



SALES DivA EVENT PRESENTATION NOTES

It has been said “If Mama ain’t happy, ain’t nobody happy!” Like it or not, this is true. We are the ones that affect the attitude of our families. When we are positive and energetic, our families are positive and energetic. When we are negative and depressed, our families react the same way. It is our responsibility to empower and energize our families in order for them, as individuals and a group, to succeed. To help you do that, I want to help you become a DivA by sharing our D*I*V*A philosophy with you today:

A. **Dedicated:** A Diva is dedicated to 3 things:

1. **God:** He is the foundation upon which your life and family are built.

Making God the first priority in your life gives you the positive attitude, energy and strength you need in life. When things go wrong, and they do from time to time, your world doesn't shatter because your life is built on such a strong foundation

2. **Your Family:** While your dedication to God is your first priority, your family comes in as a close second. Your family should be the driving force in your life. They energize you and empower you. When you show (not tell but SHOW) your family how important they are to you, it causes a chain reaction that just keeps building.

3. **Your Career:** Faith is the foundation of your life. Family is the motivating factor in your life. Both of these are the driving force behind your career. You want have a successful career because it honors God and helps your family. Whether you work outside the home, are a work-at-home mom or a stay-at-home mom, you still have a career. You must maintain a high level of professionalism in your career regardless of the category. Dedicate yourself to your life's work as a testimony to God and a tribute to your family.

B. **Inspired:** Life has been very difficult for many of us over the last 2 years. Our financial circumstances changed in many ways. For some of us, they changed dramatically. When this happens, it is easy to develop a victim mentality. We allow circumstance to dictate our lives. I want to encourage you to cast off your victim mentality and become inspired to create a better, stronger life for you and your family. Think of V-A-T:

1. **Vision:** You must first create a strong vision of the life you want for you and your family. Determine the things you want to achieve. Not HOPE to achieve but WANT to achieve. Begin phrasing things in a more positive way. Once you have a vision, create things to help you remain focused on the vision. For example, if you want to buy a house, find a photo of the type of house you want and post it where you can see it throughout the day.

2. **Attitude:** Maintaining a positive attitude enables you to keep your focus on your vision. The combination of positive attitude and vision enables your mind to subconsciously determine the necessary steps to achieve your goals. It is true, if you think you can, you can!

3. **Take Control:** Circumstances should not control your life. YOU control your life. Now you might say, “But sometimes, things just happen!” Yes but you still have control over the way you react to your circumstances. Take control over your reaction and you gain control over the circumstances. You are no longer a victim. You are a success. More important, you are a Diva!

C. **Valued:** Many women feel unworthy. This is part of the victim mentality.

Many of us believe we have problems, difficult lives because we don't deserve anything better. Nonsense. It's time to stop saying negative things to ourselves, things that hold us back and prevent us from having the life God wants for us. Add 3 key ingredients to your life to increase your personal value:

1. **Enthusiasm:** Stop acting like Droopy the dog in the cartoons. Some women drag themselves around like they have a 50 pound weight on their shoulders. Have more enthusiasm toward life and those around you. Act enthusiastic and you begin the FEEL enthusiastic.

2. **Energy**: This goes with enthusiasm. Sometimes, enthusiasm is just a lot of talk. Energy is the physical display of your enthusiasm. When you combine the 2, you have an incredible effect on the people around you. This is also a circular process. When you are enthusiastic, it gives you more energy. The more energy you have, the more enthusiasm. And so on.

3. **Empowerment**: Become enthusiastic, have more energy and you empower not only yourself but all of those around you. These 3 ingredients help you gain further control over your life and add tremendously to your value.

D. **Authentic:** It is sad to say that many people today are one thing in public and another in private. A Diva is the same whether she is in a crowded room or alone. Become a woman your children not only admire but imitate. You CAN when you focus on 3 simple traits:

1. **Courteous:** Rude people are so tiring. They may think their rudeness gives them power over others but that power is temporary. You want more than that. Treat others with courtesy, even in the face of their rudeness. Good manners never go out of style and they are one of the most powerful things you can pass on to your children.

2. **Acceptance**: We live in a world filled with diversity. As Mom said, “It stakes all kinds.” A Diva is accepting of all kinds of people. This is part of good manners. You never want to make anyone feel like they are less than they are. The Golden Rule really applies here.

3. **Niceness**: Yes, there, I said it. You should be nice. Nice is a trait that is highly underrated. It is SO underrated that it can become that certain something that no one can identify but makes you different from others.

It takes so little to become a Diva. Yet, those simple things can make a tremendous difference in your life and the lives of those around you.