

## How to create a "Dream Book"

Use a photo album, scrapbook, 3-ring binder with sheet protectors etc. Cut out pictures from magazines, photos, flyers you created with tracking pages, etc., to create your dream book.

### **Words to ponder:**

- The journey is the reward. If you are happy on the journey you will be happy when you reach your destination.
- If God is truly your business partner make REALLY BIG plans.
- Passion comes AFTER you start working.
- Discipline creates motion. Motion creates emotion. Emotion creates Motivation. (No one ever accomplished anything if they 'waited till they were motivated.' Pacesetters is a checklist that creates discipline.)

### **Front section~~ Dreams you are working toward:**

What are your dreams? Think long-term and short-term. You always want to have something that you are working toward within the next few weeks, otherwise discouragement sets in.

### **Some questions to help you get started.**

If money were no object:

1. Where would you live?
2. What kind of house would you live in?
3. Where would you travel?
4. Who would travel with you?
5. What would you do for your parents? Extended family?
6. What would you be able to do for you children? Grown children? Grandchildren?
7. Think in terms of health--exercise, massages, healthy organic food, etc.
8. It is certainly OK to put Mary Kay dreams such as your Star Prize, Car, Director Suit or NSD but it by no means should be your only dream.

### **Back Section--Dreams accomplished:**

This section is to showcase the blessings in your life because you are in Mary Kay.

Things to consider putting in this section:

- Pictures of friends you have made as a result of your journey so far.
- List or visual pictures of household expenses your MK pays for each month.
- Choices you have because you are in MK, things you get to do because of freedom and flexibility, school field trips, room mom, take care of a sick child, family vacations that you did NOT have to ask time off to do, etc.
- Places you have gotten to travel, hotels, restaurants you've eaten at. (Seminars, Fall Retreats, Career Conference, Leadership, etc.)
- Tax refunds and tax savings. What did you purchase with those refunds?
- Pictures of Star prizes earned.
- Cars you have earned. (Figure # of dollars your free cars are worth. Use dollar amount of cash compensation.)
- Star Director Prizes (for directors books)
- Diamond Court of Sales Rings & Bumble Bees for National Court of Recruiting 1/2 Million Dollar Rings and Trips (for directors books)