

**From:** Cynda Worrell [<mailto:cyndaworrell@gmail.com>]

**Sent:** Thursday, December 30, 2010 11:13 AM

**To:** Linda Toupin

**Subject:** Re: Collecting Money Success Stories.....

Hi Linda,

I wanted to share my money success story with you. When I joined Mary Kay (6 yrs ago tomorrow) my family was in a financial mess and had about \$25,000 in debt. Before Mary Kay I had previously resigned from my teaching position to care for my twin sons who were born at 24 weeks, developed bleeds on their brains and developed Cerebral Palsy. We had also adopted two little girls along the way. Fast forward many years my one son David had over 30 surgeries, developed epilepsy and confined to a wheel chair requiring full-time care, my other son Kyle had also developed autism and requiring full-time attention and then of course we had our precious girls. We were adding up debt quickly trying to care for all of that on one income. We knew I could not work outside the home because of our circumstances but we knew something had to be done. My husband worked as an engineer at CAT all day but we decided for him to open up a construction company and build houses in the evening to help dig us out. He was gone from 6AM to midnight working the two jobs 5-6 days a week. We were both exhausted and never saw each other and he never saw the kids.

So we did that crazy schedule for for 5 yrs...then Mary Kay came into our life! It was a blessing from God! When I saw what could be achieved in Mary Kay I knew I had the potential to change my family's life financially and our future. I was scared to death...I had been home for 10 yrs with very little interaction with the outside world. BUT I decided to make my family my reason and not an excuse and push through the fear to change our future.

I knew I needed to get to directorship as fast as I could, but I also knew I had to be disciplined daily with whatever time I had to make it happen. I really believe the daily discipline that I established early on has made the difference on the path to creating wealth for my family. You see I never knew when we would be in the hospital for a week or two with my son because of an unexpected surgery, or he would have a day of unexpected multiple seizures and we would have to call the ambulance to rush him to the hospital, I also did 4 hours of therapy a day for the boys and caring for my girls too. So any little time I had, I needed to use it! Kind of like that milking the cow mentality :0). I remember when I was working to get into DIQ and Scott was still working two jobs...I would bathe all four kids starting at 4pm, feed everyone at 5, have everyone in bed at 7 and then have a skincare class at my kitchen table at 7:30. I had become very determined and disciplined!

After 1 1/2 years of joining Mary Kay I did become a Director through all of that craziness. One of the things that I learned early in Mary Kay was to "Do the things that you ought to do when you ought to do them, so that you can do the things that you want to do when you want to do them". Even if I didn't feel like it or even if I was exhausted. That mentality and discipline paid off. My first full year as a director I remember we were able to pay off \$18,000 in debt within a 3 month time period! During that time frame my son had to have major surgery to have a metal rod placed down his spine. He became very sick and almost died. I had to step back from my business for about two months to care for him. I didn't worry about my business though because I had been disciplined up until that point. Matter of fact that first month of caring for him I received my highest commission check just shy of \$6,000! I recall just crying when I received that check and thinking in any other job I would have probably been on leave with no pay or even fired. It was at that time that I realized I had the ability to create wealth for my family. It could happen even under our family's unusual circumstance as long as I remained disciplined!

This June I will Celebrate my 5th year as a Director. My boys are now 16 and my girls are 10 and 7 and I just celebrated my 23rd year of marriage. I'm happy to say that \$25,000 in debt is gone because of Mary Kay and I am still working to create the wealth I want for my family. Of course I am not as far as I want to be and some times things move slower than I want but God has blessed me with a unique circumstance in my family and that comes first. But the great thing is I know it will happen in time it just may take me a little longer to get there. I truly believe the key to creating that wealth for my family is in the daily discipline. When I am not achieving the things I want to in my business it's because I've not been disciplined and I lose focus and get caught up in excuses and not my why.

The discipline and smart work is paying off. We will end this month on-target for our first Cadillac and we are on-target for our second Unit Club! Our family goal is for me to retire my husband in four years. By then my boys will be out of school and my husband wants to stay home care for them. I know with Mary Kay that is possible. Of course my Ultimate Goal is to become a National to change the future of my family and the lives of all them women that God allows me to reach. If I could give another woman what this has given me would be an amazing thing. I know as long as I focus on that daily discipline that wealth for me and others will happen!

Thank you Linda for all of your help this last year! I know that all the things I've learned in boot camp and am implementing will help me to reach that Ultimate Goal! I am forever grateful to you!!

Love,

Cynda Worrell

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