

Independent National Sales Director -- Pat Danforth of Briarcliff, Texas.

In March 1973, while Tim and I were stationed at Maxwell Air Force Base in Montgomery, AL, I was invited to a Mary Kay skin care class. I bought the basic skin care set and later wrote an "almost hot check" for the showcase. We then borrowed against our credit card for a minimum product order and I kept the shipping boxes to send the product back for my 90 percent refund. I had a real positive attitude; I was positive I wouldn't succeed! But my attitude changed when I attended my first unit meeting and caught the vision.

I decided to become a Sales Director because I wanted the suit, scoop and loot! At the time I didn't stop to think about the obstacles that lay ahead, only the opportunity to determine my own future.

One obstacle was our Air Force moves -- 12 in my first 15 years with Mary Kay. Tim was a 20-year pilot, and we moved all over the country. Each time we moved, I began my business again because to me, moving wasn't a reason to quit -- it was a reason to keep going.

We now have two beautiful daughters: Jessica, born in May 1974, and Regan, born in June 1978. They have grown up in the positive atmosphere of a Mary Kay household, surrounded by friends. We have traveled from coast to coast since they were born, which molded their personalities and self-confidence. I believe that we can only give our children two things in life: roots and wings ... and Mary Kay allows the opportunity for both. I also feel that our children should be part of our reason to build our business, not our excuse not to build it.

Our many moves and our children were the keys to my consistency. I focused on sales and recruiting no matter where I lived. I led by example and built a strong area of consistent Consultants and Sales Directors. My philosophy is, "If you will do the things you ought to do when you ought to do them, you can do the things you want to do when you want to do them!"

I now wear diamond jewelry, drive a pink Cadillac and live in a beautiful timber and glass home on Lake Travis as a result of this business. Yet, if you took it all away, you could never erase what this Company has done for our family. Thank you, Mary Kay!!

Theme Song: Neil Diamond's "America"

Career Highlights: Pink car driver since 1979; Cadillac since 1980; Go-Give Award, January 1989; Circle of Achievement six times; Circle of Excellence five times; Millionaires Club (has earned more than \$5 million in commissions during her Mary Kay career); Inner Circle, Senior National Sales Director