

discover what you

LOVETM



the Suit...

the Income...



Avenues of Income*	Unit of 35	Unit of 45	Unit of 80	Unit of 100
Personal Sales	\$1,000	\$1,000	\$1,000	\$1,000
Number of Unit Members Ordering <small>1/3 of unit size</small>	11	18	28	42
Monthly Unit Wholesale Production <small>Ave \$450 x 1/3 unit</small>	\$5,000	\$8,100	\$12,600	\$18,900
Director Commissions <small>Unit Production x 13%</small>	\$650	\$1,530	\$1,638	\$2,459
Unit Volume Bonus	\$500	\$800	\$1,200	\$1,800
Personal Recruiting <small>13%</small>	\$390	\$690	\$650	\$800
Company Car <small>Monthly Cash Compensation Value</small>	\$375	\$500	\$900	\$900
Personal Recruiting Commission <small>\$100 for each personal qualified ~ Goal is 3 Qualified</small>	\$300	\$300	\$300	\$300
Unit Development Bonus	\$500	\$500	\$500	\$500
Total estimated gross per month	\$3,715	\$4,803	\$6,188	\$7,759
Total estimated gross per year	\$44,580	\$57,646	\$74,256	\$93,108

Director vs Consultant Commission

What is the difference between a Consultant commission and a Director commission?

EXAMPLE:

Both Director and Consultant earn a Gold Medal (5 New Team Members) for the month.

Nobody else in the Director's Unit Orders product.

Compare the commission scale and make your own evaluation.

AS A CONSULTANT

Personal wholesale order required
to receive 13% \$600

New Consultant's Qualified Order \$2,000

New Consultant's Qualified Order \$1,800

New Consultant's Qualified Order \$600

New Consultant's Order \$400

New Consultant's Order \$225

Total Team Production: \$5,025

Personal Team Building Bonus
(\$50 x 3) \$150

Team Production (13%) \$653

TOTAL COMMISSION \$803

AS A DIRECTOR

Personal wholesale order required
to receive 13% \$600

New Consultant's Qualified Order \$2,000

New Consultant's Qualified Order \$1,800

New Consultant's Qualified Order \$600

New Consultant's Order \$400

New Consultant's Order \$225

Total Team Production: \$5,025

Personal Production \$600

Total Unit Production \$5,625

Unit Volume Commission (13%) \$731

Unit Volume Bonus (10%) \$500

Unit Development Bonus \$300

Personal Team Building Bonus
(\$100 x 3) \$300

Team Production (13%) \$653

TOTAL COMMISSION \$2,509

Difference of \$1,706 for the same work

Grand Achiever Tracking



Qualifications

- You may qualify as a Grand Achiever in one, two, three or four months based on when you achieve the following:
 - ~ \$20,000 combined personal/team wholesale Section 1 production.
 - ~ 14 active personal team members
- You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total \$20,000 requirement.
- Your team must contribute a minimum of \$15,000.
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active team members.
- You must be active.

On-Target

- Five or more active personal team members
- \$5,000 combined personal/team wholesale Section 1 production un a calendar month.
- You must be active
- These requirements must be met each month to be considered on-target.

Team Member	Month 1	Month 2	Month 3	Month 4
Yourself	\$	\$	\$	\$
#1	\$	\$	\$	\$
#2	\$	\$	\$	\$
#3	\$	\$	\$	\$
#4	\$	\$	\$	\$
#5	\$	\$	\$	\$
#6	\$	\$	\$	\$
#7	\$	\$	\$	\$
#8	\$	\$	\$	\$
#9	\$	\$	\$	\$
#10	\$	\$	\$	\$
#11	\$	\$	\$	\$
#12	\$	\$	\$	\$
#13	\$	\$	\$	\$
#14	\$	\$	\$	\$
Total:	\$	\$	\$	\$

Plan for Meeting DQC Requirements

1. Get in high gear. This is not the time for slow and steady, nor is it time to take a vacation!
2. Schedule a kick off potluck dinner for your team members to help build esprit de corps. Let them know what it takes to become a unit and what they can do to help make it happen. Show them the prizes you've selected for any promotions you plan to run during your qualification period, such as Queen of Sharing and Queen of Sales. Find out what their goals are and how you can help them achieve their goals. Let them know what your goal is and what you want to be known for during your qualification period, such as having the most Red Jacket Consultants, the most Star Consultants, the most Grand Achievers. If you've already chosen it announce your new unit name at this time.
3. Put up a goal poster, a big one, where you will see it everyday. Say 5-10 positive affirmations per day such as "Being an Independent Sales Director of a Fabulous 50's unit is so exciting." or "I love my growing unit." As well, put up pictures where you see yourself, and include "Why" statements for your goals.
4. Write your vision statement, and share it with your Director.
5. Schedule a daily quiet time and listen to motivational CDs and recordings, or read something motivational every day.
6. Color block your datebook for two weeks at a time.
7. Check your organizational and time management skills. Delegate tasks that do not need to be done by you, such as housework, cooking, laundry and reorders. Get someone to help put packets together, deal with product, etc.
8. Stay away from negative people. They will drain your energy.
9. Shoot for a minimum of 3 parties (9 new faces minimum) or collection previews, six personal Q&As and \$500 retail in new sales, and take your team members with you to your selling appointments! No time for one on one education. Let them learn while you earn.
10. Don't rely on your team to build your unit for you. Be willing to recruit all the team members yourself. You'll find these new team members at your selling appointments. Set your goal to earn a gold medal each month of your qualification period.
11. **Always bring guests to the unit meeting.**
12. Have Product on the Shelf discussion materials, current product promotion information and Consultant order forms ready at all times. Use the POS video to review POS options with new Consultants within 24-48 hour of their starter kit being ordered.
13. Be an abundant thinker. Shoot for 50 qualified team members.
14. If things aren't going well, call your Director! Never complain to your team members.
15. Promote **Beat the Bag!** with every new team member as well as their new team members.
16. Encourage your team members to be successful from day one by: Always carrying the Senior Consultant and Star Team Builder pin with you and promoting them often. Explaining how to earn the use of a career car. Promoting personal team commissions and the team building bonuses as well as the Red Jacket and the Career Car. Setting up team building appointments for new team members immediately
17. Personally close and follow up with all of your team members' prospects.
18. Make three minute calls to team members at the beginning, mid-week, and end of the each week. Ask what their goals are for this week, and how many guests they are bringing to the unit meeting.
19. If your Director is local to you, utilize her for Prize Patrols.

DJQ Tracking Sheet

Consultant Name	(Per)	Month 1	Month 2	Month 3	Month 4	Total	\$600+
#1							
#2							
#3							
#4							
#5							
#6							
#7							
#8							
#9							
#10							
#11							
#12							
#13							
#14							
#15							
#16							
#17							
#18							
#19							
#20							
#21							
#22							
#23							
#24							
~ My Wholesale Orders ~							
~ Personal Team Total ~							
~ Unit Wholesale Total ~							

Runway-Ready

DIQ Tracking Sheet

1. Senior Consultant



2.

3. Star Team Builder



4.

5. Team Leader



6.

7.

8. Future Director



9.

10. Submit for DIQ

11.

12. Half Way There!

Runway-Ready

DIQ Tracking Sheet

13. *Senior Consultant*

14. *On-Target Car*

15.

16.

17.

18.

19.

20.

21.

22.

23.

24. *NEW Director!*



Congratulations!!!

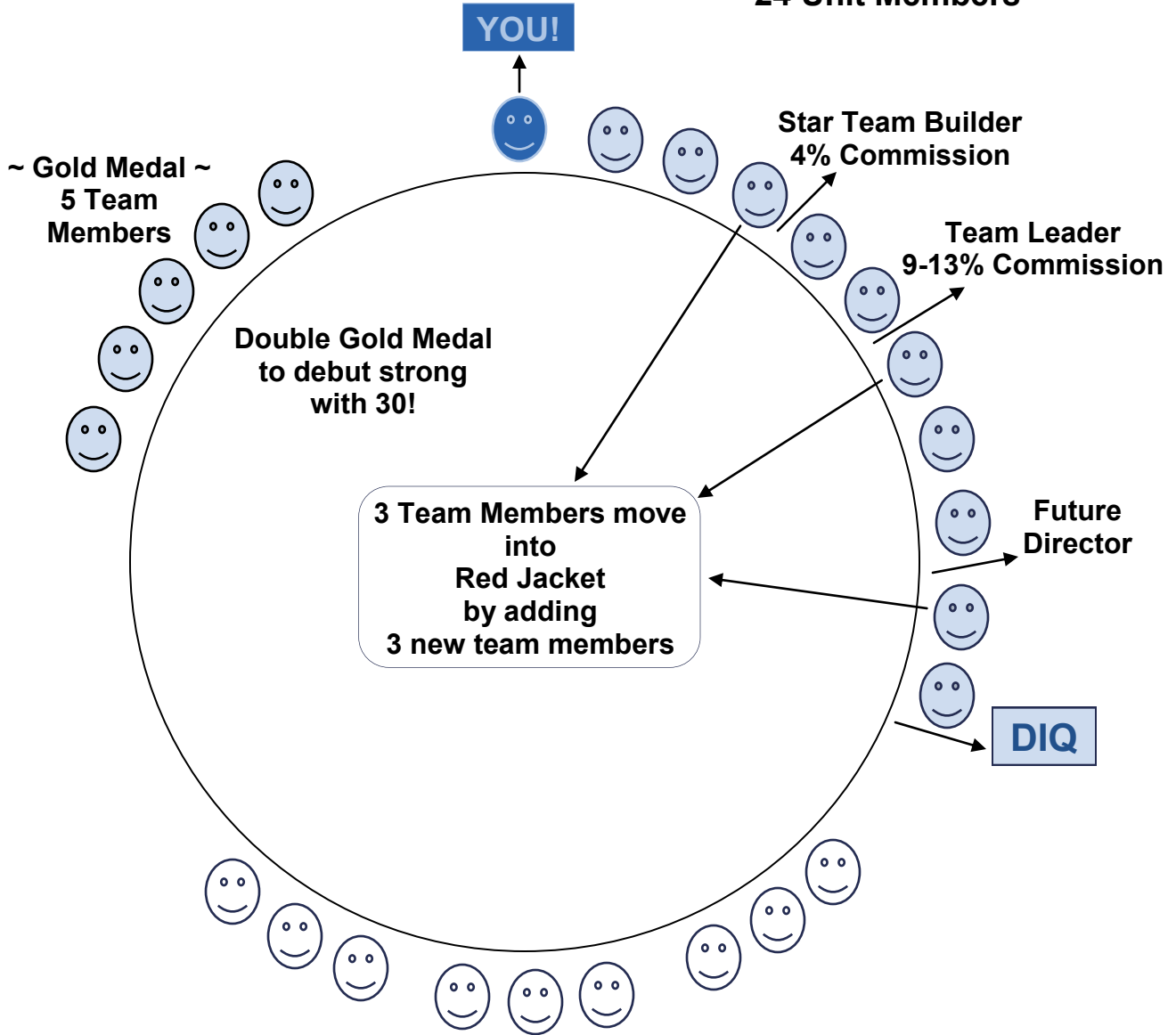
Here's How:

\$18,000 Wholesale Production

\$1,800 Personal Wholesale

(Max \$4,000)

24 Unit Members



Current number of team members _____

Number of team members needed to get
10 for DIQ _____ X 5 Q&As = _____ Q&As to go DIQ.

Color block your datebook,
schedule 6 timeslots for appointments, & triple book each
to see the volume of people you want to see.