

# 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 **3<sup>rd</sup> 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 her!!
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 **20<sup>th</sup>** & \$600 w/s by the **30<sup>th</sup>**
  - ❖ Personally Recruit 3 New people (One Star Consultant & 3 Qualified)
- |                   |               |
|-------------------|---------------|
| <b>Production</b> |               |
| Personal          | \$1200        |
| New Star          | \$1800        |
| New Qualified     | \$600         |
| New Qualified     | \$600         |
| New Qualified     | <u>\$600</u>  |
|                   | <b>\$4800</b> |

- ❖ Your other active team members will take you to the \$5000+.
- ❖ If zero consultants on your team on 1<sup>st</sup> 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 **20<sup>th</sup>** & \$600 w/s by the **30<sup>th</sup>**
  - ❖ Personally recruit 4 New people
- |                   |               |
|-------------------|---------------|
| <b>Production</b> |               |
| Personal          | \$1200        |
| New Star          | \$1800        |
| New Qualified     | \$1200        |
| New Qualified     | \$600         |
| New Qualified     | <u>\$600</u>  |
|                   | <b>\$5400</b> |

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

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

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

**Thank you ESD Barbara Johnson & NSD Gloria Mayfield Banks**