

ILENE MECKLEY

sharing my secrets of success - with heart

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Working From The Heart
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Words From Ilene



Happy New Year! Enjoy this week's newsletter about our childhood. We really have been trained as children for growing a successful business. I would love to ask you to share this with everyone you know who has a business or thinking about starting one in 2010. We are working on our seminar schedule for 2010. After reading the article below, please email me and let me know if you would like me to visit your city to do a seminar. Check out the schedule below for January's seminar locations. In February, we would love to have you and your team participate in our, "Working from the Heart", special program. Do you have a monthly team meeting with 15 or more people? Please email me at info@ilenemeckley.com if you do.

Remembering Childhood

Let's remember the childhood games and experiences that prepared us for our own business! Relive your youth and realize how prepared you really are for incredible success. Pour yourself a cup of coffee or juice and sit down and go through memory lane with me.

Let's talk about those childhood games!

Come out, come out wherever you are! We used to love playing "**Hide and Go Seek**". We would look everywhere for the person who was hiding. We would laugh and enjoy ourselves as we searched for the person who was quietly hiding. We just knew they had to be there somewhere. We had belief! That same belief is needed now when growing a business. Believe there are plenty of people who need you and your business. It is your job to find them. Say to yourself, "I can and I will have fun looking for the people who need me."

Anyone ready to play "**Red Light, Green Light?**" When we heard the words "Red Light" we would stop ourselves in our tracks, patiently waiting for the words "Green Light". We would then proceed to go as far and as fast as we could. We knew there would be another "Red Light". It was OK, that was part of the game. That game prepared us for sharing our business too. A red light-- a "no"-- can change in a second to a green light-- a booking or consultant. You have to play to win!

Let's Play Go **Fish!** This was a great game to prepare us to "just ask". I played that game for hours when I was young. We even at times asked several people for the same card and would hear "no" over and over. Then we would have to go back and ask them again and remember they suddenly had the card we were looking for. There had been a change in the cards they were holding. They had a different hand. Life changes just like those cards did and suddenly a "no" can become a "yes" too. Remember those words, "Go Fish" and we did. Now, the next time someone says, "No, I am not interested" (basically, "Go Fish") just think instead of the words, "Go Share"!

Do you remember hearing....What would you like to be when you grow up?

Or

Remember "practice makes perfect". (That was sort of a funny one because we were also told no one is perfect.) However it does not have the same ring to change it too, "with practice, you get better and better". It's so true though.

Did you ever hear: First do your homework and then you can go out and play?

I know you heard, "It's not nice to leave anyone out. Share with everyone" I hope you did not leave anyone out on your Valentine's Day card list that your teacher gave you so you could be sure you included EVERYONE.

Maybe we have trouble remembering our first sharing experience when our parents said, "You have to share your toys". They did also prepare us how to say "no" politely too.

One more bit of nostalgia. Remember spelling words. Every week the same thing, "Write each word 5 times". We did and we could get pretty good grades. Then we stopped writing them. Now I wish I had continued that everyday. Perhaps I might be a better speller. That memory of our spelling words can cross over to the sharing contacts we need to do today to grow our businesses. Making 5 contacts a day will definitely give us a better grade in our business grades- that we really determine all by ourselves. OK, so it is back to school time. Instead of writing spelling words, make those 5 contacts a day. We had to do that back then with all those other important things we had to do at the time too. Won't it feel great again to know we did do the best we could? We knew when we did and still do now. Did anyone ever say in your classes, "The dog ate my homework"? I never heard that one in any of my classes Well , I have to tell you though I hear people now sharing things that are worse than that when it comes to their most important daily sharing homework assignment. You know what I mean.

Now remember the clubs and the oaths we would take. It is time to really understand that everyone can be a part of your current club. It is the club where everyone can be happy with the profession they have chosen. It is the profession where everyone is treated equally and ANYONE can give a raise to themselves. It is the club where everyone can have the same opportunity to succeed. Now it is time to learn our new "Sharing Club" oath. Raise your right hand and say," It is perfectly OK for someone to say no thank you when I share what my business has to offer. It is NEVER OK to hesitate to share though because someone might say no".

Ok and one more thing, how many times did you hear, "Ready, Set, Go"? Every time we would give it a try. No one was the winner every time unless you went to the same school with Carl Lewis perhaps. Trust me; I am sure even he did not win every race in his career. Our favorite teams can not win every game. We do know they will show up for every game though. We were taught too, you have to play to win.

So polish off your childhood inviting techniques and instead of saying, "Can you come out and play" try saying, "One of the things I love to do is help others start a home-based business too. Have you ever thought about doing something along side your family and other activities too to earn extra income?" If they say no, then look for the next person to share with. Remember, "Try it, you'll like it." Didn't you think, "how do they know what I like?" I wish they had just asked, would I like to try it. Then again, maybe I would have had a totally different life experience. I might have never tried anything. Gentle encouragement can be helpful. Convincing on the other hand just does not feel the same. Don't forget the old answer to "why"? You know that one. So if you are thinking, "why should I share if I don't want to" I am going to fool you. It is not because I said so, it is because you know, "It's the right thing to do."

Hope you enjoyed our brief trip down memory lane. Create some new memories. Trust me, you have within you everything you need to succeed at the game, "I am the Boss" So start playing and enjoy the game. Oh yes if you are wondering, what are the rules to the game, Here they are:

1. Skip a turn if you use the words I Can't.
2. Move ahead 5 spaces every time you make 5 contacts.
3. When you hear a no, move ahead to the next person.
4. visit www.ilenemeckley.com
5. Every time you pass Go, look in the mirror and say, " I can, I will, believe to achieve."
6. Play fair and always have a good attitude when you get a no.

The winners will know who they are. They will feel great! They will have many more new consultants, bookings and sales than ever before. Oh yes, as far as how many can play. It is limitless!

Love,
Ilene

Private Event
Cleveland, OH

January 20
Seattle, WA ([click here for information](#))

January 21

Portland, OR ([click here for information](#))

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