

Earnings Goal (Monthly)
\$

$\div 0.4$ **60/40 Split**

Points Towards Star Level (Quarterly)

Team Points Towards Star level (Quarterly)

Star Level

Business Expenses (Monthly)
\$

$\times 0.1$

Retail Sales Goal (Monthly)
\$

$\times 0.5$

Wholesale Order (Monthly)
\$

Team Points Towards Star level (Monthly)

$\times 600$

Qualified Recruits Per Month

Parties to Book & Coach

$\times 2$

Parties to HOLD (Monthly)

$\div 200$

$\times 2$

Sharing Calls (Monthly)

$\div 5$

Team Members per Month

Booking Calls per Month

$\times 5$

Hours Partying per Month

$\times 3.5$

$\times 2$

Hours Recruiting per Month

$\div 5$

Work Hours per Week (Total)

Booking Calls per Week

$\div 4$

Hours Partying per Week

$\div 4$

Hours Recruiting per Week

$\div 4$

$\div 4$

Hours Booking per Week

Hours Partying per Week

5 Hours Weekly Unit Meeting & Time for Non-IPA's

Hours Recruiting per Week

Work Hours per Week (Total)

Assume Half of Parties Cancel

Assume \$200 Retail per Party

Assume 2 Sharing Calls per Party

Assume Half will come in Qualified

Assume 1 in 5 Leads Book a Party

Assume 3 Hours per Party Plus Half Hour for Coaching
Includes Coaching!

Assume 1/3 Hour Per Call

Assume 1 in 5 Leads Sign Up

Assume 50 Calls per Hour

Made by: Erin Mann
*These are estimates not guaranties