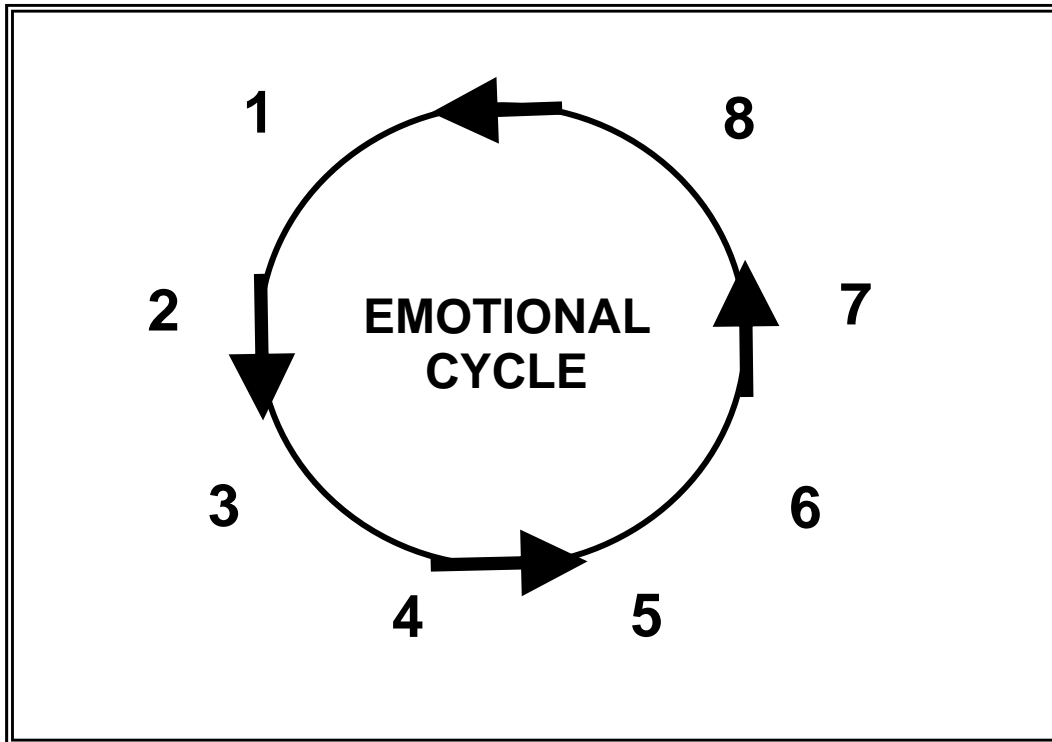


Feelings Wheel



1. New Beauty consultant:

- Attend success meetings
- Send positive feelings to the brain-"I can do this!"

2. Frustration

- Cancellations
- Obstacles
- Friends that don't book

3. Shock

- I can't believe it
- I thought it would be so easy

4. Denial

- Withdrawal
- Procrastination
- Avoid success meetings
- Cook-sleep a lot

5. Fear

- I can't do it
- Maybe this isn't for me
- Selling isn't for me

6. Anger-Part 1

- Why didn't they tell me?
- I'm angry!
- Blaming everyone but yourself

7. Anger—Part 2

- You get angry at yourself
- Admit and recognize your feelings. You alone are responsible.

8. Last stage-

- Back to 1 and stay there!
- Be realistic
- Tell yourself-It's not like me to NOT reach my goals and to be discouraged.