

NOVEMBER 9, 2009

Working From The Heart Newsletter



(Video Clip) Training From One Of Ilene's Recent Seminars



Click on Ilene's picture above to watch the video

Is This your First Newsletter? Welcome!

Please let us know. We want to thank everyone who has referred their associates and team members as well as family and friends. For those of you interested in getting to know more about Ilene and why someone

referred you to us, please click on the giraffe  and find out why someone really believes in you. We would love to ask you to refer someone who is special in your life. Please click on the . Be sure you always ask for referrals too. Reach out and touch someone's life today. If you are reading this now, please click reply and you will be entered into a contest for a free gift. We would love to know who is , "working from the heart". Be sure to include your name, phone number and address so that we have the winners information. We have books, Cd's, pins and

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**Hire Yourself Is The Little Book
With Big Ideas For Today's
Entrepreneur.**

purses that will make great gifts for people special in your life. Remember to treat yourself too. Click  for items available.

www.ilenemeckley.com

800-383-2039

efforts. Not only will your business grow, your own self-esteem and ability to approach others will grow right alongside. Please remember this is a great time for direct sales. There are people who are looking for ways to earn income, people who would love to earn free products and people who want to get a good start on their holiday shopping. Please focus on all the positives and not let any negativity keep you from being excited to share your business. Today and every day you can meet new people who just might be someone you end up helping with one of the different services you offer in your business..

Direct selling is the “recession proof” industry that actually grows during troubled economic times.

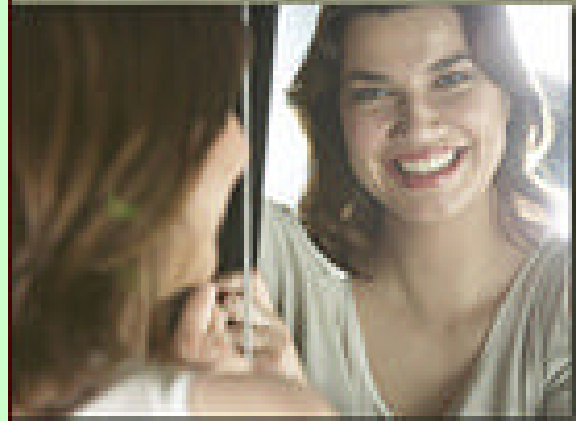
2009-2010 schedule

Be there when others need you the most. At an Ilene Meckley Anything's Possible Seminar you will:

- Learn the secret to recruiting top performers...
- Receive “the words to use” when talking about a direct sales business opportunity...

HIRE YOURSELF!

Courage & Inspiration to Start Your Own Business



ILENE MECKLEY
WITH JIM WALDSMITH

I am so excited to be sharing with you that I have a new book and CD. I know this book will help you build your business. At the same time, this book will help others see that they can create a business too. Purchase the book on CD (2 CD's) of, **Hire Yourself**, for only \$35 during our pre-release special. We are giving you the book as a special gift. After November 30th, the book will be \$16 and CD set will be \$35. Click [Hire Yourself](#) to order or call 1-800-383-2039. To learn about all of Ilene's Tools to help you with your business click [Tools](#).

- Gain the confidence to grow your sales team...
- Become success driven and not excuse obsessed...

Ilene Meckley knows first-hand what it takes to achieve success in direct sales. You may already be familiar with her CDs and books, including Working from the Heart and Highway of Success: Proceed with Passion, inspired by her near-death automobile accident and fight to recover. Now you can learn from one of the best in the business, an extraordinary recruiter and trainer, Ilene Meckley, the Success Coach.

After experiencing the Ilene Meckley Success Seminar direct sellers have this to say...

"I can't believe how Ilene changed the way I look at my direct selling business. For once in my life I feel confident, comfortable, and energized to make this a fulltime career."

"Ilene made me stretch and grow to an all new level of success. I'm recruiting more people than ever before, thanks to everything I gained. This seminar is worth every penny and more"

To learn more about the Ilene Meckley Success Seminar and to register for this life-changing event, visit [Ilene Meckley's Seminar Schedule](#).

NOVEMBER

NEW! November 16th, Sacramento, CA

Hire Yourself: Courage and Inspiration to Start Your Own Business

- Make the choice to be the boss of your own company.
- Learn to work from the heart to grow a business that lasts.
- Discover the power of having a purpose, a passion, and a plan.
- Overcome fear by focusing on others.
- Master the art of persuasion by painting pictures with words.
- Become skilled in finding new customers and keeping them.
- Make the decision to be success-driven.
- Hire Yourself is written by someone who knows what she is talking about:

Self-employed for most of her working life, **Ilene Meckley** is a business coach with a compelling story of self-reliance and overcoming adversity. Known as the **Success Coach**, Ilene developed a stellar career as an independent salesperson, earning top honors, including Woman of the Year, President's Club, and Hall of Fame. Her self-published book, *Caring & Sharing*, has sold more than 34,000 copies. Her weekly radio show on AllTalkRadio reaches a worldwide audience and enjoys more than 1,000 downloads at a time.

[\[VIEW DETAILS\]](#)

Event for Consultants and Leaders

Private Event November 17th

NEW! November 19th, Las Vegas, NV

[\[VIEW DETAILS\]](#)

DECEMBER

December 2nd, San Diego, CA

[\[VIEW DETAILS\]](#)

Four Points By Sheraton

8110 Aero Drive

San Diego, CA 92123

Event for Consultants and Leaders

December 3rd, Phoenix, AZ

[\[VIEW DETAILS\]](#)

Event for Consultants and Leaders

December 7th, Ontario, CA

[\[VIEW DETAILS\]](#)

(Location to be decided this week)

Event for Consultants and Leaders

December 8th, Seattle, WA

[\[VIEW DETAILS\]](#)

(Location to be decided this week)

Event for Consultants and Leaders

December 9th, Portland, OR

[\[VIEW DETAILS\]](#)

(Location to be decided this week)

Event for Consultants and Leaders

December 10th, Reno, NV

[\[VIEW DETAILS\]](#)

(Location to be decided this week)

Event for Consultants and Leaders

January 2010

January 15th Private Event

Ilene knows first-hand what it takes to achieve success, but her personal story of overcoming the odds sets her apart. On May 23, 2005, Ilene was traveling home after conducting a business seminar when her car was hit, head on, by an 18-wheel semi tractor-trailer. The impact of this horrendous crash broke nearly every bone in her body. Fighting for her life, the prognosis was not good. If she survived the initial weeks in the hospital, she would likely never walk again. Through grit and determination, Ilene fought for her life, spending nearly six months in hospital beds, and then proved the doctors wrong by undergoing eight major surgeries and learning to walk again. Audiences have stood up and cheered for this courageous woman who intimately knows the peaks of success and the valleys of defeat.

Are you ready to have a motto for your business and your life?

I hope you are ready to join me in starting each day with saying, "I Can and I Will believe that I can do what it takes to..... " Do you realize how much power you have when saying those words? Super Heroes, watch out, there are many new heroes all around ready to be role models for helping people believe they can achieve their goals. I Know there are a lot of them on your business team and in your life.

I would love to hear from you. Next week I will answer all your questions about what it takes to become a top

January 16th Private Event

Call 1-800-383-2039 for information about any of the above locations. We would love to know if you would like your city included in a future tour.

*Please join us in celebrating the new, "Anything's Possible", seminar tour. We are celebrating and would like you to join us. Please check to see if your city is listed above. We also are now offering flexible seminar options. We want to help you and your team re-energize your business. Choose to attend a seminar or host a seminar for as few as **20** people or participate in our block ticket purchase plan for an event in your area. We do in house and custom seminars now too. Please call 1-800-383-2039 with any questions and/or suggestions.*

Ilene hopes to see you at one of the seminars above!

We would love to ask for your help. Please email us a suggested location for a seminar in one of the cities above and we will offer a free ticket to you. This offer is for the first 5 suggestions for each of the cities above.

Please call 1-800-383-2039 to register or click on www.ilenemeckley.com and click on your city to register.

We are in the process of building our 2010 Seminar Schedule. If you would like to have Ilene Meckley visit your area or would like to host a Private Event for your team, please email Ilene at info@ilenemeckley.com today!

A New Idea To Help You Share

recruiter. Please send me your questions about recruiting.

Ilene

Challenging Boundaries to Achieve a Dream



(Reprinted from Anything's Possible by Ilene Meckley with Jim Waldsmith)

When I was a consultant selling educational products, I sometimes set up a display at a fair or similar community event. At one of these events, a woman in a wheelchair approached my booth. She was looking at the educational toys, and I inquired about her children. As we talked and got to know one another, she mentioned she had been unable to work, due to her disability.

"Have you ever thought about doing something like what I'm doing?" I asked, adding, "In this kind of work, you can set your own hours, work at your own pace, and be your own boss."

She smiled meekly. "I really don't know if I could sell things or show people the toys."

I looked into her eyes. "Can you hold a poster?"

"Yes," she said with a more assured smile.


"Then let's place pictures of our products on a poster," I suggested.

Are you having trouble sharing your business with everyone? I really believe that when you share, you have the opportunity to change a life. It does not mean everyone's life HAS to change. When you have a business , it is so important that you keep the same feelings on the inside, no matter what is happening on the outside. That is why we have included in our products a purse where you can change the look on the outside without having to change the contents on the inside. It is a reminder for you to share, every time you use it, or take something out of it. You will start to think, "I can change someone's life who is looking for a change as quickly as I change the look of my purse. " Remember, the key is you feel the same on the inside about sharing no matter what they say. There are 2 sizes of purses. We thought they would be fun to add to our training line even though it is not a book or CD. We are offering a special to introduce this constant fun reminder to share. I also recommend that you check out my new book as well as some of my other books and CD's to help you with the language and confidence to share.



Please click



Click  for a fun way to be reminded to share all the time. After you click, you will be asked for a user name and password.

The user name is :**ilene** and the password is: **guest**

Call 1-800-383-2039 with any questions.

"If we do that, can you share our products with others?"

"Yes," she said. "I believe I can."

This woman joined my team, going on to become a successful direct seller. Her husband, using a van modified for a wheelchair, transported her to the homes of her hostesses. Using posters, she shared about our products. As her business grew, so did her self-confidence. A few years later, she spoke at our company's national convention. Her theme: Anything's possible if you believe you can do it.

She challenged the boundaries of her comfort zone, discovered strengths she did not realize she possessed, and made a better life for herself and her family.

Taking steps to move beyond your comfort zone almost always pays big dividends. Ken Powell was a mid-level manager at General Mills, the company that makes Cheerios and Lucky Charms, when he was challenged to accept an overseas position that could very well lead to a career dead-end. Powell hesitated, thinking, "I'll be out of sight, out of mind, and I'll get lost." That's when a General Mills senior executive took the younger man aside and imparted this advice: "Look, it will stretch you in ways that aren't going to happen, if you play it safe."

The hesitant manager accepted the assignment, spending a total of twelve years in the United Kingdom and Switzerland. Today, Ken Powell, as the chief executive officer of General Mills, said of his overseas assignments, "The experience

The Comfort Zone

Author Unknown

I used to have a comfort zone where I knew I couldn't fail,

The same four walls of busy work were really more like a jail.

I longed so much to do the things I'd never done before, But I stayed inside my comfort zone and paced the same old floor.

I said it didn't matter that I wasn't doing much, I said I didn't care for

things like diamonds, furs and such.

I claimed to be so busy with the things inside my zone, But deep inside I longed for something special of my own.

I couldn't let my life go by just watching others win, I held my breath and stepped outside to let the change begin.

I took a step and with new strength I'd never felt before, I kissed my comfort zone goodbye and closed and locked the door.

If you are in a comfort zone afraid to venture out, Remember that all winners were at one time filled with doubt. A step or two and words of praise can make your dreams come true.

Greet your future with a smile, success is there for you!

Love,

Ilene

convinced me that the best thing you can do to develop people is move them in ways that take them out of their comfort zone." Then he added, "Taking assignments that look risky ends up helping you develop in ways you wouldn't if you stayed narrowly in one function."

You need not be the CEO of a mega-company like General Mills to appreciate the wisdom of expanding your comfort zone. Whether it's meeting new, interesting people, picking up a book or magazine on a subject that's completely foreign to you, or listening to a motivational speaker, you will develop in ways you never dreamed possible.

Throughout November, we are offering excerpts from Ilene Meckley's new book and audio CD, *Anything's Possible*. Loaded with "how to" information for the direct seller on the road to success, *Anything's Possible* is the **MUST READ** for anyone dreaming of taking their direct sales business to the highest levels.

Read *Anything's Possible* to:

- Master the language of "natural sharing" that leads to recruiting success;
- Gain confidence to share without being pushy;
- Understand the power of "big picture" thinking;
- Kindle the fire that comes from desire;
- Challenge boundaries that hold

you back from your dreams;

- Visualize your goals and make them happen;
- Learn the words to use in a recruiting interview;
- Put into practice practical tips for making callbacks;
- Become motivated with thoughts of affirmation;
- Replace negative thinking with positive I CAN thinking;
- Discover that imagination has no limits;
- Learn to work from the heart in all you do;
- Gain the courage to realize your dreams; and
- Achieve the impossible in your direct selling business.

Click [TOOLS](#) to place your order TODAY.

Let your friends and colleagues know about Ilene Meckley, the Success Coach, and ilenemeckley.com, your first choice for motivation, inspiration, and information about achieving success in a home-based business.

Look to Ilene Meckley for...

Books and Audio CDs designed to take you to the top.

“Working From the Heart,” Ilene’s weekly radio show, Mondays at 2 p.m. eastern.

The Ilene Meckley Success Seminars,
conducted across North America.

Personal Success Coaching.

FREE newsletter filled with ideas, tips,
and inspiration for direct sellers or
anyone with a home-based business.
And much more...at

www.ilenemeckley.com

When visiting Las Vegas, make it a
point to visit the Ilene Meckley
Success Center located at 9326 W.
Sahara, Suite 4.

If you want to achieve success, begin
your day with the Success Coach –
Ilene Meckley.