

## VF NEXT STEP PLANNING

NEXT STEP	# CUSTOMERS ON YOUR TEAM Total Customers (approx.)	TOTAL TEAM VOLUME Monthly PVC (approx.)	# QUALIFIED BUSINESSES Excluding Yours (approx. min.)	# JP+ REPS ON YOUR TEAM Distributors (approx.)	\$ INCOME MONTHLY Conservative Estimate
<b>DEALER</b> (0%)	0	0	0	0	
<b>DIRECT DISTRIBUTOR</b> (6%)	10	250	0	0	200
<b>VIRTUAL FRANCHISEE</b> (14%)	20	400	0	1	250
VIRTUAL FRANCHISEE (14%) + <b>QUALIFIED BUSINESS</b>	40	1,000	0	3	350
<b>SALES COORDINATOR (22%) WITH 3 DDs *</b>	95	2,000	0	5	500
SALES COORDINATOR - <b>POB QUALIFIED *</b>	140	3,000	1	10	750
SALES COORDINATOR WITH <b>3 VFs *</b>	220	5,000	2	20	1,000
SALES COORDINATOR - <b>3 CLUB *</b>	300	7,000	3	30	1,250
<b>SENIOR SALES COORDINATOR WITH 3 SCs *</b>	400	9,333	4	40	1,500
<b>QUALIFYING NATIONAL MARKETING DIRECTOR</b>	800	20,000	8	80	3,000
QUALIFYING NMD - <b>12 CLUB</b>	950	24,000	10	100	3,500
<b>NATIONAL MARKETING DIRECTOR</b>	1,200	33,000	15	140	5,000
NATIONAL MARKETING DIRECTOR - <b>24 CLUB</b>	1,800	50,000	24	200	7,500
NATIONAL MARKETING DIRECTOR - <b>39 CLUB</b>	2,700	80,000	39	350	10,000

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.

\* The numbers for SC and SSC are for 'normal' promotions; the Fast Track options require much lower numbers

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.