

THE HEALTHY TEAM *Goals*

Statistics are based on the performance of the members of the current Personal Team over the 12 month period listed at the top of the report. Thus, if a new Director promotes during the 12-month period reported, the Consultants that are on his/her Team are not included in the statistics since those Consultants are not currently part of the Personal Team. Conversely, if a Director relinquishes title during the 12-month period, the Consultants that were on his/her team are included in the statistics since those Consultants are currently part of the Personal Team.

- 1. Director Sales Per Month ~ Healthy Team Goal: \$2,500**
The total personal sales of the Director over the 12-month period reported is divided by 12 to determine the Director sales per month.
- 2. Average Sales Per Active ~ Healthy Team Goal: \$1,000**
The total sales of Personal Team Members are divided by the total number of Active Team Members on a monthly basis.
- 3. Average Shows Per Active ~ Healthy Team Goal: 2**
The total number of shows submitted by Personal Team Members is divided by the total of number of active Personal Team members on a monthly basis.
- 4. Show Average ~ Healthy Team Goal: \$550**
The total sales from Shows submitted by Personal Team Members are divided by the total number of shows submitted.
- 5. Personal Team Members Selling at the \$1,000 Level ~ Healthy Team Goal: 45%**
The number of Personal Team Members selling at a \$1,000 level or more is divided by the total number of Personal Team Members submitting sales on a monthly basis.
- 6. Personal Team Members Selling at a \$1,250 Level ~ Healthy Team Goal: 35%**
The number of Personal Team members selling at a \$1,250 level or more is divided by the total number of Personal Team Members submitting sales on a monthly basis.
- 7. Personal Team Members Selling at a \$2,500 Level ~ Healthy Team Goal: 15%**
The number of Personal Team members selling at a \$2,500 level or more is divided by the total number of Personal Team Members submitting sales on a monthly basis.
- 8. Personal Team Members Selling at a \$5,000 Level ~ Healthy Team Goal: 3%**
The number of Personal Team members selling at a \$5,000 level or more is divided by the total number of Personal Team Members submitting sales on a monthly basis.
- 9. Consultants Qualifying in 90 Days ~ Healthy Team Goal: 80-90%**
The number of New Consultants who submit \$1,250 in sales within their first 90 days is divided by the total number of New Consultants who completed their first 90 days during the 12-month period.
- 10. Director's New Recruits ~ Healthy Team Goal: 12-15**
The total number of recruits that you, as the Director, personally recruited during the 12-month period.
- 11. Personal Team New Recruits ~ Healthy Team Goal: 12-15**
The number of recruits (including personal recruits) that were recruited into the Personal Team. This does not include recruits of First Generation Directors.