



Dress For Success

Pamela Waldrop Shaw

OK NATIONAL AREA! It is time to look "slammin'" as my girlfriend Gloria Mayfield Banks says! If you are serious about doing BIG business and finding your first offspring Million \$ director as you are building YOUR Million \$ unit, we need to do a check up from the neck up and back down again! (As a reminder, you do not MAKE a director, a Million \$ director, or an NSD; you FIND them and provide an environment where they can see the abundance and grow personally and professionally on their way to the top of our marketing plan!) . So, with that:

- 1. How is your hair?** Has anyone said lately, "I love the color!" "What a great cut!" "Your hair looks awesome!" If not, go to the best colorist, the best stylist you can find and GET IT DONE!!!
- 2. What is the look of your best business suit?** Is it out dated? Is it "cheap" (I don't mean what you paid for it; I mean fabric, style...) Does it fit? Is the hem right for your leg? Is the color the best for you? You are making a statement... what is it?
- 3. Shoes...**what are you wearing? Are they cheap? Do they look cheap? Are they a comfortable heel? Attractive heel? Nice leather? Good tip (not click clack...I used to call those my "fall in the mall" shoes! ha!)
- 4. Hose....** are they beautiful and look "special" on your leg?
- 5. Make up....** who is especially good with the product in your area? Ask for advice or a makeover.... Are you still wearing the same shades in the same places you were a year ago? Lip stick? Same? Liners, same? Make sure you look your absolute best!!!!
- 6. Personal...**have you had your teeth cleaned recently? I mean it! Go to the dentist and get that plaque off! What do your fingernails and toe nails look like? How is your breath? And what breath mint do you carry with you?
- 7. What does your ink pen look like?** How about your beverage sipper?
- 8. Brief case or folio?** (Trash the tote bag if your are looking for your next million \$ offspring director!)
- 9. What does your purse look like?** Is it cheap? Too big? Too small?
- 10. What are your business cards being carried in?** How accessible are they?
- 11. Are your earrings outdated?** Cheap? Too big? Other jewelry? Too much, too little? Go for classic!
- 12. Do your clothes fit?** Do you need to have a jacket taken up, skirt up or down, sleeves raised?
- 13. Are your leather articles polished?** (Shoes, purse, etc...)

I am not suggesting that you all run out and purchase a St. John knit, but I am suggesting that you take an honest look and ask the opinion of a "classy" friend who will tell you the truth. As you purchase new items, make sure they are classic, quality, and fit the look you are after! I'd rather have one suit that is "*slammin*", one that I feel like a million in, than to have a closet full of cheap and outdated items that don't fit, don't appeal to the fashion world (we are in the beauty business), and don't work at growing the quality of my business. Like it or not, appearance is the first element a person has to judge whether she wants to do business with you. You will get a chance at "heart" later, but first, your look will sell or send! Take a close look and dress up for your Millennium Break through!!