

I'M SO HONORED AND GRATEFUL TO BE HERE WITH YOU TODAY, AND I MUST TELL MY UNIT, THAT I'M JUST GUSHING WITH PRIDE AT YOUR PERFORMANCE. YOU MAY REMEMBER THAT I GAVE YOU A CHALLENGE ONE YEAR AGO, WHEN I STOOD HERE AND SAID THAT WE HAD SOME UNFINISHED BUSINESS TO TAKE CARE OF BEFORE WE COULD MOVE ON TO BECOME A NATIONAL AREA. WELL GIRLS, I STAND AMAZED AT WHAT YOU HAVE DONE. YOU BANDED TOGETHER WITH PHONE CALLS, EMAILS, AND TEAMS, AND IT ALL PAID OFF! CONGRATULATIONS! I'M NOW JUST BURSTING WITH ANTICIPATION TO SEE WHICH OF OUR CONSULTANTS AND DIRECTORS WILL RISE UP TO TELL A STORY OF THEIR OWN. I GOT TO SAY ALL OF MY THANK YOU'S LAST NIGHT, BUT I DO WANT TO TELL MY FAMILY ONE MORE TIME HOW MUCH I LOVE AND APPRECIATE THEM! MOM, DAD, JAMES – I WOULDN'T BE HERE WITHOUT YOU! (SMOOCH!!) AND TO MY NATIONAL, DARLENE BERGGREN AND OUR ENTIRE NATIONAL AREA, THANK YOU FOR SHARING YOUR RICH HERITAGE WITH US. LISA ALLISON, MY SENIOR SALES DIRECTOR: YOU TAUGHT ME EVERYTHING I KNOW, AND WE WOULDN'T BE HERE WITHOUT YOU. OK, I HAVE TO CONFESS THAT I REALLY STRUGGLED WITH WHAT TO SAY AS I

BEGAN TO PREPARE MY THOUGHTS FOR TODAY. LAST YEAR AT THIS TIME, I SAT DOWN SAT DOWN TO WRITE MY SPEECH AND THE WORDS JUST STARTED FLOWING. I THINK I WAS SO EXCITED ABOUT OUR FIRST YEAR AS A UNIT AND OUR FIRST MILLION DOLLAR VICTORY, AND THE THRILL OF THE RACE, THAT I JUST COULDN'T WAIT TO TELL YOU ALL ABOUT IT. BUT, THIS YEAR HAS BEEN A LITTLE DIFFERENT. I'M RARELY AT A LOSS FOR WORDS, SO I WAS A LITTLE STUMPED AS TO WHY I HONESTLY HAD NO IDEA WHAT I SHOULD TALK ABOUT. BUT AS I SAT IN MY HOTEL ROOM WATCHING THE SUN COME UP ON THURSDAY MORNING, I FINALLY REALIZED WHAT WAS CAUSING MY WRITERS BLOCK, AND MY PROBLEM WAS TWO-FOLD: 1) WHEN I BEGAN TO REFLECT ON OUR JOURNEY OVER THE PAST YEAR, AND THE MAGNITUDE OF BLESSINGS AND ABUNDANCE THAT GOD HAD Poured OUT OVER MY LIFE, I BECAME SO OVERWHELMED WITH HOW UNDESERVING I WAS, AND HOW AWESOME HE IS, THAT I FELT VERY UNWORTHY TO STAND BEFORE YOU AS THE #1 DIRECTOR KNOWING THAT HE EXPONENTIALLY BLESSED THE MODEST WORK WE DID AND HE TRULY IS THE ONE DESERVING ALL THE CREDIT, AND MY UNIT GIVES HIM ALL THE GLORY. MY SECOND PROBLEM WAS THE

THOUGHT OF TRYING TO CRAM A YEAR'S WORTH OF LIFE LESSONS INTO A 15 MINUTE SPEECH WHEN I COULD LITERALLY STAND HERE FOR HOURS SHARING WHERE MY JOURNEY HAS TAKEN ME SINCE WE WERE TOGETHER LAST JULY. THE MORE I LEARN AND GROW, THE MORE I REALIZE HOW MUCH I DON'T KNOW, SO RATHER THAN STAND HERE AND PRETEND THAT I'VE GOT IT ALL FIGURED OUT, I THINK THE BEST WAY FOR ME TO SHARE MY HEART WITH YOU IS JUST TO SHARE SOME OF THE LESSONS I'VE LEARNED FROM THE ROLLER COASTER RIDE I'VE BEEN ON FOR THE PAST 12 MONTHS.

WHEN I LAST STOOD BEFORE YOU AT SEMINAR 2005, OUR UNIT WAS RANKED #2 IN THE PEARL SEMINAR AND #3 IN THE NATION, WITH JUST OVER \$1.1 MILLION IN RETAIL SALES FOR THE YEAR. WE WERE IN THE EARLY STAGES OF BUILDING OUR NATIONAL AREA WITH 7 1ST LINE AND ONE 2ND LINE. THIS YEAR WE FINISHED AT #1 IN PEARL, #2 IN THE NATION WITH \$1.287 MILLION. OUR FUTURE AREA NOW HAS 11 1ST LINE, 11 2ND LINE, AND 2 3RD LINE DIRECTORS WITH 7 DIQS COMING UP RIGHT BEHIND THEM AND WE ARE ALMOST HALF-WAY THROUGH NIQ – PRAISE GOD!! HOWEVER, I SHARE THAT WITH YOU NOT TO BRAG OR BOAST, BUT TO GIVE

YOU HOPE THAT IT REALLY DOESN'T MATTER WHAT THE SCOREBOARD SAYS – WHAT MATTERS IS WHAT YOUR HEAD SAYS. BELIEVE IT OR NOT, WE HAD A PRETTY UGLY START TO THIS YEAR. AS A MATTER OF FACT, IN MY OPINION WE HAD A PRETTY UGLY ENTIRE FIRST-HALF OF THE YEAR. IT DOESN'T MATTER AT WHICH LEVEL YOU'RE PLAYING, PERFORMANCE IS RELATIVE, AND A RUT IS A RUT. IT HAD NOTHING TO DO WITH THE TIME OF YEAR. IT HAD NOTHING TO DO WITH MY PEOPLE. IT WAS COMPLETELY A RESULT OF THE SIX INCHES BETWEEN MY EARS. SOMEHOW AT THE END OF LAST YEAR, I SWITCHED FROM PLAYING TO WIN INTO THE MODE OF PLAYING NOT TO LOSE. YOU MAY BE FAMILIAR WITH THIS CONCEPT, BUT A POPULAR BOOK ASKS THE QUESTION: ARE YOU PLAYING TO WIN, OR ARE YOU PLAYING NOT TO LOSE? MOST PEOPLE PLAY NOT TO LOSE – TO AVOID FEAR OR TO AVOID CHANGE. I'LL PLAY AS LONG AS I DON'T GET HURT. THEY WILL GO ALL THE WAY TO THE EDGE OF THEIR COMFORT ZONE AND STOP. SO, WHAT DOES IT LOOK LIKE TO PLAY TO NOT LOSE? YOU LET FEAR STOP YOU DEAD IN YOUR TRACKS – FEAR OF REJECTION, FAILURE, SUCCESS, DISPROVAL. WILDLY SUCCESSFUL, HIGH EARNING PEOPLE PLAY TO WIN. THEY LOVE WINNING MORE THAN

THEY HATE LOSING. THEY FOCUS ON WINNING, THEY DO NOT FOCUS ON LOSING. AND HERE'S A SECRET LOTS OF PEOPLE DON'T KNOW – WILDLY SUCCESSFUL PEOPLE ARE SCARED ALL THE TIME. WHY BECAUSE THEY ARE ALWAYS DOING OUTSIDE THEIR COMFORT ZONE, THEY ARE ALWAYS TAKING RISKS, AND FEAR NEVER GOES AWAY – THEY JUST GET USED TO FEELING THE FEAR. EVERYTHING YOU ARE GOING AFTER IS OUTSIDE YOUR COMFORT ZONE. BUT YOU MUST TURN TOWARDS THE FEAR AND PLAY TO WIN. DO YOU KNOW WHAT IT FEELS LIKE ON THE INSIDE WHEN YOU'RE PLAYING TO WIN? DO YOU KNOW WHAT IT'S LIKE WHEN YOU'RE PLAYING TO NOT LOSE? THEY'RE 2 TOTALLY DIFFERENT BALL GAMES, AREN'T THEY??? I FIRST REALIZED I WAS PLAYING TO NOT LOSE ON THE TOP DIRECTOR TRIP TO GREECE. WE WERE ACTUALLY ON THE PLANE HOPPING FROM ATHENS OVER TO CRETE, WHEN I CAUGHT MYSELF ASKING THE QUESTION: CAN I DO THIS AGAIN? WAS IT JUST BEGINNER'S LUCK? AM I GONNA BE JUST ANOTHER ONE OF THOSE STORIES YOU HEAR ABOUT? OR DO I HAVE STAYING POWER? YOU SEE UP UNTIL THAT POINT, I HADN'T REALLY LOOKED AROUND TO SEE WHAT ANYONE ELSE WAS DOING. LISA TAUGHT ME TO ALWAYS KEEP MY

BLINDERS ON AND JUST KEEP WORKING. BUT FOR SOME REASON, I BEGAN TO LOOK AROUND AND QUESTION WHAT I WAS DOING. AND I BEGAN TO FALL. I LOST THE LASER FOCUS, AND I STARTED TO PIDDLE. AND IT WASN'T UNTIL AROUND CHRISTMAS THAT I FIGURED OUT WHAT WAS GOING ON IN MY HEAD. I HAD MISSED MY FIRST MAJOR GOAL IN MARY KAY AND THE WHOLE WORLD WATCHED IT HAPPEN. I SURVIVED, BUT I DIDN'T LIKE IT. I LEARNED FROM IT, BUT I DIDN'T LIKE IT. I NEEDED IT, BUT I DIDN'T LIKE IT. SO, I HAD STOPPED TALKING ABOUT BIG GOALS, BECAUSE I WASN'T SURE I WAS READY TO SET ANOTHER ONE QUITE YET. BUT JUST LIKE THE BIBLE SAYS, WITHOUT VISION THE PEOPLE PERISH. AND LIKE OUR PRECIOUS MARY KAY SAYS, A LAUREL THAT'S RESTED UPON GETS WILTED. I HAD NEVER REALLY BEEN IN MARY KAY WITHOUT A HUGE GOAL BEFORE, AND I HONESTLY DIDN'T KNOW WHAT TO DO WITH MYSELF. SO, I WENT BACK TO WHAT HAD SERVED ME SO WELL IN THE BEGINNING, AND I DOVE INTO LEARNING AND STUDYING EVERYTHING I COULD GET MY HANDS ON. THEN THE LORD STARTED WHISPERING A LITTLE PHRASE IN MY EAR OVER AND OVER AGAIN. "JUST RUN, ALLISON. JUST RUN! RUN. RUN. RUN. THROUGH A SERIES OF EVENTS I

ATTENDED IN DECEMBER, JANUARY, AND FEBRUARY, I KNEW THAT I WAS READY TO RUN AGAIN. BUT THIS TIME I WOULD RUN AS IF I COULDN'T FALL. THERE WAS NO 2ND PLACE, THERE WAS NO LOSER. THERE WOULD BE NO PAIN AND NO GETTING LOST. THE ONLY PAIN WOULD COME FROM SLOWING DOWN OR TAKING A DETOUR. I HAD TO RUN AS HARD AND FAST AS I COULD TO PROVE TO THE WORLD AND PROVE TO MYSELF ONE FINAL TIME THAT THIS BUSINESS WOULD NEVER FAIL ME. IT WOULD ALWAYS WORK FOR ME. THE ONLY QUESTION WOULD EVER BE IF I WOULD WORK FOR IT. WE MISS OUT ON SO MUCH WHEN WE PLAY TO NOT LOSE. AND GUESS WHAT: IT DIDN'T FAIL ME, AND IT WILL NEVER FAIL YOU. THIS BUSINESS PLAN DELIVERED EXACTLY WHAT MARY KAY ASH PROMISED IT WOULD. AND WHEN I ONCE AGAIN STARTED PLAYING TO WIN, AND LACED UP MY SHOES AND STARTING RUNNING – GUESS WHO ELSE STARTED RUNNING WITH ME? MY UNIT AND MY DIRECTORS! AND YOU KNOW IT WAS PROBABLY NEVER EVEN A CONCIOUS THING TO THEM, BUT WHEN I LOOKED BACK OVER OUR REPORTS FROM JULY – JANUARY, THEN FROM FEBRUARY – JUNE, IT WAS A NIGHT AND DAY DIFFERENCE! IT CAN BE SO MISLEADING TO MAKE ASSUMPTIONS IN THIS BUSINESS BY

LOOKING AT THE SCOREBOARD. AS WOMEN, WE ARE OFTEN OUR OWN TOUGHEST CRITIC, AND WE ARE MUCH HARDER ON OURSELVES THAN WE SHOULD BE. WE LOOK AROUND AT WHAT WE "THINK" EVERYONE ELSE IS DOING, WE LOOK AT WHERE THEY ARE ON THE SCOREBOARD, AND WE COMPARE OUR WEAKNESSES TO THEIR STRENGTHS, OF COURSE WE NEVER MEASURE UP. BUT THE SCOREBOARD DOES NOT DEFINE YOU. IT IS SIMPLY A MEASURE OF THE WORK WE WERE WILLING TO PUT FORTH WITHIN A CERTAIN TIMEFRAME. SO, IF WE DON'T LIKE WHAT THE SCOREBOARD SAYS, WE HAVE TO QUIT BELLY-ACHING, QUIT BEATING OURSELVES UP ABOUT IT, AND JUST GO CHANGE IT! RIGHT? HOW MANY OF YOU ARE READY TO MAKE SOME CHANGES THIS YEAR? SOME OF YOU KNOW THAT WHEN WE COMPLETE NATIONAL QUALIFICATIONS ON SEPTEMBER 30, WE WILL BECOME THE FASTEST NATIONAL AREA TO EVER DEBUT IN COMPANY HISTORY! BUT FAR MORE IMPORTANT TO US THAN HOW FAST WE DO IT, IS HOW WELL WE DO IT. WE'LL ALSO BE ONE OF THE FIRST NATIONAL AREAS TO NEVER KNOW MARY KAY ASH PERSONALLY, AND THAT IS A RESPONSIBILITY I TAKE VERY SERIOUSLY. I'M SO THANKFUL TO MARY KAY FOR THE WORDS OF WISDOM SHE LEFT

FOR US, AND TO OUR CORPORATE STAFF AND NATIONALS FOR WORKING SO HARD TO PRESERVE HER SPIRIT. I'D LIKE TO SHARE THE MISSION STATEMENT OF OUR NATIONAL AREA WITH YOU: WE ARE BUILDING AN AREA OF WOMEN WHO ARE INDEPENDENTLY SUCCESSFUL, FINANCIALLY STABLE, AND EMOTIONALLY HEALTHY IN ORDER TO WAGE WAR ON MEDIOCRITY IN OUR OWN CIRCLE OF INFLUENCE. OUR DOUBLE STAR AREA PIN IS A CONTSTANT REMINDER OF MARY KAY ASH'S REQUEST TO ALWAYS PASS IT ON. I CAN ONLY HOPE THAT SHE WOULD BE PROUD OF OUR EFFORTS TO CARRY HER TORCH FORWARD. SPEAKING OF THE STAFF, I'VE YET TO MEET A SOUL FROM OUR CORPORATE OFFICE THAT DOESN'T GO THE EXTRA MILE TO HELP MEET A NEED. SEAN AND JANICE AND THE ENTIRE SALES DEVELOPMENT TEAM HAVE BEEN SUCH EXCELLENT COUNSEL OVER THE PAST YEAR, AND I COULDN'T BE MORE GRATEFUL FOR YOUR WISDOM AND YOUR FRIENDSHIP. TO MY FUTURE NATIONAL AREA, I WANT YOU TO KNOW THAT FROM THIS POINT FORWARD, ALL OF MY JOY AND PRIDE WILL COME FROM YOUR ACCOMPLISHMENTS, AND YOUR SUCCESSES! I'M GIDDY WITH EXCITEMENT FOR THE DAY WHEN I GET TO CROWN ONE OF YOU IN THAT THRONE. WE HAVE 3

DIRECTORS WHO HAVE SET THEIR SIGHTS ON MILLION THIS YEAR,
AND SEVERAL MORE FOR HALF-MILLION AND TRIP. IT'S YOUR TIME
TO STEP INTO THE SPOTLIGHT, AND I AM SO READY TO WATCH
YOU SHINE!! I LOVE YOU MORE THAN YOU KNOW, AND I'M SO
GRATEFUL FOR YOU – EACH OF YOU ARE TRULY A GIFT TO ME,
AND I'M SO PROUD TO BE ON THIS JOURNEY WITH YOU! THE BIBLE
TELLS US THAT NO EYE HAS SEEN, NO EAR HAS HEARD, NO MIND
HAS CONCEIVED WHAT GOD HAS PREPARED FOR THOSE WHO
LOVE HIM, AND I MUST ADMIT THAT THIS JUST BLOWS MY MIND!!!
ECC 3:12 I KNOW THAT THERE IS NOTHING BETTER FOR MEN
THAN TO BE HAPPY AND DO GOOD WHILE THEY LIVE. THAT
EVERYONE MAY EAT AND DRINK, AND FIND SATISFACTION IN ALL
HIS TOIL – THIS IS THE GIFT OF GOD.

PROV 13:20 HE WHO WALKS WITH THE WISE GROWS WISE, BUT
A COMPANION OF FOOLS SUFFERS HARM.

PROV 15:33 THE FEAR OF THE LORD TEACHES A MAN WISDOM,
AND HUMILITY COMES BEFORE HONOR.

COL 3:23 WHATEVER YOU DO, WORK AT IT WITH ALL YOUR HEART,
AS WORKING FOR THE LORD, NOT FOR MEN, SINCE YOU KNOW

THAT YOU WILL RECEIVE AN INHERITANCE FROM THE LORD AS A REWARD.

I SHARE THOSE VERSES WITH YOU, BECAUSE THE THEME FOR OUR AREA THIS YEAR IS DIGGING DEEPER. FAR TOO OFTEN IN LIFE, WE JUST SKIM THE SURFACE AND MOVE ON TO THE NEXT THING.

THERE ARE WAY TOO MANY WOMEN IN THIS WORLD WHO LET THINGS HAPPEN TO THEM INSTEAD OF MAKING THINGS HAPPEN FOR THEM. MARY KAY PROVIDES SO MANY TOOLS FOR US TO BE COMPLETELY EMPOWERED, BUT FOR SOME REASON WE INSIST ON LEAVING THE TOOLS IN THE SHED, AND KEEP RIGHT ON DIGGING WITH OUR BARE HANDS. IF YOU WANT TO BUILD YOUR HOUSE ON A SOLID ROCK, YOU MUST DECIDE RIGHT NOW TO ALWAYS KEEP DIGGING UNTIL YOU FIND THAT SOLUTION.

QUITTING IS THE EASY WAY OUT. I TOLD YOU A LOT HAS HAPPENED OVER THE PAST 12 MONTHS, SO IN CLOSING I'D LIKE TO SHARE WITH YOU THE 6 MOST IMPORTANT LESSONS I'VE LEARNED THIS YEAR:

1. I'M NOT IN THE BUSINESS OF CHANGING PEOPLE'S MINDS. I'M IN THE BUSINESS OF FINDING PEOPLE WHO WANT TO WORK.

2. THE SPEED OF THE LEADER IS TRULY THE SPEED OF THE GANG. LIKE MARY KAY SAID, YOU CAN'T FOLLOW A PARKED CAR, SO GET MOVING!!

3. LIKE PROVERBS SAYS, A GOOD NAME IS MORE DESIRABLE THAN GREAT RICHES. THE HIGHER YOU CLIMB, THE MORE PEOPLE WILL SEE, SO IT'S IMPORTANT TO ALWAYS DO THE RIGHT THING, NO MATTER WHO YOU THINK IS WATCHING. YOU KNOW AND GOD KNOWS – THAT'S ENOUGH.

4. THERE WILL ALWAYS BE DRAMA. WE MUST SIMPLY CHOOSE TO RISE ABOVE IT.

5. WE MUST GET COMMITTED DOWN TO THE DEPTHS OF OUR SOUL ABOUT WHAT'S IMPORTANT TO US. THE SACRIFICE AND DISCIPLINE THAT WILL BE ASKED OF YOU IN THE SHORT TERM WILL MAKE MANY PEOPLE AROUND YOU VERY UNCOMFORTABLE, AND THEY WILL NOT AGREE WITH SOME OF THE CHOICES YOU MAKE. YOU MUST DECIDE: ARE YOU A PERPETUAL PEOPLE PLEASER, OR A DISCIPLINED DECISION MAKER?

6. MARY KAY ASH TRUSTED THAT WE WOULD ALWAYS BE WILLING TO PASS HER DREAM ON. STEPPING INTO LEADERSHIP REQUIRES NOTHING MORE THAN SERVANTHOOD, WISDOM, AND HUMILITY,

AND NOTHING LESS THAN EXCELLENCE, LOVE, AND INTEGRITY. MARY KAY SAID, "IT'S NICE TO BE IMPORTANT, BUT IT'S MORE IMPORTANT TO BE NICE." ARLENE LENARZ SAYS, "YOU CAN LOVE PEOPLE WITHOUT LEADING THEM, BUT YOU CAN'T LEAD PEOPLE WITHOUT LOVING THEM", AND ANN NEWBURY SAYS, "YOU MUST BE WILLING TO PAY A PRICE GREATER THAN OTHERS WILL EVER KNOW". BUT YOU KNOW WHAT ELSE? I'M BEGINNING TO LEARN THAT YOU CAN'T PUT A PRICE TAG ON THE JOY, THE REWARDS, THE FREEDOM, THE FUN, AND THE ABILITY TO LIVE OUT LOUD THAT COME FROM YOUR DECISION TO STEP INTO DISCIPLINE. IS THERE A DREAM TUGGING AT YOUR HEART TODAY? HAVE YOU SET A NON-NEGOTIABLE GOAL FOR WHERE YOU WANT TO BE THIS TIME NEXT YEAR? HAVE YOU WORKED THE NUMBERS AND DEvised A STRATEGY? IF NOT, I WANT YOU TO PROMISE ME YOU'LL DO THIS BEFORE YOU GET HOME! TAKE THAT YEAR LONG GOAL AND CUT IT IN HALF TO FIND YOUR 6-MONTH HALF-WAY POINT. THEN CUT THAT # IN HALF AGAIN TO FIND YOUR QUARTERLY BENCHMARK. FROM YOUR QUARTERLY BENCHMARK, WHITTLE DOWN TO YOUR MONTH-AT-A-GLANCE PAGE. IF ROUGHLY ½ THE CLASSES YOU BOOK WILL HOLD, ½ THE GUESTS

YOU CONFIRM WILL SHOW, AND 1/5 WILL SIGN, HOW MANY PEOPLE DO YOU NEED TO BE IN FRONT OF EACH MONTH (KNOWING THAT YOU'LL ASK EVERYONE) TO REACH YOUR MONTHLY GOAL? FROM THERE YOU CAN CREATE YOUR WEEKLY PLAN SHEET. HOW MANY APPOINTMENTS DO YOU NEED? BY THE WAY, MY GOAL AS BEEN 4 – 6 APPOINTMENTS PER WEEK FOR THE PAST 3 YEARS. YOUR WEEKLY PLAN SHEET THEN DRIVES YOUR DAILY 6 MOST IMPORTANT THINGS LIST. AND LIKE MARY KAY SAID, THOSE HUGE GOALS CAN BECOME MANAGEABLE WHEN YOU EAT THE ELEPHANT ONE BITE AT A TIME. YOU NEVER LOSE SIGHT OF THE FINISH LINE, BECAUSE IT MAKES THE DAILY ACTIVITY WORTH IT. BUT YOU NEVER COMPROMISE ON THE DAILY ACTIVITY, BECAUSE THAT'S WHAT GETS YOU TO YOUR FINISH LINE. DO YOU HAVE YOUR GOAL SET? OK, HERE'S WHAT I WANT YOU TO DO: EVERYBODY STAND UP! PUT YOUR STUFF DOWN, SPREAD OUT A LITTLE BIT. I WANT YOU TO STRETCH YOUR ARMS OUT AS FAR AS YOU CAN, CLOSE YOUR EYES AND THROW YOUR HEAD BACK. JUST FOR A SECOND, I WANT YOU TO EMBRACE THE REALITY THAT'S WAITING FOR YOU. WHEN YOU WALK INTO THIS ARENA NEXT YEAR, WITH THAT GOAL ALREADY DONE, HOW WILL YOU

FEEL? HOW WILL YOU LOOK? WHAT WILL YOUR FAMILY SAY?
WHAT WILL YOU SAY? WILL YOU REMEMBER ALL THE
CANCELLATIONS, POSTPONEMENTS, FRUSTRATIONS, AND
DISPPOINTMENTS THAT ARE RIGHT NOW HEADED YOUR WAY?
HECK NO! SO DON'T YOU DARE LET THEM STOP YOU BETWEEN
NOW AND THEN! OK, OPEN YOUR EYES. DO YOU WANT TO LIVE
OUT LOUD? DO YOU WANT TO EMBRACE THE ABUNDANCE THAT
GOD HAS FOR YOU? DO YOU WANT TO STAND AT THE TOP OF
YOUR MOUNTAIN AND SCREAM WITH PURE JOY AT THE TOP OF
YOUR LUNGS? THEN RUN! JUST RUN! RUN HOME TODAY AND
THROW YOUR ARMS AROUND YOUR FAMILY! TELL THEM HOW
MUCH YOU LOVE THEM & HOW MUCH YOU MISSED THEM. THEN
TELL THEM THAT THERE ARE GOING TO BE SOME CHANGES, AND
YOU NEED THEIR HELP. YOU WANT THEM TO RUN WITH YOU!
THEN CALL YOUR TEAM, YOUR PROSPECTS, AND YOUR
CUSTOMERS. TELL THEM THE TRAIN IS LEAVING THE STATION,
AND YOU'D LOVE TO HAVE THEM RUN WITH YOU! THEN RUN! RUN!
RUN! NO MATTER WHAT IS GOING ON AROUND YOU, DON'T STOP
RUNNING! FAST, SLOW, OR BARELY MOVING – IT DOESN'T MATTER
REALLY, JUST DON'T STOP! BECAUSE IT'S NOT ABOUT WHO GET'S

THERE FIRST, JUST GET THERE!! YOU OWE IT TO YOURSELF, YOU
OWE IT TO YOUR FAMILY, YOU OWE IT TO YOUR FUTURE! YOU
BELONG AT THE TOP OF THAT MOUNTAIN! I LOVE YOU, GOD BLESS
YOU!