

2-10-10

Working From The Heart

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Forward
To A Friend

Valentine's Day is almost here



We would love to ask you to refer someone who is special in your life. Please click the send to a friend button. Be sure you always ask for referrals too. Reach out and touch some-one'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. There will be 14 winners. Valentines Day is just a few days away. Please take advantage of our Valentines special. We have books, Cd's, pins and purses that will make great gifts for people special in your life. Remember to treat yourself too. Click the beating hearts for items available.

Valentine's Day is the traditional time to give from the heart, and with Feb. 14 nearly here, we're offering a 14%

Do you remember playing "Red Light, Green Light?"

I loved that game. We do not let stop lights keep us from traveling to places we want to go and we should never let them keep us from doing the important things to build our businesses either. Have you ever been driving down the road and you hope that the red light changes to green so you do not have to stop? Does it feel at times a red light takes so long to change? It feels that way when we are in such a hurry to get somewhere. Think about the fact that many people have to commute everyday.

Vehicles are the way most people get to work. Nobody is excited about their commute. Have you said or heard anyone say, "Yea, I love commuting to work!" Well, I believe that we experience stop lights on our commute too. The phone is your vehicle, what you use to commute. There are stop lights we have to deal with in our home-based commute as well. Think about a red light, it stops us in our tracks when we are driving. A not interested on your phone commute can feel the same way. Then we get a green light and feel a sigh of relief, we are moving in our cars again.

On the phone we hear someone say, "Yes, I would like to be a consultant" or "I would love to be a hostess" or "I would love to make a purchase" and we feel like we hit a green light too. We could say that traffic lights can be an annoyance and sometimes slow us down but we also know they are a fact of life. They are important to our safety and traffic flow. The more trips

savings on the first 1,400 Internet and phone orders. Everything is 14% off, including our books and Cd's, our Giraffe Pin.

May you enjoy the success you deserve!

From the Heart,
Ilene

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.

you take in a car, the more green lights as well as red lights you will experience. That is the same way it will happen in your daily phone commute.

So for those of you who think of the phone as 2,000 pounds maybe it is really OK. A car weighs a lot too. The most important thing to remember is; it is not the car that causes lights to change, it all has to do with the timing of the lights. It is not the phone that has anything to do with your business green lights (the yeses) or red lights (the not interested), it is just timing too.

I want to encourage you to get on the commute to success in building your business. A red light has never kept you from getting anywhere you want to go. It might slow you down a little but you keep going to your destination. Your goal is to find someone who has a need for what you have to offer. The traffic lights never seem to bother us when we have taken the time we need to get where we want to go. I guarantee the business traffic lights on your commute will be OK for you also when you take the time to make the phone commute too. Just think, if you made 5 contacts a day, 25 a week and 100 a month, how you if you had 8 new hostesses and 2 new consultants every month. It would not mater even if you had stopped at 90 red lights which really only are just a minute or 2 of our time. Not so bad really after all!

Get ready to fuel your vehicle with gas. Aren't we lucky we do not have to purchase gas for our vehicle? All we have to do is say, Ready, Set, Go and start driving our phone to have a successful trip to work. We do not have to ever worry about scraping the windows or cooling the car off in the heat. All we have to do is walk over to the phone, sit down in a comfortable chair and start smiling and dialing.

Nominate your recruiter or a recruiter on your team



We are excited to announce our Sharing and Caring award! We would like to recognize recruiters who have made a difference in others lives. It can be your recruiter or someone on your team who loves to recruit and change lives. The winners will be receiving a special gift. We will do a phone interview with you and the recruiters to be included in future newsletters. Here is all you have to do to nominate your recruiter.

Click on the heart and fill out the form.

Please be sure to have your entry in to us as soon as possible.



The almost universal fear of rejection.

As I travel around the country, I am always gratified to discover that the message I share impacts individual lives in positive ways. For example, I met a woman last week in New Winsor, NY who expressed appreciation for my comments concerning the almost universal fear of rejection. She spoke with me about how the various ways that we respond to, and deal with, actions that we perceive as rejection color our lives.

The word "color" is especially appropriate here since this particular consultant approached me after a seminar in which I stressed the importance of painting pictures with words to convey our thoughts more effectively. She shared with me that she suddenly realized that it was her own fear of rejection that often made her hesitant to tell others about the wonderful products and opportunities that her business offered. How life changing it was for her to realize that she could turn the idea of rejection around when, instead of fearing personal rejection, she remembered to share opportunities with everyone. In that way she would never cause someone else, with whom she failed to share because of her own hesitation, to feel like they had been the objects of some rejection that she had caused.

There is much talk about the bad state of the economy these days. This makes it a particularly good time for each of us to share opportunities with others because when the overall economy is suffering, direct sales businesses historically thrive. Although people are not spending money on big-ticket items, they do have discretionary funds, which they are more likely to spend on the services, and products you offer. Instead of fearing rejection, keep in mind that offering an opportunity to someone is not about

overcoming your own fear. Offering an opportunity to someone is about inclusion. It is really about guaranteeing that no one feels left out or rejected when you refuse to share.

If someone chooses not to accept whatever you offer, thank them for their honesty and frankness in sharing their thoughts and opinions with you. That way, neither you nor they will feel like the rejected party. You will have done your part by offering an opportunity; someone will feel valued because you were willing to share with them. That is truly a win-win situation.

I encourage you to make an extra effort this week to catch the sharing spirit. I promise it will be well worth your efforts. Not only will your business grow, your own self-esteem and ability to approach others will grow right alongside.

Until next week, sharing success
with heart,
Ilene



Choose your road

Are you ready to choose the roads you are going to take this week? You are in the driver's seat. Are you ready to do new things? Determination and desire will lead to the type of journey you experience during this weeks travels. As you, travel through your week be sure to:

Work and treat your business as just that a business-not a hobby. Hobbies you do when you get around to them. When you have your own business, you can decide when to work but it should not be a decision if to work. Do you avoid doing things you are uncomfortable doing? Make a decision to do three things you are

uncomfortable doing and feel so excited
you stepped out of your comfort zone.

Be the kind of consultant you would want
helping you. Be ready to say, "May I help
you?" Help them to feel valued whether
they want your help or not. Spend this
week focusing on helping as many people
as you can to feel good!

Do not be a "wannabe"! Do you say, "I
will try to see if this will work" or do you
say, "I am going to find a way to make it
work"? Do you say, "When it happens, it
will happen," or do you say, "I will make it
happen"?

Do you say, "I'll start tomorrow," or do you
say, "I can't wait to get started right
away"?