

## **Fear -- what it is in our lives and how it affects us**

If you are not clear about what God wants you to be, you will be afraid and cannot move ahead.

**Fear** - smell it, see it coming - you have the power and the authority to stop Fear.

Attack our goals - go after them...

God has not given us the spirit of fear, but power, love and a sound mind...

Not by might or power, but by my Spirit says the Lord God!

It is done in His Spirit!

Fear is a spirit that can attach itself to you and will limit you and destroy you.

It is stupid - it is imagined - it is irrational --- rational fear is protecting - but irrational fear will ruin your life.

If you have thoughts that are not positive - and you feel fear - you can smell it coming - destroy it - you have the power to end it now

### **FEAR (False Evidence Appearing Real)**

**Fear does a lot of bad things;**

1. It disregards God's plan for your life

Makes you feel defeated! It is a strange voice - don't listen. Fear makes us pull back and hide.

2. Distorts God's Purpose,

He tells you what He has for you ----- You may get fearful and think -- maybe this is not what God has for me - Fear creeps in and it makes you weak and feeble.

3. Discourages God's people and is contagious!!!

If you have fear - if you work out of fear -- your people will also walk in fear - in your footsteps. You will draw away in isolation and stop moving forward.

4. Disbelieves God's promise.

It is slap in God's face. He doesn't lie - whatever his promises are for you, He will do!!

Fear makes you doubt -- what if???? -- It is straight from the pit of hell - get rid of it - it is not from God - discouragement and disbelief are from the enemy

5. Disobeys God's principles

If a thought comes in your head that is fearful - it is not from God. We have been given the Shield of Faith that stops all the darts of the enemy!

6. Fear is disobedient.

God said he would rather have obedience than sacrifice. It is very costly to fear! You lose what God has for you. He is a rewarder of those that diligently seek Him.

### **Get Rid of Fear**

1. Confront it -- anxiety and fear - and get rid of it! You not have to deal with it any longer.
2. What is the root of it?? Find out what it is and get rid of it. What are you afraid of?? Face it - separate it.
3. Claim God's promises for you
4. Cultivate a closer relationship with God. Perfect love casts out all fear. Hear His voice! Every time you smell fear, attack it with the Word of God and with action. You do not have to stop and be in fear—have faith—Trust God!

Get rid of Fear! Develop a logical way of looking at your fear and facing it and using the truth to get over it!

Step up and be a servant...how much do you want it? Enough to fight for it? Trust God and walk forward with God. We are done with that fear!!

How to get off of Me!! It's not about me! What people would say or how they would hear me...Focus on how God can change their life through me....every single person that is put in front of you has a need. But you have to be willing. Are you ready to be willing???

### **Some simple things to do on appointments..**

To be in the National Court of Recruiting it takes 24 qualified - I had only 26 qualified!! Everybody looks in amazement --- any one of you could be the Queen.....they base it on commission-- smart to recruit a lot early in the year-- it is the total commission that puts you over the edge. See yourself on the throne --- the ability it gives you to influence people is the most important thing.. This is the reward for just doing your job every day. "All the hard work, all the interviews -- it was worth it, God, just to be able to speak for you and to be in a position that people will listen to me."

Do a Power Start every month. When I went back after being the runner up the year before, I watched the seminar video and looked for what the Queen did. She did the Power Start every month - she had started the year with only 19 team members. Her husband said "I am not coming back unless you do something". She came back the next seminar as the queen and \$650,000 Unit Club. Just 6 classes with 5 people or 5 classes with 6 people every month. Crystal clear Goal with a Mission.

Book them All -- leave with a recruit - recruit the hostess!! Time is so important - if you can close someone there it is better now than later.

Did regular class - my story - 4 point recruiting plan - who is coming? Tell story....at the end do the closing - circle what they want and before the individual close I do the little marketing plan - recruiting folder with agreement - recruiting info and marketing plan real quick - ask questions for tickets - what is exciting to you???? Share the marketing plan with five women that night and I say -- You have seen the sets with the rollup

---the #1 Miracle set ---which has been #1 in sales in the US for 13 years - I go over the benefits after 8 weeks of use ----Another set we have is Miracle Set #2 - Full Size of everything that comes in the starter kit - miracle set, satin hands set - TW, TW and foundations - everything in a bag so they can see what that set looks like and how Much It Is! --- I keep starter kits - 3 on hand - the #2 Miracle set is \$100 - which do you think is a better deal?? -- MK rewards Decision Makers ----not indecisive women who say I have to think about it.....MK wants women who can make a decision -----I have a beautiful ring for you if you can make the decision tonight - Open folders - agreement -- who is going to be starting with the #2 Miracle set (raise hand) and who is going to be getting the other Miracle set (raise hand)???

Have computer to do online right now.....complete sales individually ----- rebook ---

Some consultants and directors are afraid every body will sign and no one will buy, but that is not what happens -- what happens is that at least one or two will sign up and the others will buy the #1 Miracle Set --- people will buy and sign up....then I set up their orientation.

Booking --- At the beginning of the class I tell them that this is one of the two appointments they will have with me...now I come to your home and I make sure that all the products you purchase tonight will be working for you....do you know any other company that cares enough to come back and make sure that you have all the right stuff ----also I will be able to do more color and fun stuff with you at your follow up facial.....listen to me throughout the class and every time I say Follow Up Facial ---- tell me and you will get a ticket for a drawing at the end...

At the end of the Individual Close I have her sign my date book when she is having the follow up....you know, Susie, I can do 5 as easy as I can do 1 and if you have 5 friends I will give you \$50 free product or \$25 for 3 people - 18 years and Non MK users and you hold that on the original date???? - hand her Hostess Put right then - everybody will not have full class but I do a follow up no matter what..must keep referrals going.

Individual Close - Susie, I know you saw the benefits of getting the Starter Kit --- I think you'd be great - I want to share some more information with you - I'd like to talk with you tomorrow around lunch time - meet with you for coffee for 15-20 minutes tomorrow and I'll have a gift for you.....quick follow up makes all the difference --  
It is all a mind set...

#### The Holidays:

People are all working their other jobs -- so work yours!! Keep selling and recruiting...Be excited..This is such a wonderful time....

Get them excited about tax advantages -- they are seeing all their friends and family over the holidays -- exciting to have an incredible new opportunity in the New Year --

New Years Eve Day when I was new and had just graduated that week from college -- I started out with 3 active that morning - 3 had agreements -- we did orientation on lunch hours - after work - going to a party - first going home to put in orders - I have #6 - I turned around and started using someone's computer and emailed in the agreement and got the orders in -- then at the last moment - on target for the car -- so exciting!! Up to the last moment!

What I was thinking was - I have to have it done - will have to be someone here at the party -- I still have time --- I will keep working - partying and working! That is the attitude that wins!