

## Learn How To Handle Your Emotions

(Voice Message shared by Sue Kirkpatrick)

Learning how to handle your emotions is a must when building your business. Top Directors have learned how to compartmentalize their life and are emotionally stable. We have all of these compartments in our brain—Spiritual life, personal life, health, business, etc. In your mind you have all of these compartments for all the areas of your life. All of these compartments have doors and you have a choice of what doors you allow to open. Many times when we get stuck, it is because we are standing in the hallway and all of the doors are open at once and we get completely overwhelmed. *Ever feel like that?*

For the most part, women run on emotion and men run on logic. That is why most men compartmentalize because it takes logic to do that. If a man is in the middle of a personal crisis, they close the door on the crisis and open the work door and go to work.

As women we are right in the crisis of the moment. This is one area that if we want to move ahead and move ahead strong, we need to learn how to develop that focus that will allow us to focus on more than one thing at a time.

Key things:

- Learn to be solution oriented instead of problem conscious.
- Learn how to handle the emotion of the business—some of this is frustration. If you ever get really frustrated, get excited because frustration proceeds growth. There is very seldom growth without frustration and frustration brings change. It isn't until we get frustrated about what we are that we make the necessary changes. You bring about change when you want something to be different than it is today.
- Learn to be aware of what doors can be closed and that all doors don't have to be open at the same time. Learn to close the door to the your personal life so that when you have a personal crisis, your business doesn't shut down.
- Learn how to deal with rejection. "No" is a necessary part of our business. You overcome the rejection because the desire to succeed is greater than the pain of rejection. Remember Mary Kay has the bloodiest knees of all.
- Eliminate guilt—there is no place for it.
- Plan your time.
- Eliminate worry. Ask yourself, will this make a difference in 6 months? If not, is it worth worrying about?
- Eliminate jealousy—Let other people's successes motivate you and not cause jealousy.
- Realize that disappointment is a fact of life. It is just going to be—people are going to disappoint you! Don't let the disappointments stop you from succeeding.
- Fear is what gets in people's way the most. Realize that FEAR stands for "False Evidence Appearing Real". Knowledge and experience build confidence and eliminate the fear. Therefore, you must feel the fear (acknowledge it as an emotion) and do it anyway. The confidences you build will inspire you to move yourself ahead. *"Realize there are two main categories: thoughts of love and thoughts of fear. Every single moment, we choose between the two. If I think with love, then I am more likely to behave lovingly and to attract love from others. If my heart is closed, I am more likely to act out of fear. Fear-based behavior tends not to look like fear but like anger or jealousy; it elicits reactions from others that reflect my fear and not my love."* (taken from Oprah, Sept. 2000)

**HANDLE YOUR EMOTIONS TODAY!!!**