

ILENE MECKLEY

sharing my secrets of success - with heart

Working From The Heart

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Leaders Corner

Do your team members let A.N.T.s get in the way of their success?

Help your team to overcome automatic negative thoughts (A.N.T.s). Having a positive outlook is key to achieving success. Studies have shown that by simply changing our thoughts, we can also change our actions and the results of our actions. Spend some time at your next meeting helping your team to replace their negative thoughts with the types of thoughts that will get them cruising down the Highway of Success.

Negative thought: I will never be able to make enough money to quit my full time job and focus on my home-based business.

Try this positive message instead: I know it will be hard work but if I stay focused and committed to my success plan, I will be able to achieve my goal of quitting my full time job.

Ilene's Interview With A Star



Click on the picture to hear the interview. Please contact us if you have any problems listening to the interview. We don't want anyone to miss out on it.

Forward
To A Friend

A Thought From Ilene

Call your past customers from the last month and ask them if they are enjoying the products that they have purchased. Do a full service call (described in my Sharing and Caring log), and ask them if they have given any thought to doing something alongside their family and other activities to earn some extra income.

The word **NO**....

How do you react when you hear the word no? Do you dread hearing it, or do you find it a sign of a job well done? Why is a, "no", a job well done? You are sharing and offering your services when you hear a no or a yes. Hearing "no" is not about the person personally rejecting you. How many times have you entered a store, the sales person comes up to you to ask if you need any help, and you reply, "no thank you, just looking?" In essence, that's the same as someone telling you they are not interested. You've shown them what products / opportunities you have to offer, as if you had a store in the mall. They let you know that it's not for them at this time. Without presenting them the opportunity to say no, you will never hear any "yeses." Just like the yin and yang, there can be no light without darkness.... you will always have to hear the word "no" in order to hear the word "yes." When you hear "no," thank them for being honest with you... and move on to another topic. You will find yourself becoming more and more comfortable talking to people, and letting go of your own personal feelings each time you do.

January Schedule

Would you like to learn how to successfully accomplish everything you want to both personally and professionally in a day?

Hear Master Coach Ilene Meckley share the language that enabled her to earn top honors for 13 years with her Direct Sales company!

While raising five children under 10 years of age, Ilene built a successful home-based business alongside her family. She's dedicated to help others get to the top of their game and create a magnificent life!

From experienced leaders to the newest consultant, Ilene offers you and your team the techniques to help you reach your goals NOW!

January 12

Oklahoma City, OK

January 14

Tulsa, OK

January 15 Private Event

Tulsa, OK

January 16 Private Event

Cleveland, OH

January 20

Seattle, WA

January 21

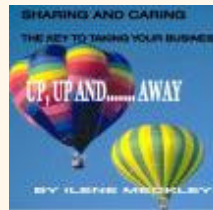
Portland, OR

If you want your team to learn to share their business with anyone, anywhere while being a proud direct sales professional, then

You'll start making more friends, even if they say no. You never know what you might have in common with that person.

Tips To Help Grow Your Business This Week!

Click



for more tips to help your business grow.

- Check your calendar. Do you have your business and family events planned? Just think, out of 30 days you could easily have 4-8 business events with 22-26 days for all kinds of other activities. Remember when you leave your home to do a party; you are basically stopping by someone's home to pick up a paycheck.
- Drive 30 minutes from your area and prospect to meet new people to share your business with. Enjoy the ride, listen to a CD.
- Call 5 businesses and ask if they would like to have a lunch time workshop as a service to their employees. At the same time, you can suggest this could become a community service fundraiser with their employees to help others in the community.
- Plan a month of prospecting activities so that you are going out once each week to meet new people. Where are you going for your prospecting trip this week? What about the park, a museum or shopping?
- How do you feel about last week's work in your business? Did you add people to your "recruiting pool?" Did you talk to new people every day?
- Plan a customer appreciation event at your home, make it simple. A Valentine's Day theme could be a nice theme.

Are you wondering, what is a "recruiting pool" ? Picture a pool. Some people jump right in. Some wade in. Some sit on the side of the pool with their feet in the water. Some sit on lounge chairs by the pool wondering how the water is. Just because some are sitting on the lounge chairs doesn't mean they will not eventually go in the water. Maybe they are waiting to be invited into the pool.

host Ilene Meckley's new seminar, "Anything's Possible" in your area.

After an 18 wheeler crossed a highway and hit her, Ilene is committed more than ever to her mission of helping people believe in themselves. Ilene can definitely help you and your team to realize the inner passion to do what it takes to be a success.

Call 1-800-383-2039 for details or you can send us an email at info@ilenemeckley.com with some possible dates for your event. Dates are on a first come, first serve basis. Please contact us with your date because seminars are filling up fast.
info@ilenemeckley.com



Can you think of anything you could do with an extra \$1,000? Are you doing what it takes to earn that extra income?

Are you sharing with everyone? Do you leave people out? Are you a selective sharer? How do you know who will be successful or has a need for a business without asking?

**Do you have a question you would like to ask Ilene? Please email them to Ilene at info@ilenemeckley.com with the subject: Ask Ilene.




Shopping Spree

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