How to Work Your Business with Small Children
By Pam C. Brown

My children are 6 and 7, and they certainly keep me busy. I have worked MK in all aspects of my life: in college, single, married with out children, pregnant, with children, and while teaching school. If you truly have the burning desire to change your current situation in life then you can and will make it happen! I really didn’t have a choice…once I realized that I couldn’t keep living day in and day out teaching school and living for the weekend or even just for 3:30 in the afternoon…everyday!! I REALLY STARTED TO BECOME LIKE THE OTHER NEGATIVE NELLIES that I hung around and it was flowing over into my personal life. I was then ready and more committed then ever to make a change for the better! What a blessing Mary Kay was at that time and continues to be within my life and the lives of those most important to me!!

How I managed my time and maintained balance while the children were small:

I always held classes and facials within my home! I romanced to all of my clients the benefit about not having to clean their home and just escaping away from it all and coming to my home for their Pampering Session or their SCClass. I had the children with me and occasionally I would have my neighbor (13 years old) come over and entertain the children while I had my class. I never paid my sitter either. They always worked for MK products and bath and body gels! Till this day. I still operate that way!

It is wonderful! I would also plan only 3 days a week where I scheduled classes, facials, and interviews. I always tried planning them around the kid’s naps. I worked a lot during the day and really only spent 1 to 2 nights TOPS out a week – for meeting and then either a training or a workshop or guest event, etc. Most weeks I really was out only 1 night a week!

I absolutely LOVE this business with a passion and I always over book, over schedule, and invite several hostesses at one time so that I am working smart and not hard. Taking up less of my time to achieve the same results as if I would have scheduled 3 classes at different times and on different nights, I would have 5-8 people with a new consultant or a potential consultant that I would be training as my helper… It was always done at my home and under ½ the time. That simple!

The children grow up so fast and initially my kids did not want mommy to work. They would have a fit when my time was taken away from them for all of 1 hour at a time. So, when the children were 4 and 5, I had a little Tupperware box that they cut out pictures of Mickey Mouse and taped them on. They wanted to go to Disney world. So that was my thing - I had to come up with a plan so that they wouldn’t be crying hysterically while I was in the other room having a class. I decided to give them each $1 to put in the box to go toward Disney World for every class or facial that mommy held… BOY did that turn things around! They were constantly asking me “Mom, do have you have people who need makeup coming over tonight?” And you better believe, if I didn’t have at least 2-3 appointments a week, they made me feel so guilty. It was like I was taking away from them! It really worked and I worked so hard that year and did Queens Court of Sales and took my family on a Disney Cruise for 1 week… Thanks to MK! Guess what? We are going on that Disney Cruise again in October and we have started it all up again… It is so much fun!

They are my reasons for working this AWESOME BUSINESS! How Blessed we all are to have an opportunity such as Mary Kay in our lives! Opportunity is often missed because it is disguised as hard work. You MUST have a vision.

Trust in the Lord with all you hear and lean not on you own understandings, in all your ways acknowledge Him and He shall direct your paths. Proverbs 3:5-6