR 41 YEARS... BUT THEN, HE IS ALSO “LUCKY” TO BE MARRIED TO ME! HAS IT ALWAYS BEEN THAT WAY; NO. THIS IS ACTUALLY TIM’S AND MY SECOND MARRIAGE... TO EACH OTHER! WE TOTAL 41 YEARS OF MARRIAGE BUT IN 1976 THERE WAS A DIVORCE IN JANUARY AND A REMARRIAGE IN MAY. WE TRIED DIVORCE... IT DIDN’T WORK OUT... SO WE REMARRIED!

JESSICA IS ACTUALLY FROM OUR FIRST MARRIAGE AND REGAN FROM OUR SECOND. I WAS A DIRECTOR DURING ALL OF THAT. WHERE DID MARY KAY FIT INTO THIS PICTURE? I BELIEVE THAT IT WAS THE INFLUENCE OF MARY KAY WOMEN AND THE MARY KAY PRIORITIES THAT BROUGHT US BACK TOGETHER AND KEPT US THERE.

I AM TOLD THAT I AM “LUCKY” TO HAVE CHILDREN AND GRANDCHILDREN THAT ARE SUCH EXCEPTIONAL PEOPLE. I DO BELIEVE THAT WE ARE BLESSED WITH A WONDERFUL FAMILY, BUT MUCH OF THAT IS DUE TO THE POSITIVE MARY KAY INFLUENCE. YOU KNOW OF REGAN’S SUCCESSFUL MARY KAY CAREER; WELL, JESSICA CHOSE A DIFFERENT PATH. SHE IS A DOCTOR AND A LAWYER WITH AN EXCELLENT CAREER PRACTICING HEALTHCARE LAW. WOULD I RATHER HAVE HER BE WITH US IN MARY KAY?... OF COURSE... BUT YOU KNOW KIDS! THE GIRLS ARE BOTH MARRIED TO GREAT GUYS AND HAVE THE

MOST TALENTED, BRIGHTEST, WITTIEST, BEAUTIFUL CHILDREN ON THE PLANET. AND I'M NOT BIASED! JUST ASK ANYONE WHO HAS MET THEM! ARE MY FAMILY AND LIFE PERFECT? NO MORE THAN YOURS. I'VE HAD SADNESS, DISAPPOINTMENT, LOSS, ILLNESS, FRUSTRATION... JUST LIKE YOU, I WORK THROUGH IT.

SO, I ASK YOU, WHERE WILL YOU BE FIVE YEARS FROM TODAY? PICKING UP THE KEYS TO A PINK CADILLAC? CHECKING IN FOR A FABULOUS TRIP TO SOME EXOTIC MARY KAY VACATION? OR SERVING A CUSTOMER WHO IS DOING JUST THAT?

IS MARY KAY WORTH THE EFFORT? IS IT WORTH THE INVESTMENT OF YOUR TIME? IS IT WORTH THE CREATIVE TIME MANAGEMENT YOU MUST IMPLEMENT? YES!

THERE IS NO DOUBT IN MY MIND THAT YOU WILL REAP THE REWARDS WHEN YOU SOW ENOUGH SEEDS TO BE "LUCKY".