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CONSULTANT TO DISTRICT "TRAIN"ING

By: Deana Wilkinson, Donna Johnson & Phoebe James,
ENVP's, Independent Consultants

Name: _____ ID# _____ Region _____

Promote to District GOAL: (month, year)

GOOD _____ GREAT _____ AWESOME _____

Qualifications:

One, two or three month qualification options

- Minimum \$1,000 Personal Retail Volume accumulated in a month
OR
- Minimum \$2,500 Retail Volume in a month.

AND

- \$6,000 Retail Volume in one month, \$6,000 Retail Volume over two months, or \$7,500 Retail Volume over three months.
- Retail Volume will be accumulated over the entire qualification period.
- Minimum \$2,500 Retail Volume in the first and the last month of the qualification period.

Current Organization: Monthly Personal Sales \$ _____

Personal Sponsors:

Indirect Sponsors:

Current Group Volume: \$ _____

BEGIN WITH THE END IN MIND

How many more people do I need to sponsor to reach my goal?: _____

MY PLAN OF ACTION FOR QUALIFYING:

What does a \$4,000 a month District look like?

- 40 Consultants ordering \$100 a month Autoship
- 20 Consultants retailing \$200 a month (\$50 a week)
- 10 Consultants retailing \$400 a month (\$100 a week)
- 5 Consultants retailing \$800 a month (\$200 a week)

KEY FOCUS:

Finding Clients, Hosts, Consultants, and Business Builders (3 ways to win)

Doing & Teaching “PIP”: Prospect, Invite, Present

Developing Reach Out Methods

Keeping a Full Calendar

Sponsoring New Consultants Weekly Into your Organization