

Exec NSD CHERYL WARFIELD'S PLAN

## How to Make \$100,000 a year as a first year Director!

<b><u>HOW</u></b> <b>SELL \$1000 EVERY SINGLE WEEK!</b> <b>(7-10 faces and 10 customer reorders)</b>	<b><u>RESULT</u></b>  <b>\$4000 in retail sales per month</b>	<b><u>WHOLESALE PRODUCTION</u></b>  <b>\$2000wh</b>	<b><u>PROFIT (INCOME)</u></b>  <b>\$2000</b>
<b>30 Faces and 30 Interviews plus 10 customer calls weekly</b>	<b>2-5 Personal recruits each month</b>	<b>With 2-5 new personal recruits (at \$1000 average 1st order) = \$5000 wh</b>	<b><u>TOTAL WHOLESALE</u></b> $= \$25000 \times 13\% =$ <b>\$3,250</b> <b>10% BONUS = \$2500</b> <b>5 q. gives you \$500 bonus + 2 q. personals</b> $= \$200 + \$500 = \$700$ <b>Personal Team</b> <b>(\$8000wh) = \$1040</b> <b>Profit from sales</b> $= \$2000$ $\$9,440 \times 12 \text{ mo} =$ <b><u>\$113,280</u></b>
<b>40 Unit Interviews (10 weekly)</b>	<b>7-10 Unit Recruits</b>	<b>\$10,000wh New Recruit production</b>	
<b>Work with 5-8 key people and new people</b>  <b>Have weekly booking contest for unit to keep datebooks full.</b>	<b>Work with key &amp; new people to move up.</b>  <b>Base unit orders on a consistent basis.</b>	<b>\$8000wh Unit Production</b>	