



Hi!

I've NEVER met a successful person who didn't focus on their goals and work toward them with passion. Have you? The fifth ingredient of success - a sense of urgency and purpose - is the topic for this month's newsletter.

Happy reading,

Karen

PS: Curious about the Building Success Calls? Listen to one of April's calls. [Just click here.](#) I'm sure you'll want to register for May's call after you do!

5. Sense of Urgency and Purpose

Without a sense of urgency about needing to reach your goals, it's unlikely that you'll get much of anything difficult or challenging accomplished. A sense of urgency to get those things done that support your goals, align with your purpose, is essential if you want to be successful. It's way too easy to make excuses about there not being enough time or there being too many emails or that the laundry needs to be folded first. It takes strength and courage to step outside of the familiar and easy to do something different - to make a difference in your life.

A technique that I use and recommend for creating a sense of urgency for reaching goals, I learned in college. One of my part-time jobs was being a Mary Kay beauty consultant. Yup, I hauled around one of those pink cases. Because I had little experience in sales, I listened to several tapes from successful Mary Kay consultants. Of all the tapes and sales meeting I went to, there's only one teaching that I remember. Actually, it's a chant.

Be a member of the DIN-DIN club. Do It Now, Do It Now, Do It Now!

After more than 20 years, I still remember this chant. I remember it because it applies to reaching any goal. By keeping your goals in mind and taking action when you realize the action to take, you WILL have greater success in reaching your goals. I know I do. You will too.

Don't Forget

Reserve your spot for this month's 30-minute Building Success conference call!

To Register: Call 817-988-8086 or click your preferred time below.

- [Monday, May 18 @ 12:30pm Central Time](#)
- [Tuesday, May 19 @ 6:30pm Central Time](#)