

The Perfect Ten:

Ten classes a month X \$300 (average class) = \$3,000 - Half is \$1,500

\$1,500 X 12 months = \$18,000

You only need \$15,000 for the Court of Sales

Mary Kay told us... *“at every appointment there is at least one prospective recruit”*

So ten classes per month = ten prospective recruits. If you only share the opportunity with three of those 10 prospective recruits, that's 3 X 10 or 30 recruits per year.

You only need 12 recruits to be in the Court of Sharing.

In 30 days, a Consultant will be a Red Jacket. In 60 days she will be tracking a car with 6 recruits. In 90 days, she will be a Future Director with 9 recruits.

If you only had 3 people doing the Perfect Ten in one month, that is \$5,200 wholesale per month and in 12 months, that's \$63,000 a year, or \$126,000 retail in a year.

If you only had three people doing the Court of Sharing from their Perfect Tens, that 108 people added to your Unit in a year and if they only ordered a Sapphire order each, that's \$212,000 wholesale or \$424,000 retail for your Unit Club.

So if you have three people doing the Court of Sales and three people doing the Court of Recruiting in a year, that's \$550,000 retail for Unit Club, not counting the amount of offsprings you'll have.