



## The Odds Of Team Building

The simplest and most important example in our business is the fact that the person who asks the most people for facials, classes or interviews will move up the ladder of success fastest and strongest! The most motivated women in our business, are the ones who succeed.

The law of averages tell us that out of every ten women you ask to listen to the Mary Kay opportunity, approximately five will say yes. When five say yes, usually three or four will actually really listen. Out of these, one will sign up. Therefore it takes you asking ten women to listen to recruit one person!

**If** you ask only 1 person per month, you will probably recruit 1 every 10 months, or 1 1/5 recruits each year—you'll become a Senior Consultant

**If** you ask only 1 person per week. You will probably recruit 1 every 10 weeks, or 5 new business associates per year! - how does Team Leader sound to you?!

**If** you ask 2 people per week, you will probably recruit 1 every 5 weeks, or 10 new business associates per year! -look out Team Manager

**If** you ask 5 people each week, you will probably recruit 1 every 2 weeks, or 25 new business associates per year – Director Here You Come plus you've achieved the Court Of Sharing!!!!

**If** you ask 10 people each week, you will probably recruit 1 every week, or 50 new business associates per year!!! At this point, you will have 2 personal units within your unit, and the opportunities are endless here! Pink Cars, Over sea's Trips, Jewelry, Great Commission Checks, not to mention you'll be in a position of enriching many lives—and that really is why we share our opportunity!

**How many are you talking to?!**