

Be on the Boat! 9 Practical Tips for Earning Your First Grand Vacation

Tips compiled by Lyssa Griffin Zwolaneck, 9-time incentive trip achiever www.songofmyheartstampers.com

1. **Never, never, never give up.** As soon as you set this goal, you will begin to second-guess yourself. You are not allowed to give up until the last two minutes of the last day of the last month of the earnings period. You will “quit” dozens of times this first year. That’s ok. But the next morning you have to pick yourself back up and un-quit.
2. **Voice your goal aloud publicly.** This is one of the most frightening things to do, but also one of the most important. You must speak the goal into existence for it to become more than just a wish. Write it down, force yourself to say the words. Admit to yourself and in front of others: “This is what you want.” Don’t be afraid what other people think. This is your goal, not theirs. Get your dream out there into the universe so it can start coming true.
3. **Surround yourself with positivity.** Remove sources of negativity from every aspect of your life wherever possible. Unfollow groups that are full of complainers. Unfriend or distance yourself from people who drag you down or from those who cause you to unfairly compare yourself. Post inspirational quotes everywhere you can. Turn off the TV and listen only to upbeat music.
4. **Don’t sweat your early numbers.** We all start from zero every year. It will take time to build those stats into something worth looking at. Once you sell \$10,000 and hit the accelerator, your Flex Points will accumulate 5x as fast and things will be more encouraging. Work your tail off, but do not look at your stats more than once per week until the final quarter of the year.
5. **Get an accountability partner.** Ideally, this is someone who has earned the trip at least once before. It’s not advisable to have two newbies as partners because it’s too easy for both of you to become discouraged at the same time and allow the other to quit when it gets difficult. Try to choose someone who knows it can be done and will encourage you to keep up the level of activity that will be required to attain this goal. Plan to meet online to check in once a week.
6. **Fill your calendar NOW.** Stack your calendar heavily as early in the year as possible. When you get bookings from those shows, you can fill your calendar for the weeks after Christmas. Once you have as many workshops as you can get booked, fill the empty spots in with product-based classes and stamp camps. You should plan to have a minimum of one event every week except during Christmas and Thanksgiving, and 2-3 events weekly during Sale A Bration.
7. **Don’t compare yourself to others.** It can be the opposite of inspiring when we look around and feel like everyone is doing better/faster/cuter than we are. Social media has made it possible for us to judge ourselves very harshly. Get the ideas you need and then get off the computer and go get in the craft room. Nothing productive will ever come from comparing yourself to a demonstrator who is in a completely different stage of life or business than you are.
8. **Plan ahead for upcoming success.** Get organized when you have 10 on your team so you’ll be in a good place when you have 20. Buy more catalogs than you think you need. Send more catalogs than you think you can afford to send. Blog now for online sales later. Set up as many automated systems as you can now. Every 10 minutes you spend now will save you hours later.
9. **Keep your balance.** This is an area in which many high-achievers are doing very poorly. No trip can make up for failing health, lost time with your kids, an alienated husband, lost integrity, or missed opportunities to serve God. Nothing in the world is more important than those things. Pray regularly over your business and ask God to help you set and achieve goals that honor Him.