How to Build a Team!

Where I began and where WE are now…

and how adding team members affected production….

Year 1 (1986)	**44**	**3,668,000**	**Solo Agent**
Year 3	**66**	**8,940,000**	**Added part time assistant**
Year 5	**93**	**14,339,000**	**Part time assistant went full time**
Years 6-16	**75-100 (ave.)**	**25,000,000**	**One full time assistant**
Year 17 (2002)	**111**	**33,695,000**	**Hired additional part time assistant**
Year 18	**161**	**59,170,000**	**Part time assistant went full time (2 full time assistants)**
Year 19	**181**	**73,370,306**	**Added 1st Buyer Specialist and an additional part time assistant (30hrs)**
Year 20	**206**	**90,464,275**	**Hired 2-3 additional Buyer Specialists**