

VF NEXT STEP PLANNING

NEXT STEP	# CUSTOMERS TEAM Total (approx.)	TEAM VOLUME Monthly PVC (approx.)	# QUALIFIED BUSINESSES Excluding yours (approx.)	# JP+ REPs Distributors (approx.)
DEALER (0%)	0	0	0	0
DIRECT DISTRIBUTOR (6%)	10	250	0	0
VIRTUAL FRANCHISEE (14%)	20	400	0	1
VIRTUAL FRANCHISEE (14%) WITH A QUALIFIED BUSINESS	50	1,000	0	3
SALES COORDINATOR (22%) WITH 3 DDs	95	2,000	0	5
SALES COORDINATOR - POB QUALIFIED	140	3,000	1	10
SALES COORDINATOR WITH 3 VFs	220	5,000	2	20
SALES COORDINATOR - 3 CLUB	300	7,000	3	30
SENIOR SALES COORDINATOR WITH 3 SCs	400	9,333	4	40
QUALIFYING NATIONAL MARKETING DIRECTOR	800	20,000	10	80
QUALIFYING NATIONAL MARKETING DIRECTOR - 12 CLUB	950	24,000	12	100
NATIONAL MARKETING DIRECTOR	1,200	33,000	17	140
NATIONAL MARKETING DIRECTOR - 24 CLUB	1,800	50,000	24	200
NATIONAL MARKETING DIRECTOR - 39 CLUB	2,700	80,000	39	350

This is a rough approximation - useful in helping to focus those you are coaching on their Next Step goals.

Example: to reach SSC a Sales Coordinator is aiming for roughly 400 total team customers, 9,333 monthly PVC, 4 qualifiers and 40 Reps.

Note: the average PVC per customer per month is 20 at the start, and grows to 25 and then to 30 as your organization and customers mature.