

**FIVE PHASES OF GROWTH
FROM
SALES COORDINATOR TO
SENIOR SALES COORDINATOR**



This applied only if you do not Fast Track to SSC. Where are YOU?

Phase	Goal Numbers		
	Customers	QBs	Reps
<p>PHASE 1 (starting numbers →) You are a Sales Coordinator with a Qualifying Business. (1000+ points monthly; earning your 5% Performance Bonus). You are consistently qualified (without utilizing Excess points). You are leading your team by example: a <i>model for duplication</i>.</p>	90-100	0	5
<p>PHASE 2 (starting numbers →) You are a Sales Coordinator with a Qualifying Business (PB). You are Qualified for POB. (3000+ points each month; earning your 4% <i>Promote Out Bonus</i>). You have 1+ Virtual Franchisee legs with 1 - 2 producing distributors.</p>	130-150	1	10
<p>PHASE 3 (starting numbers →) You are a Qualified Sales Coordinator (PB & POB). Your Team Volume is 5000+ point monthly. You have 2+ Virtual Franchisee legs with 3 - 4 producing distributors. You have 1+ of those legs in qualification for PB - minimum.</p>	210-230	1	20
<p>PHASE 4 (starting numbers →) You are a Qualified Sales Coordinator (PB & POB). Your Team Volume is 7000+ points monthly. You have 3+ Virtual Franchisee legs with 5 - 6 producing distributors. You have 2+ of your team in qualification for PB - minimum. You have a <i>Corporate Business Partner</i>.</p>	280-320	2	30
<p>PHASE 5 (starting numbers →) You are a Sales Coordinator qualified for PB & POB. Your Team Volume is 9000 in one month. You have 3+ Virtual Franchisee legs with 6 - 8 producing distributors. You have 3+ of those legs qualify for PB (2 of the 3 months) – <i>2 minimum</i>. You are in the <i>3 Club</i>. No more than 2/3rds of your Qualifying points from any one leg.</p>	380-420	3	40

You are now a *Senior Sales Coordinator* - Congratulations!