

# What Should I Do?

**First of all, No more excuses, and No more procrastinating.**

Quote:

**If you can imagine it, you can achieve it; if you can dream it, you can become it.**

William Arthur Ward



Tammy Taylor, CEO, Tammy Taylor Nails

**Get out a pen & paper and write these goals down:**

1. **Three "baby step goals", you want to accomplish in the Next Month.**
2. **One "Big Goal", you want to accomplish in the next 3 Months.**

If you are having a problem trying to think about what goals you would like to achieve, I have written down a few examples to get your creative juices going:

- **Make client cards** ( make sure you have your clients full name, home address, Cell phone #, e-mail address and birthday) for every client.
- **Follow up** on all your new clients by mailing or e-mailing a little "Thank You" note or "Thank You" card.
- **Write out** Birthday cards for all your clients that have a Birthday this month, and have them ready so you can give it to them on their next appt. or mail it to them.
- **Sign up for** a Tammy Taylor Class.
- **Start promoting** your "Client Referral" program.
- **Clean** out your station.
- **Organize** your products by procedure: Acrylic nail Products in one basket, Manicure and Pedicure Products in another basket, etc...

Quote:

**"I long to accomplish a great and noble task, but it is my chief duty to accomplish small tasks as if they were great and noble."**

*Helen Keller*

**Today I want you to write down the start of your Plan; just a couple of sentences on each of your goals, and about how you are going to start achieving them; then put them in a place where you will read them every day.**

**#1 baby step goal** \_\_\_\_\_

**#2 baby step goal** \_\_\_\_\_

**#3 baby step goal** \_\_\_\_\_ **and...**

**One Big Goal** \_\_\_\_\_

**You must have a Plan; the Plan doesn't have to be perfect, because if you wait till it's perfect, you will never get started.**

Remember, a Plan can only be perfected as you go, because so many things change daily in our family and business.

**(We have to adapt our Plan daily, to keep it going!)**

**Or**, if you are waiting for the perfect timing, **Or**, until you have enough money to get started: You

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could be waiting forever and wasting today.

Just take **little baby steps, every day**, diligently working your Plan, and in 3 months **you will look back** and not believe **what you have accomplished**.

**Learning** "How to" do a full set of nails in under one hour, was a huge accomplishment for me. My first set of nails took 8 hours, and they all fell off, **but now I have the World's record** for the fastest set of nails in less than 20 minutes. I am so glad I didn't wait until I was perfect, to do another set of nails or I would still be waiting, 28 years later.

Quote:

**"It's hard to beat a person who never gives up."** *Babe Ruth*

I have been in the nail business 28 years; since I was 18 years old; and the years have flown by, even though sometimes it has felt like I was going in slow-motion and uphill. I kept working on my **"Plan" with a capital "P"; Not a capital "P" for perfect, but a capital "P" for "Plan!"** Now I **look back** over the last 28 years, and can't believe what has been accomplished.

**Look back at all of your accomplishments, and you will see there are a lot more than what you might think.**

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**Here is a cute story about how "We will never know what we are capable of unless we try".**

#### **The Greatest General**

Let me tell you about a man who died and met Saint Peter at the pearly gates. Realizing Saint Peter was wise and knowledgeable, he said, "Saint Peter, I have been interested in military history for many years. Tell me, who was the greatest general of all times?"

Saint Peter quickly responded, "Oh, that's a simple question. It is that man right over there," as he pointed nearby.

The man said, "You must be mistaken, Saint Peter. I knew that man on earth. He was just a common laborer."

"That's right, my friend," replied Saint Peter. "But he would have been the greatest general of all time -- if he had been a general."

Author: Neil Eskelin

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The most important thing I have learned about business and life is, "**Keep trying** and even when it gets really tough **Never Give Up**, and **Never Give In!**"

Then, **we will know** that we did accomplish everything we were capable of.

With love,



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Wealth from get-rich-quick schemes quickly disappears; wealth from hard work grows.  
Proverbs 13:11(NLT)



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