

# Halina Rygiel's "I STORY"

Senior National Sales Director in Mary Kay Cosmetics



I had always dreamed of coming to the United States. I watched movies and soap operas about the comfortable life of Americans and I really wanted to the same lifestyle for myself and my family. Right after arriving to the United States, reality hit me. I only had 92 dollars in my pocket, I did not know a word in English, and couldn't drive a car! I humbly hid in a drawer my master's degree in economics and went to clean houses. I had to support myself somehow. Although I established my own cleaning service and earnings were sufficiently good, but it could not bury my ambitions. In Poland, I was in charge of budget of entire province. I knew that I did not come here to "clean America."

## My first response was "NO"

I knew I had to change something. I began to think about a change, which I prayed for. I dreamed of something that I would love to do, of a job that would not only give me personal and financial satisfaction for me and my family, but also would allow me to help others. I did not know of any job with these characteristics and where to find it. One day, I went to Triton College to sign up for English classes, not knowing that I would meet an answer to my prayers. When a Polish girl that I met there, Dana, invited me to a "Mary Kay Evening," the same day at 7 pm, she offered me a Mary Kay opportunity. My first response was "NO."



NSD Halina Rygiel with Mary Kay Ash

I had 3 reasons to say "NO:"

- I haven't sold anything in my life!
- I did not speak English
- I did not know how to put even two eye shadows together.

I am very thankful to Dana that she did not take my NO for the answer. She was three weeks on my shoulder, inviting me for other sales meetings, sharing with me marketing plan, making sure that I understood everything. I am grateful that she noticed my potential, not a lack of time, because I worked 70 hours a week back then.

## My fear started to paralyze me

Even now, 20 years later, I remember the moment when I was signing my Mary Kay Agreement full of fear and doubts - ..."will I ever sell anything, who I schedule a class with since I do not know anyone (I left all my friends in Poland), will I be able to deal with rejections, how will I grow a business in a foreign language in a different country (I do not even speak English)?" My fear started to paralyze me. Thankfully I recognized what was happening and I changed my way of thinking from "it is not important what I don't have, it is important what I WANT". And I pushed myself to action. I bought 4 English to Polish dictionaries and started translating sections of product knowledge. I started attending weekly success meetings (which I didn't understand anyway, because they were in English but I believed that one day I would). I saw people just like me, ordinary women with extraordinary determination.

They advised me to treat my starter as a magical power and to put into it all that I dreamed for myself and my family.

**I began to fill my starter with dreams:**

- of prestigious, private schools for our children
- of a beautiful house in a good neighborhood
- of family vacations
- of good lifestyle
- of good retirement



Our house



Halina Rygiel with family



Halina with husband on  
Top Directors in Hawaii

I opened my eyes on opportunities, not obstacles. I went for a journey to achieve all that I placed in the starter. I went to work. I started to schedule skin care classes, believing in Mary Kay words, "skin care classes are foundation of our business." Some classes were successful, some were cancelled, but I kept pressing forward booking more and finding the right people on my way. I learned to focus on the positive, to constantly move forward and not to dwell on the setbacks. I learned to overcome fear of failure and treating each setback as a price I have to pay to be successful and further my personal and professional growth.

**Learning from my downfalls, I created a formula for my own success to weekly:**

- have 3 to 5 skin care classes in order to meet 10 to 15 new faces
- have 3 to 5 recruiting interviews
- \$500 in sales
- 2 or 3 guests in weekly success meetings. I had to invite more to have that 2 or 3
- Star Consultants every single quarter

## Miracles started to happen

I worked consistently and "miracles" started to happen. My heart started dream louder and louder, silencing logical thinking that "I am too insignificant, I am not enough to achieve greater things, to succeed. I felt a seed sprouting, a dream to build a National Area and become a National Sales Director to carry a torch of Mary Kay's philosophy to people just like me who needed help and hope.

On my way for National, I fulfilled all my dreams for my family. Here are some of my accomplishments:

- 4 months after signing my MK Agreement- I have earned my first MK car (13 cars so far, 9 of them were pink Cadillacs)
- 2 months later, I became a Sales Director
- In my first full year as a Sales Director, our Unit reached a \$800,000 in production
- We made \$1 million in production 2 years in a row
- 8 appearances in the Court of Sales
- 4 times in the Court of Sharing, including second runner-up
- 4 abroad trips as a "Top Director"
- 64 times a Star Consultant
- Achieving "Miss Go-Give" as a Director of the whole National Area in 1996- I treat this as a highest honor.
- Member of Millionaires Club (has earned \$2 million in commission during her Mary Kay career)
- Highest check for 1 month- \$41,281



Halina at the Seminar in Dallas, Texas

I am a mother of two grown-up children, Agnes and Eric. They were only 14 and 12 when I started Mary Kay business. I have been married for 35 years to Mark, my high-school sweetheart.



Halina with family

I am the first Polish-American who debuted as an Independent National Sales Director and did so with an area that spans five countries now- The United States, Poland, Canada, the Philippines, and India. We developed two offspring National Sales Directors in Europe - in Poland.

Going toward the success, I did not count on the "elevator," but on the "stairs" of consistent work. I learned to look where I went, and not what I lost on my way. I learned to overcome fear of failure and treating each setback as a price I have to pay to be successful and further my personal and professional growth. **I finally understood that success is not a destination; it is a constant journey during which you help and enrich the lives of others.**



Halina with family during her National Debut in Dallas, TX



Halina with two of her offspring Nationals from Poland, Ewa Michalska and Dorota Cebartowska

**With love & belief that you can do it, too,**

**Halina Rygiel– Senior National Sales Director**