

# Mary Kay Ash Quotes

*Inspirational, Believe, People, Success, Motivational, Dream, Trying,  
Leadership, Women, Way, Thinking, Goal, Business, Important, Attitude, Life,  
Positive, Appreciation, Real, Mind*

Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember, you can achieve.

~Mary Kay Ash

A mediocre idea that generates enthusiasm will go further than a great idea that inspires no one.

~Mary Kay Ash

There are two things people want more than sex and money - recognition and praise.

~Mary Kay Ash

For every failure, there's an alternative course of action. You just have to find it. When you come to a roadblock, take a detour.

~Mary Kay Ash

Every achievement, big or small, begins in your mind.

~Mary Kay Ash

A good goal is like a strenuous exercise - it makes you stretch.

~Mary Kay Ash

Never give up, because you never know if the next try is going to be the one that works.

~Mary Kay Ash

The greatest pollution problem we face today is negativity. Eliminate the negative attitude and believe you can do anything. Replace 'if I can, I hope, maybe' with 'I can, I will, I must.'

~Mary Kay Ash

No matter how busy you are, you must take time to make the other person feel important.

~Mary Kay Ash

Sandwich every bit of criticism between two heavy layers of praise.

~Mary Kay Ash

Don't let the negatives of life control you. Rise above them. Use them as your stepping stones to go higher than you ever dreamed possible

~Mary Kay Ash

God does not ask your ability Or your inability. He asks only your availability.

~Mary Kay Ash

Hope is wishing for something to come true. Faith is belief that it will come true. Believe that for every problem God gives you, He will also provide you with a solution.

~Mary Kay Ash

Real strength entails being considerate and supportive of people's feelings.

~Mary Kay Ash

Before you ever receive the wonderful treasures of a happy life, you must first give. Give of yourself. Be of service to others. Only what you give can be multiplied back into your own life.

~Mary Kay Ash

When you come to a roadblock, take a detour.

~Mary Kay Ash

The speed of the leader is the speed of the gang.

~Mary Kay Ash

Pretend that every single person you meet has a sign around his or her

neck that says, 'Make me feel important.' Not only will you succeed in sales, you will succeed in life.

~Mary Kay Ash

God didn't have time to make a nobody, only a somebody. I believe that each of us has God-given talents within us waiting to be brought to fruition.

~Mary Kay Ash

In absence of clearly defined goals, we become strangely loyal to performing daily acts of trivia.

~Mary Kay Ash

Those who are blessed with the most talent don't necessarily outperform everyone else. It's the people with follow-through who excel.

~Mary Kay Ash

Everyone wants to be appreciated, so if you appreciate someone, don't keep it a secret.

~Mary Kay Ash

The only difference between successful people and unsuccessful people is extraordinary determination.

~Mary Kay Ash

Left eyebrow raised, right eyebrow raised.

~Mary Kay Ash

Everyone has an invisible sign hanging from their neck saying, 'Make me feel important.' Never forget this message when working with people.

~Mary Kay Ash

One of the secrets of success is to refuse to let temporary setbacks defeat us.

~Mary Kay Ash

You can go as far as your mind lets you.

~Mary Kay Ash

People are definitely a company's greatest asset. It doesn't make any difference whether the product is cars or cosmetics. A company is only as good as the people it keeps.

~Mary Kay Ash

It is far better to be exhausted from success than to be rested from failure.

~Mary Kay Ash

If I listen long enough, the person will generally come up with an adequate solution.

~Mary Kay Ash

The greatest pollution problem we face today is negativity.

~Mary Kay Ash

Honesty is the cornerstone of all success, without which confidence and ability to perform shall cease to exist.

~Mary Kay Ash

Aerodynamically, the bumble bee shouldn't be able to fly, but the bumble bee doesn't know it so it goes on flying anyway.

~Mary Kay Ash

We treat our people like royalty. If you honor and serve the people who work for you, they will honor and serve you.

~Mary Kay Ash

Some of the most successful people managers are also the best listeners.

~Mary Kay Ash

Dare to grow into your dreams and claim this as your motto: Let it be me.

~Mary Kay Ash

Every silver lining has a cloud.

~Mary Kay Ash

An average person with average talents and ambition and average education, can outstrip the most brilliant genius in our society, if that person has clear, focused goals.

~Mary Kay Ash

People will support that which they help to create.

~Mary Kay Ash

What you believe, you can achieve.

~Mary Kay Ash

Do not desire to fit in. Desire to lead.

~Mary Kay Ash

While clothes may not make the woman, they certainly have a strong effect on her self-confidence, which, I believe, does make the woman.

~Mary Kay Ash

I believe that you should praise people whenever you can; it causes them to respond as a thirsty plant responds to water.

~Mary Kay Ash

If you're good to your staff when things are going well, they'll rally when

times go bad.

~Mary Kay Ash

Fear is faith that it won't work.

~Mary Kay Ash

Ideas are a dime a dozen. People who implement them are priceless.

~Mary Kay Ash

We fall forward to succeed.

~Mary Kay Ash

Dare to risk public criticism.

~Mary Kay Ash

I've often said that we are doing something far more important than just selling cosmetics; we are changing lives.

~Mary Kay Ash

The first step is the hardest - making a commitment to yourself, for yourself.

~Mary Kay Ash

My goal in life is to live my life in such a way that when I die, someone can say, she cared

~Mary Kay Ash

Most people live and die with their music still unplayed. They never dare to try.

~Mary Kay Ash

When you reach an obstacle, turn it into an opportunity. You have the choice.

~Mary Kay Ash

Criticize the act, not the person.

~Mary Kay Ash

You are the only boss you have. And I want you to be the most demanding boss that you can be. If you really want to make a success of this business, then you must put yourself on a schedule.

~Mary Kay Ash

Sometimes listening itself may not be enough-some people must be prodded if you are to find out what they're thinking.

~Mary Kay Ash

good people managers are likely to listen more than they speak. Perhaps that's why we were given two ears and only one mouth.

~Mary Kay Ash

I have learned to imagine an invisible sign around each person's neck that says 'Make me feel important.

~Mary Kay Ash

Central banks don't have divine wisdom. They try to do the best analysis they can and must be prepared to stand or fall by the quality of that analysis.

~Mary Kay Ash

You can eat an elephant one bit at a time.

~Mary Kay Ash

Think in terms of what's good for the other person and success will seek you out.

~Mary Kay Ash

People fail forward to success.

~Mary Kay Ash



Give yourself something to work toward - constantly.

~Mary Kay Ash

God did not have time to make a nobody, so you're a somebody.

~Mary Kay Ash

Whenever I meet someone, I try to imagine her wearing an invisible sign that says: MAKE ME FEEL IMPORTANT. I respond to this sign immediately, and it works wonders.

~Mary Kay Ash

I've never yet met a person who didn't want to be appreciated.

~Mary Kay Ash

There is a way; Up, Around, Over or Through

~Mary Kay Ash

Never forget, your family should always have priority over your work.

~Mary Kay Ash

God first, family second, career third.

~Mary Kay Ash

My company mascot is the bumblebee. Because of its tiny wings and heavy body, aerodynamically the bumblebee shouldn't be able to fly. But the bumblebee doesn't know that, so it flies anyways.

~Mary Kay Ash

By trying to live Christmas 12 months a year, we CAN make this world a better place to live - for others and for ourselves.

~Mary Kay Ash

Individuals sometimes feel insignificant and doubt that one person can really make a difference in this world. Well, believe me, one person

can.

~Mary Kay Ash

We must have a theme, a goal, a purpose in our lives.

~Mary Kay Ash

You can have anything in this world you want, if you want it badly enough and you're willing to pay the price.

~Mary Kay Ash

I believe every person has the ability to achieve something important, and with that in mind I regard everyone as special.

~Mary Kay Ash

Fake it till you make it.

~Mary Kay Ash

Leaders teach. They motivate. They care. Leaders make sure that the way to success is always broad enough and straight enough for others to follow.

~Mary Kay Ash

I believe that in order to be a good leader you must understand the value of praising people to success.

~Mary Kay Ash

What's interesting about subscribing to a life of giving is that you become addicted.

~Mary Kay Ash

Faith is a twenty-four hour a day commitment.

~Mary Kay Ash

Left unattended, problems only intensify.

~Mary Kay Ash

Return telephone calls promptly but be judicious about the time spent on the phone.

~Mary Kay Ash

One intense hour is worth a dreamy day.

~Mary Kay Ash

Most of us die with our music underplayed...We should try to step out of our comfort zones and do the things we're capable of.

~Mary Kay Ash

Nothing wilts faster than a laurel rested upon.

~Mary Kay Ash

Pathetic Earthlings... There's not enough makeup in the universe to cover those hideous, age-ravaged potato sacks that you call faces.

~Mary Kay Ash

So many women just don't know how great they really are. They come to us all vogue outside and vague on the inside.

~Mary Kay Ash

There's a big difference between a decisive manager and a tyrant.

~Mary Kay Ash

God didn't have time to create a nobody.

~Mary Kay Ash

A risk-taking environment starts at the top of a corporation. If the CEO doesn't have this spirit, chances are you won't find it anywhere else in the organization.

~Mary Kay Ash

You cannot keep determined people for success.

~Mary Kay Ash

In fact, depending on how much you earn, you can afford to pay somebody to do almost anything you don't like to do.

~Mary Kay Ash

I wasn't that interested in the dollars-and-cents part of business. My interest in starting Mary Kay Inc. was to offer women opportunities that didn't exist anywhere else.

~Mary Kay Ash

If you have an idea and I have an idea - then we EACH have JUST ONE idea...but if you share your idea with me and I do the same...we EACH have TWO ideas!

~Mary Kay Ash

Bear in mind that beauty is individual and personal, that the look and feeling you're after is one with which you can be comfortable each and every day of your life.

~Mary Kay Ash

Everyone wears a sign that says "Make me feel important

~Mary Kay Ash

You never really fail until you stop wanting.

~Mary Kay Ash

Even the smallest achievements pave a way to great success.

~Mary Kay Ash

A woman who will tell her age, will tell anything.

~Mary Kay Ash

My definition of happiness is having something to do what you love to do, someone to love, and something to look forward to.

~Mary Kay Ash

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