

“6-4-5” A Healthy Team

What does healthy organizational DNA look like in your JP+ business?

The “6-4-5” is a formula for success in growing strong DNA in your JP organization.

“6-4-5” refers to column numbers 6, 4, and 5 on your Downline Growth and PVC Report.

How to achieve 6-4-5 and how to teach this to your team:

With the PVC Report in front of you and your team member explain the following:



“6” refers to Column 6 “Pref Custs” or "Preferred Customers" on the PVC Report –Your ultimate goal is to have 40 trio customers accumulating 1,600 monthly PVC.

“4” refers to Column 4 “PBQ” on the PVC Report – This is the "Performance Bonus Qualifying" PVC. The minimum requirement is 1,000 but a healthy business will have 3,200 in this number. 1,600 is coming from column “6” – your own orders. The other 1,600 is coming from your 0% and 6% team members.

“5” refers to Column 5 “POBQ” on the PVC Report – This is the "Promote Out Bonus Qualifying" PVC. The minimum requirement is 3,000 but a healthy business will have 6,400 in this number. 1,600 is coming from column “6” – your own orders; 1,600 is coming from your 0% and 6% team members; and the other 3,200 is coming from your 14% team members.

Rewards for teaching the 6-4-5:

- Consistently doing and teaching this will create higher paychecks on your team.
- 40 trio orders with 1,600 PVC each month will create income of approximately \$750 per month.
- If “4” is 3,200 and “5” is 6,400 you can add another \$750 per month for a total of \$1,500.
- A leader who is duplicating this with their active team members could earn twice as much as a leader who is teaching minimum numbers.

OQEM"RXE" TGRQTV"HQT" C"XKTVWCN"HTCPEJKUGG

USA Downline Growth & Current PVC Report for 6/16

Printed: 29 JUN 16

Page 2

Line No.	Lev	-Distributor Name-	Telephone/ Voice Tel	Ttl	Title Dt	(1) Promo PV	(2) Cumul Dnline Pyline	(3) Reqd to Qualify	(4) ---- May 16 --- PBQ	(5) --- POBQ	(6) Apr Excess PB	RN Dt	Pref Cnt	Custs PV	Contst BUL 39	APDT
1	0	TOM	PHONE	VF	5/16	2,667	2,667	3,333	1,505			17	27	1,021		05/01/16
			* Personal						1,505				27	1,021		

2	1	SARAH	PHONE	DD	5/16	835	835	5,165	250			17	6	250		05/05/16

3	1	JOY	PHONE	DLR	5/16	330	330	1,670	126			17	5	126		05/10/16
			* SubTotal						126				5	126		

4	1	RACHEL	PHONE	DD	6/16	759	759	5,241	108			17	4	109		06/15/16
			* SubTotal						108				4	109		
			* Total						1,505				42	1,506		

OQEM"RXE"TGRTV"HQT"C"SALES COORDINATOR OR ABOVE

USA Downline Growth & Current PVC Report for 6/16

Printed: 25 JUN 16

Page 2

No.	Lev	Distributor Name-	Telephone/ Voice Tel	Ttl	Title	Promo	(1)	(2)	(3)	(4)	(5)	(6)			Contst	APDT			
							Dt	PV	Pyline	Qualify	--- June 16 ---	May	Excess	RN			Pref	Custs	
1			PHONE	SC	7/14			15,794	12,206	1,786	2,377	1000	271	17	34	986	24	4	02/03/14
			* Personal							986					34	986			

2	1	JONES,	555-660-8195	VF	6/07	61696	55,127			189				17	4	190			10/05/05
3	2	SUE	555-806-9672	VF	8/09	18249	18,076			106				17	3	106			02/15/07
4	2	TIM	555-207-9423	VF	5/11	19885	16,731			95				17	2	69			02/21/10
5	3	STEVE	815-919-9414	DD	2/13	4338	4,207		1,662	26				17	1	27			03/08/12
			* SubTotal							390					10	392			

6		SUSIE	555-860-6604	SC	11/14		9,714	18,286		1,455	4,034	714	3000	17	31	1322	12	3	05/03/14
7	2	NAME	555-860-6602	VF	1/16	11828	9,201		172	995		118		17	17	769	1		06/04/14
8	3	NAME	PHONE	DD	6/16	939	677	5,061		226				17	2	227			06/15/15
9	2	NAME	PHONE	SC	2/16		3,271	24,729		1,877	1,877	1000		17	26	1237	9		06/05/14
10	3	NAME	PHONE	DD	10/15	2645	2,301	3,355		82				17					10/23/15
11	4	NAME	PHONE	DLR	2/16	213	107	1,787		26				17	1	27			02/07/16
12	4	NAME	PHONE	DLR	3/16	225	169	1,775		56				17	2	56			03/10/16
13	3	NAME	PHONE	DLR	11/15	169	127	1,831						16					11/16/15
14	3	NAME	PHONE	DD	2/16	961	659	5,039		68				17	2	69			01/14/16
15	3	NAME	PHONE	DLR	2/16	394	296	1,606		98				17	3	99			02/09/16
16	3	NAME	PHONE	DD	2/16	1572	878	4,428		343				17	5	302			02/29/16
17	4	NAME	PHONE	DLR	6/16	169		1,831		42				17	1	42			06/13/16
18	3	NAME	PHONE	DLR	3/16	181	136	1,819		45				17	1	45			03/14/16
19	2	NAME	PHONE	VF	9/14	36504	32,631			1,497		675		17	18	1480	20		08/08/14
20	3	NAME	PHONE	VF	12/14	11363	10,612		637	85				17	3	86			08/20/14
21	3	NAME	PHONE	DLR	1/15	1560	1,534	440		17				17	1	18			01/16/15
22	2	NAME	PHONE	DD	10/15	2149	1,998	3,851		106				17	1	107			07/13/15
23	2	NAME	PHONE	DD	9/15	1208	1,154	4,792		26				17	1	27			09/05/15
			* SubTotal							5,903					115	5,913			

24	1	NAME	PHONE	DLR	5/14	732	741	1,268						15					05/05/14

25	1	NAME	PHONE	VF	5/15	13857	12,568			171				17	6	145			05/27/14
26	2	NAME	PHONE	DD	11/14	2265	2,207	3,735		26				17	1	27			08/20/14
			* SubTotal							171					7	172			

27	1	NAME	PHONE	VF	6/14	8661	7,997	3,339		27				17					06/02/14
28	2	NAME	PHONE	DD	6/14	2953	2,947	3,047		27				17	1	28			06/27/14
			* SubTotal							27					1	28			

29	1	NAME	PHONE	DD	10/14	2740	2,439	3,260						17					09/03/14

30	1	NAME	PHONE	DLR	1/15	672	445	1,328		29				16	1	29			01/05/15
			* SubTotal							29					1	29			

31	1	NAME	PHONE	DLR	2/15	290	264	1,710						16					02/11/15

32	1	NAME	PHONE	DLR	6/15	282	176	1,718						16					06/20/15

33	1	NAME	PHONE	DLR	7/15	390	346	1,610		44				17	1	44			07/17/15
			* SubTotal							44					1	44			

34	1	NAME	PHONE	DD	9/15	2529	2,061	3,471		27				17	1	28			09/21/15
			* SubTotal							27					1	28			

35	1	NAME	PHONE	VF	6/16	2344	572	9,656		1,340				17	29	1,200			04/20/16
36	2	NAME	PHONE	DD	5/16	874	331	5,126		140				17	4	141			04/22/16
			* SubTotal							1,340					29	1,340			

37	1	NAME	PHONE	VF	6/16	2,200	2,200	5,298		1,300				17	31	1,300			04/30/16
			* SubTotal							1,300					31	1,300			

38	1	NAME	904-	DLR	6/16	0		2,000						17					06/02/16
			* Total							8,274					187	8,220			