

FEELINGS WHEEL

1 NEW INDEPENDENT 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!

8 LAST STAGE

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

7 ANGER — PART 2

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

6 ANGER — PART 1

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

