

# DIRECTOR:

HOW TO USE: This sheet can be used to determine the health of your team as well as the health of those Directors in your downline.

## DIRECTOR'S LEADERSHIP STRUCTURE

Team Structure	Number	Sales	Notes
Personal Team Members			
1st Generation Directors			
1st Generation Team			
2nd Generation Directors			
2nd Generation Team			
3rd Generation Directors			
3rd Generation Team			

## HEALTHY ORGANIZATION INDICATORS

	√	Notes
10-25 Active on Personal Team		
\$2,500 in Director Monthly Sales		
\$1,000 Avg. Sales per Active Team Member		
Average of 2 Shows per Active Team Member		
\$550 Show Average for Personal Team		
45% of Personal Team Selling at \$1,000 Level		
35% of Personal Team Selling at \$1,250 Level		
15% of Personal Team Selling at \$2,500 Level		
3% of Personal Team Selling at \$5,000 Level		
80% of New Cons. Qualify in 90 Days		
Director Recruiting 12-15 in 12-month period		
Total Personal Team New Recruits in a 12-Month period is 12-15		

### Notes

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## DIRECTOR HEALTH

Is this Director . . .	√	Notes
<b>Close to the next leadership level?</b>		
<b>In danger of losing title?</b>		

### OTHER NEGATIVE FACTORS INFLUENCING DIRECTOR HEALTH

	√	Notes
<b>Income plateaued for 2 or more years?</b>		
<b>Selling Income is consistently less than bonuses (D, AD, SD)?</b>		
<b>Recruiting is less than 10 recruits annually?</b>		
<b>Did not earn level 2 or 3 incentive trip?</b>		

### POTENTIAL DIRECTORS

	Notes
<b>Fast Track:</b>	
<b>Team Members Wanting Directorship:</b>	