

Dream Corner

It is an honor to share in the Dream Corner this month of May, as in May of 1990, my Mary Kay journey began. Prior to Mary Kay, I had been a substitute teacher/day care teacher, and was also waiting tables, living in Bradenton, Florida. We all know that no woman works 2 jobs because she likes it. She needs the money. We were looking for something that I could be home with Zack (5) and Courtney (3) at the time, and earn more income. Steve is the one who suggested to take a look at the Mary Kay opportunity, as he had read an article about it and recommended that I find a Beauty Consultant and sign

up! I did not wear makeup and had never been to a party, so a very unlikely candidate. We ended up finding out a family friend's sister was a Beauty Consultant who lived in Dallas, Texas and we called her. I purchased the starter kit and gave myself my first facial! My journey began! Never would I have realized it would take us to the lifestyle we have now. Our 2 beautiful children have been raised with a mom & dad at home, watching and learning from both of us how to work with people, how to handle success, as well as disappointments & rejection. There is nothing more rewarding than to see your children, as well as others you impact, exude character traits of champions.



My Sales Director shared with me that to get started you hold a Perfect Start & earn your Pearls of Sharing. So I did it. Every step in the career path, Sue guided me on. I am extremely grateful for her wisdom, patience and mentorship. I am sharing this in the Dream Corner because I believe that there are certain characteristics that make you successful and create the lifestyle of your choice. Here's my top 10 list:

1. Never give in, give out or give up. Be that "Find a way" "Make a way" woman and Excel.
2. Remain teachable, coachable and trainable. Don't be a know it all!
3. Surround yourself with other winners, not whiners.
4. Attain people skills. Be the woman that everyone gravitates to in a room.
5. Give Energy in everything you do...your smile, your handshake, your body language.
6. Only accept advice from someone that you would trade shoes with.
7. Be willing to do the "and then some" to cross the line.



8. Have fun, laugh at your mistakes!
9. Always be a lady. Look, Act, Walk & Talk like the inner you are.
10. Take Risks to be unique!

I love my life, my lifestyle, my Mary Kay business, and the opportunity to enrich the lives of other people. It all starts with the starter kit and getting out the door. It will lead you to everything you can earn in Mary Kay from your 1st Pink Cadillac, Bar Pins, 4 Carat diamond rings, trips around the world, and a lifestyle that you command the days of. May you go out and be incredible!

I love you all,

Senior Sales Director Cheri Pearce

