

# EARN YOUR CAR FOR THE HOLIDAYS!



*This reflects the new requirements that take effect November 2009.*



## REQUIREMENTS TO EARN YOUR FREE CAR:

- You must be active.
- You must have 14 active personal team members by the end of the 3rd month.
- Total production from you and your team must equal \$20,000 wholesale production. Your maximum contribution amount is \$4000 personal production over the 4 months. (You can do more than the \$4000, but ONLY \$4000 will count towards your car production).
- A minimum \$4000 wholesale production is required each month.
- To be on-target for this month, you must have 5 active team members and a total of \$4000 wholesale team production at the distribution center by the last working day of the month. (See current Applause for the date)
- You may take a maximum of 4 months with no less than \$4000 in personal plus team wholesale per month.
- *When you go on target in September, you can choose between finishing your car in 3 months for Thanksgiving (plan below) or adding the 4th month to your timeframe and spreading production out over one more month to finish for Christmas!*

## PLAN OF ACTION

### September:

- Place a total of \$1200 w/s for the month - \$600 by the 20<sup>th</sup> & \$600 w/s by the 30<sup>th</sup>
- Personally Recruit 5 New people (1 Star, 3 Qualified & 2 Active)

#### Production

Personal	\$1200
New Star	\$1800
New Qualified	\$600
New Qualified	\$600
New Qualified	\$600
2 New Active	<u>\$400</u>
	<b>\$5200</b>

Your other active team members should take you to the \$6000+.

If zero consultants on your team on 1<sup>st</sup> of the month – you can still **GOLD Medal** (5 Recruits this month) and be on-target.

### October:

- Place a total of \$1200 w/s for the month - \$600 by the 20<sup>th</sup> & \$600 w/s by the 30<sup>th</sup>
- Personally recruit 5 New people (1 Star, 3 Qualified & 2 Active)

#### Production

To finish in 3 months,  
Production must hit \$7000  
  
The rest of the production should come  
from your current team!  
They'll follow your example!

Personal	\$1200
New Star	\$1800
New Qualified	\$1200
New Qualified	\$600
New Qualified	\$600
2 New Active	<u>\$800</u>
	<b>\$5400</b>

### November:

- Place a total of \$1200 w/s for the month - \$600 by the 20<sup>th</sup> & \$600 w/s by the 30<sup>th</sup>
- Recruit a star by the 15<sup>th</sup> \$1800
- Personally Recruit at least 5 New people (Remember, you must meet the minimum of 14)

#### Production

Personal	\$1200
New Star	\$1800
New Qualified	\$1200
New Qualified	\$600
New Qualified	\$600
Current Team	<u>\$2000</u>
	<b>\$7400</b>

To finish in 3 months,  
Production must hit \$7000. The rest of the  
production will come from your current team!  
They will rally to help you finish!

## Checklist:

1. Call your director and go over all of this with her!!
2. Warm chatter & hand out 5 cards a day
3. Book 2 selling appointments a day
4. Sell \$500-\$600 a week.
5. Interview 3-5 a week
6. Send your Director your Weekly Accomplishment Sheets.