

Power Up and Wear RED in 30 Days or Less!

by Cadillac Sales Director Tonya Colbert

I know, I know...some of you are already thinking...

1. I don't have 3 people to even "ask" to join my team.
2. I don't even know what I am doing - how can I recruit?
3. I am not sure I know how to lead other people.

ALLOW ME TO MAKE THOSE THOUGHTS DISAPPEAR!

1. If you ask MOST Red Jackets - their **first 3 recruits** came from the circle of influence they **"already" had!** **Friends, family, neighbors, & co-workers!** I'll bet if you made a list and actually called people to **help you out** - you could easily find 10 people to interview!! PLUS you don't "have" to do the interview! **I'll do it for you - you can listen** - and if you've got some good prospects we should be able to close 3 out of 10!
2. Do you know that MOST Red Jackets move into RED within **30 days of deciding!** **That proves that you really don't need to know anything specific!** Your excitement is what draws people to you! They want to understand "why" you are having a good time, earning cash, and

bringing home prizes!! AND once they are on your team - it's **my job** to train them!! Your only responsibility is.... **encouragement!** That's it!! ***Pretty easy, huh?***

3. Leaders aren't born - **they are developed!** The only way you will "know how" to lead is by building your team. So...no matter if you are brand new or you have been in MK for 10 years - you will still be a beginning leader at some point! Leading is basically transferring the skills you have learned, or are learning, to the women that join your team and **it's as simple as that!** Again, if you can answer questions & encourage people while doing your personal business - you can lead!!

So gang, are you convinced that it's easy to be in RED?! I sure hope so!! RED is where it's at!! You aren't taking advantage of our Career Path UNLESS you are at least in RED!!

