



# Find your *why*

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“ You don't always get what you want, but you almost always get what you expect.”

*- Stacy James*

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Knowing your "WHY" is so important in this business. Knowing **WHY** you are doing this. Is it because you just want some extra cash? How much extra cash do you need? How do you plan to spend that extra cash? Do you want to have extra spending money for more date nights or to buy some cute new clothes? Pay off student loans faster? Put your kids in private school or pay for their college tuition? Do you want to be able to give back more, be able to donate to more charities or pay someone's doctor bill that cannot afford it? Do you want a free car that is brand new, reliable and has all the fun bells & whistles in it? How much money would that save you if you didn't have a car payment or have to pay car insurance every month? What would you do with that extra money? How is that going to feel when your friends & family see that you have earned a **FREE** car? Do you want to be able to replace your income so that you can leave your current job? What will that freedom allow you to do? Will it give you more time with your children? Will it allow you to spend more time with family or even live closer to them? Would it give you the freedom to travel more and live your life on **YOUR** schedule and not someone else's? Do you want to donate your time volunteering for things you are passionate about? Do you want to create something and build an empire that is yours? Do you want to change people's lives, give them opportunities to do things that they could only dream of? Does it empower you to know that you are not only changing that person's life, but the life of her family and all the families that she touches? Do you want to make a generational impact? Do you want to help women build their self confidence and mentor and guide them in becoming the best version of themselves?

➤ Figure out what it is that drives you, find pictures, quotes & scriptures that support those things and post them up on a vision board, somewhere you will see them daily. You can even create "WHY Cards" that you carry around with you so that when you hit those bumps in the road like we all do, or need some motivation, you can pull them out and remember **WHY** you are doing this.

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“ If you believe you can, you can. If you believe you can't, you're right.”

*- Mary Kay Ash*

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