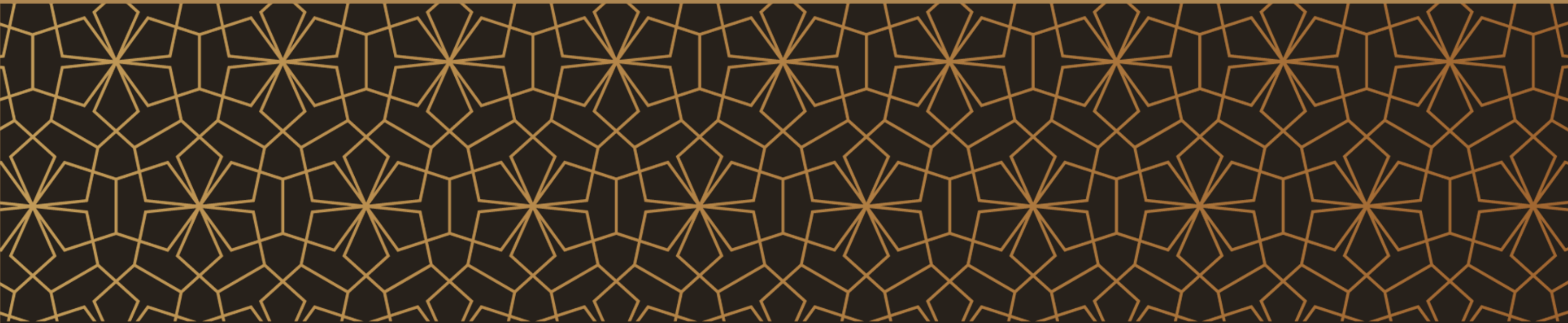


7 STEPS TO

Elite
STATUS

by Gloria Mayfield
Banks





1 Work your **zip code: 5-2-6-3-1**. Do this consistently!

- **FIVE** new leads *every day*.
- Place **TWO** appointments on your books *every day*.
- See **SIX** fresh faces/decision makers *every week*.
- Interview **THREE** new team members *every week*.
- Be accountable to someone **ONCE** *every week*.

2 Build **confidence** in yourself and those you are invested in.

There is no way to become *super bad*, all day long without **confidence**. It is impossible to become **confident** without **courage**. Courage with confidence gives you the choices to *make your dreams a reality!* Period.

3 Choose the **correct, passionate goal** *right now*.

Learn to work on the next most important goal that pushes you toward your ultimate goal.

4 Assemble a **strong team**.

Be willing to go from pain to gain. Commit to changing the lives of your team members. Provide a **vision** for your team to step into. Present the opportunity in enough people to build your skills and get the yes needed to grow your team.

5 Learn to win. Like to win. Teach others to win.

Know how to cross the finish line well, every time. Developing an attitude of **failure is NOT an option.**

6 Investment and sacrifice is *required*.

- Invest in your **personal growth**.

- Invest in **events**.

- Invest in **travel**.

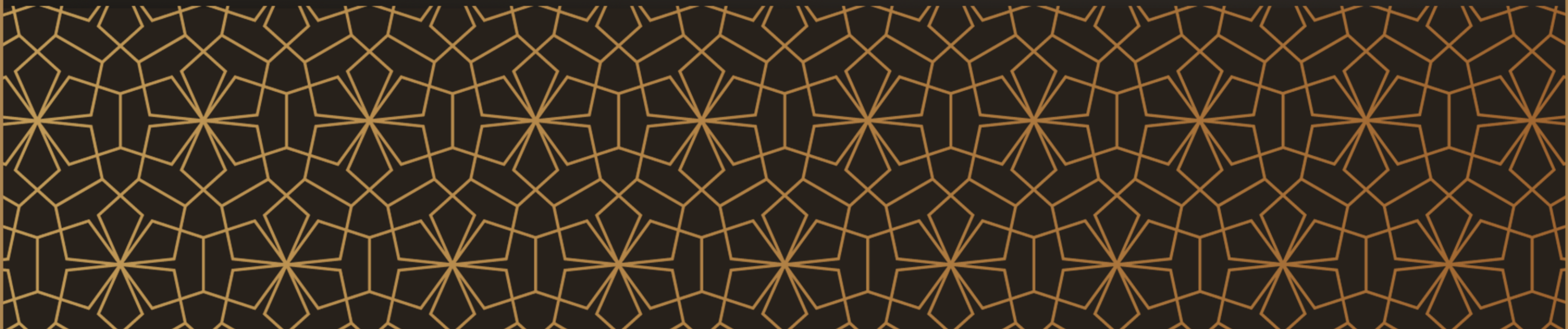
- Invest in **training**.

- Invest in **your product**.

- Remember, investment in your network marketing business is still **much lower than any other business** that you can scale big.

7 Your commitment to success must be grounded in knowing this industry works, and works well. Your success depends on **what you choose to bring and invest in.**

You must choose to *use your gifts*. *Do not try to compare your gifts with those of others.*



Dr. Gloria Mayfield Banks is an internationally renowned motivational speaker, success strategist and sales trainer. She is the *#1 ranked Elite Sales Director for Mary Kay Cosmetics*, annually leading her international sales team to **multimillion dollar success**.

Dr. Banks, who has shared the stage with Oprah and Soledad O'Brien, has received numerous **awards** and recognition for the work that she has done.

Having consistently beaten the odds to create extraordinary success for herself, it is her mission to empower and educate women to build financial independence, personal growth and the eventual **freedom** to pursue their life dreams.

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