

Pick Your Success Path for the Quarter!

WHAT IS YOUR MAGIC NUMBER?



DIQ/Directorship

Daily Accountability 10 up in 10 days

Weekly Activity 12-18 hours a week

4 4 4

4 Parties (1 meeting plus 2 other time slots for her and 1 time slot for unit...who is watching?)

4 bookings from those parties

4 interviews from those parties

Results

\$600-\$800 a week in sales

Profit \$1200-\$1600 a month

16 prequalified interviews a month

4 new team members

\$1000 Cash Bonus from Ryan for new Directors by Jan 1, 2011.

Earn the Use of a Company Car

Daily Accountability 10 up in the next 2 weeks

Weekly Activity 8-12 hours a week

3 3 3

3 Parties (1 meeting plus 2 other time slots)

3 bookings from those parties

3 interviews from those parties

Results

\$600-\$800 a week in sales

Profit \$1200-\$1600 a month

12 prequalified interviews a month

3 new team members



Star Consultant

Daily Accountability 10 up in the next month

Weekly Activity 6-8 hours a week

2 2 2

2 Parties (1 meeting plus 1 other time slot for her)

2 bookings from those parties

2 interviews from those parties

Results should be:

\$300-\$500 a week in sales

8 prequalified interviews a month

2 new a month

