**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!

6. ANGER — PART 1
   - Why didn’t they tell me?
   - I’m angry!
   - Blame 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 Stage 1 and stay there!
   - Be realistic!
   - Tell yourself, “It’s not like me to NOT reach my goals and become discouraged.”

**EMOTIONAL CYCLE**