



Ilene Meckley

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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. 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 all the birthday party invitations? We were so excited when we received an invitation to a party. We are having "Getting Rid of the ANT's (automatic negative thoughts) " parties this spring. **You are invited! Attending the party will keep the ANTs from invading your business! Call 702-673-0361 to**

attend this fun activity in your city.

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 to, "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. I hope you checked the list to be sure you included EVERYONE.

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, it is back to school time. Instead of writing spelling words, make those 5 contacts a day. We had to do homework 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 are doing the best we can do? Did anyone ever say in your classes, "**The dog ate my homework**"? I never heard that one in any of my classes. I hear people now sharing excuses that are worse than that when it comes to their most important daily sharing homework assignment. You know what I mean.

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 himself or herself. 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 because someone might say no".**

Ok, and one more thing, how many times did you hear, **"Ready, Set, Go"**? No one was the winner every time unless you went to the same school with Carl Lewis. Trust me; I am sure even Carl did not win every race in his career. Our favorite teams will not win every game. We do know they will show up to play every game. We were taught, 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 alongside your family and other activities to earn extra income?"** If they say no, continue sharing with the next person.

Do you remember, **"Try it, you'll like it"**? Didn't you think, **"How do you know what I like?"** I wish they had just asked, would you 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, does not feel the same. Don't forget our parents answer to, **"Why do we have to..."**? You remember the answer to that one. Are you thinking, **"why should I share"**? 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."**

I 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"**. Start playing to 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 the word 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 new consultants, bookings and more sales than ever before. Oh yes, as far as how many can play.... It is unlimited!

Have a great weekend. Go out and play!

Ilene

Is This Is Your First Newsletter?

Please let us know if this is your first newsletter. 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 someones 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 and pins that will make great gifts for people special in your life. Remember to treat yourself too. Click  for items available.

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