



**MECKLEY  
& ASSOCIATES**  
INC.

*sharing success  
with heart*

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April 26, 2010

[www.ilenemeckley.com](http://www.ilenemeckley.com)

1-800-383-2039

### Pat Pearson Interviews Ilene

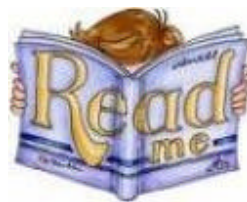
Click on the picture below to listen to the interview.



### Dear Consultants and Leaders,

I had the wonderful opportunity to be interviewed by a very special person, Pat Pearson. Many of you may have heard her speak at your

Forward  
To A Friend



**Happy  
Birthday  
Honey!**

**Love  
Bob**

May 1 is Ilene's birthday. I am suprising her with my birthday wish in this newsletter.

I have extended the special below. I have done this as a way to share a little of Ilene's language with you.

My birthday wish for Ilene is for her to be able to teach more people to work from the heart. She teaches people how sharing

### Goodbye Ants Party



We would love to invite you to join us for our "Getting Rid of the ANTs" Seminar. Our goal is to stop the ANTs from taking your money from you and your team. We are having a A Goodbye Party For Your ANTs (automatic negative thoughts)!

**Click on the date below  
for your area information**

[May 6 at 7PM](#)  
[The Devonshire Building](#)  
[1515 Barrington Rd](#)  
[Hoffman Estates, IL](#)

[May 11 at 7PM](#)  
[Ambulance and Rescue](#)

conventions.  
Thank you Pat for the invitation to be a special guest on your program. After listening to the interview, please take a look at my books and Cd's that will give you more language, ideas and information to help you become more and more confident in growing your business.

### A Few Highlights from Pat's Interview with Ilene

1. It is very important to "choose" success. Wishing and hoping for success doesn't work. Choosing and deciding to show up for sharing your business is the key to success. The most important word is decision. "Decide" that I have to share, not I might share my business.

2. Working from the heart is so much easier than



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My birthday wish for Ilene is for her to be able to teach more people to work from the heart. She teaches people how sharing their business is kind, and not sharing their business is selfish.

Ilene teaches a langue that helps everyone become comfortable while sharing their business.

Please share this special with others. I would love for this week to be a record breaking week with Ilene touching more lives than ever.

Buy two of Ilene's Cds and get the third one free. Orders must be received by 5/8/10. Enjoy three CD's for \$32.00



Associ  
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4 Will  
ow Dr  
Turne  
rsville

, NJ 08012

[May 17 at 7PM](#)  
[Globe and Laurel Restaurant](#)  
[3987 Jeff Davis Hwy](#)  
[Stafford, VA](#)

[May 19](#)  
[Phoenix,AZ](#)

[June 7](#)  
[Hoover, AL](#)  
[Private Event](#)

[Call 1-800-383-2039](#)  
[for more information.](#)

We would love to hear from you. Please email us with your city suggestions. We know many of you have meeting locations and we would love to hear about them.

- No bookings ANT
- Fear of being pushy ANT
- No recruits ANT
- Not attending convention ANT
- I have no time ANT

being hard at work. When you are heart at work, you share with everyone. Being hard at work means you are picking and choosing, talking only to people you think will do something for you, versus looking for people who have a need. Sharing with everyone means you are sharing to help others, not just yourself. Become a professional sharer. When we are sharing correctly, we will hear, "no". We will also find people who choose to say, "yes", too.

3. Be honest with yourself when it comes to sharing. When you share to help people, someone saying no, should never give you negative feelings. You will feel happy that you are sharing in case they need you.

Apprehensions about sharing your business with others comes from anticipation

You will receive, "Painting Pictures with Words," "I Can! I Will!" and "Coaching Your Way to Success". These Cd's will help you with the sharing and caring language. They will give you the confidence to share and have fun this spring while you enjoy your family and other activities. Click



to enjoy

Ilene's birthday special.



- Fear of leadership ANT
- ANTs preventing you from picking up your phone
- How do I work on my business with children at home ANT?
- Good at making excuses ANT
- The I CAN'T ANT

We have a new program! Would you Ilene to be a guest one of your local meetings? Please give us a call at 702-673-0361.

that you might feel uncomfortable about their response. Instead, decide the purpose of sharing is the same as offering, "May I help you?" There is no reason to feel uncomfortable about sharing. You will always be able to help the person you are sharing with feel good about the sharing experience, when your goal is to help them feel good, whether they need your services or not. Hold yourself accountable for sharing. Don't prejudice or make decisions for others.

4. Remember that it is perfectly OK for someone to say no thank you when you share. It is never ok to hesitate to share because they might say, "no". Sharing is offering and caring is being happy with their response to your sharing.

5. Become a professional

## Motivational Mile Markers on Your Road to Success



Run Into a Wall? Work Around it!

To watch Michael Jordan drive to the hoop, defy gravity with a graceful, acrobatic leap, and pound home the ball for two points, was a portrait in perfection. Here was a star athlete who never let anyone keep him from his dreams. There's a quotation attributed to the immortal Chicago Bulls standout that I really like:

*"Obstacles don't have to stop you. If you run into a wall, don't turn around and give up. Figure out how to climb it, go through it, or work around it."*

Michael Jordan possessed the spirit of determination. Did you know Jordan was cut from his high school basketball team because he lacked talent and was too short to compete? The summer before his junior year, he practiced around-the-clock and grew four inches in height. He



Dear Ilene,

As I am laying here in my morphine loop from yesterday's back surgery that went well, cuz I know you will inquire, I thank God for His angels and lights who continue to play vigil by my side taking the place of loved friends and family not physically able to attend me. I also thank God for our wonderful electronic toys that help us know all of those out there sending their love and prayers. I especially thank the Lord for my mk business, because while I was prepping for surgery the next day, my dear friend and customer was holding my open house w three other direct sales friends at my house, keeping my income going, helping my family, saving me from worry. Five years ago, I was beginning my mk business to make money, but what my business has made me is the wealthiest woman alive, blessed so much by greater happiness, joy and deeper more sincere relationships in my world that I ever would have dreamt possible. Your message was most timely and heartfelt, probably more

sharer today. Sharing your business should not be a hobby. Hobbies cost money. You only spend time on hobbies in your spare time. Businesses make money. Learn the language for sharing in a positive way. Choose words that are feel good words. When asking for a phone number to follow up, ask, "Would you feel comfortable giving me your name and phone number so I can follow up with you at an appropriate time?" If they are not interested in your business, smile and say, "Thanks so much for being honest with me. I am glad that you feel you can be."

6. Hearing someone say no to you when sharing your business will never keep you from success. Not wanting to hear the nos will keep you from finding the people who choose to say yes.



made the high school team and later at the University of North Carolina Michael Jordan worked at the game with a vengeance. He was determined to be the best he could be. In 1984, Jordan was the third pick in the NBA draft, going to the Bulls. He never looked back, winning an Olympic gold medal, earning the title of NBA Rookie of the Year, and becoming a six-time NBA champion. As Magic Johnson observed at the time, "There's Michael Jordan, and then there's the rest of us."

If your family is in the car, driving to a vacation destination, and you confront a detour on the highway, do you tell the kids, "Sorry, but we're turning back." No, of course not! You check your map, consult the GPS, and find another route.

So it must be with your business. Every now and then, we all encounter obstacles to our goals: a customer returns an order; a string of cancelled

meaningful than most, and I wanted to thank you. We always say in mk that you never know what is going to motivate you when, but yours surely helped set my focus for today and I will try to keep positive as they start my pt(physical training for now-personal torture later).

Thanks again for all your guidance and positive mentoring,  
Sincerely,  
Carol

### 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 would love for you to go back and listen to the interview again. Email me and let me know that you are ready to be on a mission to offer help to everyone. Don't ever let someone not needing your help stop you from finding someone who does need your help.

Share with everyone , "One of the things I love to do is help others start home-based businesses too. Have you ever thought about doing something alongside your family and other activities to earn extra income?" If you don't ask, it is an automatic no. One of the things I love to do is help everyone feel comfortable about sharing their business, using a sharing and caring language. Would you like to be able to share your business comfortably with everyone too?

Click **Training Tools** for



parties; or several consultants leave the business causing you to relinquish your sales management position.

Or we are detoured by something more personal. You need to stay home with an ill child.

Aging parents need your care. You get hit by a truck.

Whatever the obstacle, follow Michael Jordan's lead. Don't give up. Instead figure out how to climb it, go through it, or work around it.

A string of parties cancel? Get on the phone and call past hostesses. Tell them about your newest products, a sale, or a company-provided incentive. Several of your consultants leave the business? Remain positive and upbeat. Work with the ones who remain on your team to help them increase their sales,

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!

information about my CD's and books.

Have a wonderful sharing and caring week!

Ilene

book parties, and talk with more people about your business opportunity.

A sick child? Use the time at home to get on the phone and book. Aging parents need your care? Think of all the people you will now meet who will be involved with helping your parents live fulfilling golden years. As for that truck, I hope it never happens to you. As for me, I used the time when I was confined to a hospital bed to write a book.

So, don't let an obstacle detour your dreams. Work around it!

Please pass this on to friends and colleagues. Let them know about Ilene Meckley, the Success Coach, and [ilenemeckley.com](http://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 Cd's designed to take you to the top.
- 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](http://www.ilenemeckley.com)

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

Forward  
To A Friend