

Food for Thought... Why Not Change a Life Today?

Thanks to Arlene Lenarz!

Imagine along with me for a moment, will you?

It's 5:30 a.m. and Betty is showering for another work day. She'll have to be dressed and waking up the baby by 6:15 a.m. so that he can be fed, dressed, and ready to head out of the door with her by 7:30 -- drop off at daycare is 8:00 and Betty has to be downtown to start work at 8:30 a.m. As she hurries and rushes, having time for just a quick goodbye to her husband in the garage as he and the two older children pile into his car for the trip to school. Betty knows that a 5:30 tonight the whole thing will start again, only in reverse. And her lingering thought as she pulls away from the daycare is "There's got to be more to life than this."

This is the way it is for most women!

Then there's Amy. Yesterday when Amy, a single mother holding down a nice job as a medical assistant, picked up 4 year old son from daycare, she noticed a bruise and some scratches on his upper arm. At first he said another child had hurt him. But later, Amy took a closer look - she saw the finger marks seemed to be too large for a child's hand. Today she'll be taking the day off to get a medical opinion and probably file charges against the daycare center. She can't imagine how she'll be able to trust someone to baby sit little Robbie next week. She wished she had some other option.

And we can help to change it! Reach Out and share!

And how about Reba? She retired last month after 25 years with PNM. During each of those 25 years she thought this was what she was living for - one year closer each Autumn to her full retirement and the "good life." But when she gets up in the morning she has an empty feeling. Her days are filled with "busy work" but no real sense of accomplishment or fulfillment. And while she thought she'd be happy to get away from all those backstabbing women she worked with, she now looks for a friend and a purpose.

So, was it Betty you smiled at in the elevator today - too scared to pull out a card and offer a facial? Was that Amy you sat next to in the pediatrician's waiting room - but kept quiet because you didn't want to "bother" her? Or maybe Reba is one of your customers, but you've decided she would never be interested in Mary Kay.

These are real women!

The Odds of Recruiting Be all you can Bee in 2003!



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 law of averages tells 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 of four will actually really listen. Out of these, one will sign up, therefore, it takes asking ten to recruit one person!

If you ask only one person per month, you will probably recruit one every ten months, or one and one-fifth recruits per year!

If you ask only one person per week, you will probably recruit one every ten weeks, or five new business associates per year.

If you ask two people per week, you will probably recruit one every five weeks, or ten new business associates per year.

If you ask five people per week, you will probably recruit one every two weeks or twenty-five new business associates per year!

If you ask ten people per week, you will probably recruit one every week or fifty new business associates per year!