

Good Vibrations!



VROOOOOM VROOOOOM

**Here's how You can have a VIBE
in your Drive in 3 short months!!**

MUSTS:

- ❖ You must be active.
- ❖ You must have **12 active personal** team members by the end of the **3rd month**.
- ❖ Total production from you and your team must equal **\$18,000 wholesale** production. Your **maximum** contribution amount is **\$4000 personal*** production over the 4 months. (You can do more than the \$4000 but ONLY \$4000 will count towards your car production).
- ❖ The minimum \$4000 wholesale production is **required each month**.
- ❖ To be on-target for this month, you must have **5 active** team members and a total of **\$4000 wholesale** team production at the distribution center by the **last working day** of the month. (See current Applause for the date)
- ❖ You may take maximum 4 months with no less than **\$4K** in personal plus team wholesale per month

CHECKLIST:

1. Call your director and go over **all** of this with them!!
2. Warm chatter **5 cards** a day
3. Book **2 selling** appointments a day
4. Sell **\$500-\$600** a week.
5. Interview **3-5** a week
6. Send your Director your Weekly Accomplishment Sheets.

PLAN OF ACTION

Month 1

- ❖ Place a total of \$1200 w/s for the month - \$600 by the **20th** & \$600 w/s by the **30th**
 - ❖ Personally Recruit 3 New people (One Star Consultant & 3 Qualified)
- | | |
|-------------------|---------------|
| Production | |
| Personal | \$1200 |
| New Star | \$1800 |
| New Qualified | \$600 |
| New Qualified | \$600 |
| New Qualified | <u>\$600</u> |
| | \$4800 |

- ❖ Your other active team members will take you to the \$5000+.
- ❖ If zero consultants on your team on 1st of the month – you can still **GOLD** Medal (5 Recruits this month) and be on-target.

Month 2

- ❖ Place a total of \$1200 w/s for the month - \$600 by the **20th** & \$600 w/s by the **30th**
 - ❖ Personally recruit 4 New people
- | | |
|-------------------|---------------|
| Production | |
| Personal | \$1200 |
| New Star | \$1800 |
| New Qualified | \$1200 |
| New Qualified | \$600 |
| New Qualified | <u>\$600</u> |
| | \$5400 |

- ❖ Productions **must** hit **\$6000**
- ❖ The rest of the production will come from your current team

Month 3

- ❖ Place a total of \$1200 w/s for the month - \$600 by the **20th** & \$600 w/s by the **30th**
- ❖ Recruit a star by the 15th \$1800
- ❖ Recruit whatever team members you have left to create your XTREME team of 12.

Production	
Personal	\$1200
New Star	\$1800
New Qualified	\$1200
New Qualified	\$600
New Qualified	\$600
Current Team	<u>\$1200</u>
	\$6600

- ❖ Productions **must** hit **\$6000**
The rest of the production will come from your current team

Thank you ESD Barbara Johnson & NSD Gloria Mayfield Banks