

# How to read your Downline Growth and PVC Report

The PVC Report will be one of the primary tools in helping team members evaluate where their businesses are right now, and to identify “next step” options. As you review the PVC report:

1. Congratulate distributors on what they’re doing right!
2. Teach the numbers which will lead to a clear understanding of NSA’s marketing plan
3. Evaluate the distributor’s activity in the past month
4. Help distributors identify “next steps” by coaching customer and distributor care

***From left to right, the columns on the PVC report are:***

**“Line No”** – Each distributor on your report receives a horizontal line number, starting with you as number 1.

**“Lev” (Level)** – Refers to the level of distributors in your organization. You are generation 0, distributors that you sponsor directly are 1, their distributors are 2, etc.

**“Distributor Name”** – Note that the names of the “1’s” (distributors you personally sponsored) are aligned vertically with yours, and subsequent generations are indented. There is also a horizontal dotted line between the 1’s.

**“Phone”** – If phone numbers need to be corrected or are missing, contact Distributor Support for corrections.

**“Ttl” (Title)** - The current position held by each distributor.

**“Ttl Date” (Title Date)** – The date (NSA business month) which a distributor’s current position was achieved.

**“1-Promo PV (Promotional PVC)”** – The full PVC credit of all personal and downline orders accumulated to date. This column is used to track promotions to DD, VF and SC only and is not used thereafter.

**“2-Cumul Dnline Pyline” (Cumulative Downline Payline)**

- The “cumulative” column shows the total volume that has already been accumulated towards the next position during the specified window of time for qualification (e.g. last two months for SSC, last 3 months for QNMD, last 8 months for NMD).
- The “required” column indicates the volume that would be needed to qualify for the next promotion within the current business month.
- For Dealers, DDs and VFs, this number represents the actual (paid) PVC accumulated to date for all personal and downline volume.

- When you reach SC, this number represents PB generations 1-4 plus your own personal distributor PVC for the last two business months (*i.e. what you've accumulated towards SSC*).
- The same generations apply to the SSC level but the time window expands to the last three business months (*what has been accumulated towards QNMD*).
- At QNMD, the PB generations expands to 1-5 and the time period to the last eight business months (*what has been accumulated towards NMD*).

**Note:** This number DOES NOT include the current month's PVC.

**“3-Reqd to Qualify” (Required to Qualify)** – This number represents the amount of PVC needed to reach the next promotion. **Note:** At SC and above, this amount would need to be completed in the current business month for the next promotion.

**“4-(Current Month) PBQ”** – Personal volume (PBQ) for current month.

**“5-(Current Month) POBQ”** – Open volume (POBQ) for current month.

**“(Previous Month) Excess PB”** – Excess PBQ (personal volume) carried over from previous month which can be used towards any shortage in column 4 to “qualify.”

**“(Previous Month) Excess POB”** -- “Excess POBQ (open volume) carried over from previous month which can be used towards any shortage in column 5.

**“Renewal”** – The next time a distributorship is due for annual renewal.

**“6-Pref Cnt” (Preferred Customer Count)** – The number of preferred customer orders/installments in current month.

**“Cust PV” – (Customer PVC)** – Volume generated from the customer orders in Column 15 .

**“Bul” (Bulletin)** – The number of consecutive months a distributor has achieved PB qualification.

**“39”** – This column tracks progress towards the 39 Club, indicating the number of PB qualifiers in a distributor's payline during the previous month.

If you would like more coaching on your Downline Growth and PVC please ask your sponsor or upline NMD.