

TEN & IN

Million Dollar Unit or NSD 5 Year Plan

(The secret is Gold Medal Momentum)

NSD Emeriti Sue Uibel – Achieved 17 medals in a row, a majority of them *Gold!* After 17 months of that momentum, her unit was able to recruit 228 new beauty consultants in ONE month.

History of the Gold medal – During the 1972 Olympics, Emeriti, Anna Ewing, called Mary Kay and proposed the gold medal idea... they came up with the goal of adding 5 new team members in order to receive a Gold medal *AND* have an opportunity to have lunch with Mary Kay ... Mary Kay planned space at the lunch for 25 winners ... instead she celebrated with 300 Gold medal winners that day!

Gold Medal Momentum begins with the Leader!

Quarterly Unit Within a Unit Plan

Ten and In every quarter

To create your unit within a unit, add 19 new unit members each Quarter. That is a personal gold each month of the quarter (5 new team members each month), and 4 additional team members throughout the quarter, totaling 19!

January (6), February (8) , March (5) (+19)
April, May, June (+19)
July, August, September (+19)
October, November, December (+19)

Total – 19 x 4(quarters) = 76 new unit team members this year!

Total – 76 x 5(years) = 380 additional team members over 5 years!

This consistency will not only build your team, it will create growth within your team members, increasing Red Jackets and Offspring momentum each quarter. After 5 years of intentionality and strengthening your team, you will have established a solid Unit, comprised of approx. 380 team members & either on track for National Sales Directorship with 20 offspring, or a Million Dollar Unit with 20 Red Jackets. Whatever the outcome, you win!

Tracking Your Progress!

There is no perfect place to start, you just have to start. Begin your tracking sheet by filling in the first ten spaces with the active consultants from your unit, placing yourself on the 30th line. Then continue to fill your sheet with your 19 new consultants each quarter, and you will have created your unit within a unit!

“The best time to plant a tree is 20 years ago, the second best time is now.”

Chinese Proverb