

FIVE PHASES OF GROWTH FROM SALES COORDINATOR TO SENIOR SALES COORDINATOR



Where are YOU?

Phase	Goal Numbers		
	Customers	QBs	Reps
<p>PHASE 1 You are a Sales Coordinator with a Qualifying Business. (1000+ pvc monthly; earning your 5% Performance Bonus). You are consistently qualified (without utilizing Excess pvc). You are leading your team by example: a <i>model for duplication</i>.</p>	90-100	0	5
<p>PHASE 2 You are a Sales Coordinator with a Qualifying Business (PB). You are Qualified for POB. (3000+ pvc each month; earning your 4% <i>Promote Out Bonus</i>). You have 2 Virtual Franchisee legs with 6 to 8 producing distributors.</p>	130-150	1	10
<p>PHASE 3 You are a Qualified Sales Coordinator (PB & POB). Your Team Volume is 5000+ pvc monthly. You have 3+ Virtual Franchisee legs with 6 to 8 producing distributors. You have 1+ of those legs in qualification for PB - minimum. You have a <i>Corporate Business Partner</i>.</p>	210-230	2	20
<p>PHASE 4 You are a Qualified Sales Coordinator (PB & POB). Your Team Volume is 7000+ pvc monthly. You have 3+ Virtual Franchisee legs with 6 to 8 producing distributors. You have 3+ of your team in qualification for PB - minimum. You are in the <i>3 Club</i>.</p>	280-320	3	30
<p>PHASE 5 You are a Sales Coordinator qualified for PB & POB. Your Team Volume is 9333+ pvc per month for 3 consecutive months. You have 3+ Virtual Franchisee legs with 6 to 8 producing distributors. You have 2+ of those legs qualify for PB (2 of the 3 months) - minimum. No more than 2/3rds of your Qualifying pvc comes from any one leg.</p>	380-420	4	40

You are now a Senior Sales Coordinator - Congratulations!