

Building a Mission Driven Team

SC - NMD Coaching Guide
(Updated May 2018)

Part 1 - Where am I now?

- Are you feeling on track with your vision for this business? Review “whys”
- Overview 12 Month Analysis *paycheck • bonuses • payline PVC • PB/POB legs • qualifiers • promotions*

Part 2 - Where am I going?

Next Step Promotion	Volume Requirement	Structure Requirements	Bonus	Months to Achieve	Volume Balance 2/3 Rule	PBQ Club Goal
<input type="checkbox"/> SSC	16,000 Payline PVC over 2 months	(2 of 2 months) 1 SC leg, 2 VF legs (at least 1 2000+ frontline in the past 6 months) and 1 DD Leg 2 working lines in PB (6+ team members) 3 Club TIP: Focus on 3 Fast Track SCs	\$1,000 BIB 10% (2 PB/ 0 POB Legs) 15% (2 PB/ 1 POB Legs) 20% (3 PB/ 2 POB Legs)	Work with Business Partner	yes	3-6
<input type="checkbox"/> QNMD	40,000 Payline PVC over 2 months	(2 of 2 months) 3 SC legs with PBQ (8+ team members) 2 of 3 legs with POBQ 1 frontline 2000+ in the past 6 months TIP: Focus on 3 Fast Track SSCs	\$2000 BIB 10% (3 PB/ 1 POB Legs) 20% (3 PB/ 2 POB Legs)	Work with Business Partner	yes	8-12
<input type="checkbox"/> NMD	100,000 Payline PVC over 3 months	(Last 2 of the 3 months) 5 SC legs with PBQ (8+ team members) 3 SC legs with POBQ 1 frontline 2000+ in the past 6 months	\$4000 NMD Benefit Package BIB 20% (5 PB/ 3 POB Legs) 10% (4 PB/ 2 POB Legs)	Work with Business Partner	yes	12-18

Part 3 - How will I get there? Downline Growth and PVC report

1st Step	Column 1	Column 4	Column 5	Column 6
Circle newest title dates. Dates only change for New Team or New Promotions.	Circle PROMO PVC if close to Slow Track to 6% (2000), 14% (6,000), 22% (12,000)	Underline PBQ Qualifiers with 300 or more PVC and help them qualify & do 5-1	Underline POBQ Which SCs have strong 3,000? Who is using excess 3,000? Do coaching!	Circle 2-digit #PCs They love JP and have credibility with others.

ROYAL CROWN MONTHLY GOAL	Paid PVC Installments	Paycheck \$\$\$	Sponsor Bonus \$\$\$	TOTAL \$\$\$
1. 5 New JP+ Trio Capsule Customers: • 5 x \$39 retail profit • 5 x 42 PVC (About 170 PVC / 4 installments = 42 PVC each)	210 PVC	\$195 retail \$46 commission (22%)		
2. 1 New HLP 500+ DD Team Member • 500 Promotional / 4 installments = 125 Paid PVC	125 PVC	\$28 (22%)		
3. Promote 2000+ to VF with additional 1500 PVC • 1500 Promotional / 4 installments = 375 Paid PVC	375 PVC	\$79 (22% - 6% = 16% + 5% = 21%)	\$300	
Royal Crown NEW Monthly Totals:	710 PBQ PVC	\$348	\$300	\$648 NEW \$\$\$

Next Action Steps	Map PVC Report	Calculate Plan	Project New PVC
1. YOU set the pace	Decide, Plan & Initiate Royal Crown Activity	Enter Your Potential Royal Crown PVC	___ 710 ___ NEW
2. Solidify existing PBQ's	Underline all existing qualifiers	Count existing PBQs ___ Multiply x 710 =	+ ___ NEW PVC
3. Add potential PBQ's	Circle distributors with PBQ bw 300 -1,000	Count potential PBQs ___ Multiply x 710 =	+ ___ NEW PVC
4. Increase Payline PVC	Last month's Payline	Enter last month's "Total Payline" PVC	+ ___ LAST TOTAL
ADD ALL for NEW PAYLINE PVC TOTAL			= ___ NEW TOTAL
5. Increase Club Level	Count existing PBQs & potential New PBQs	ADD TOGETHER for NEW CLUB LEVEL	= ___ CLUB LEVEL

Part 4 - Activity for Success

<i>Activities</i>	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
TWO NEW PEOPLE New or Memory Jogger people. First time or reconnect. Share story, video or invite to event. Call or Message Blitz!							
TWO FOLLOW-UPS •Is this good time to talk? •What did you like best about the information? •Does JP+ make sense? •Are you ready to start?							
TWO CUSTOMERS •Do Great Customer Care •Add to FB group •Invite to Join our Mission •Send business video, or invite to event,3-way call							
TWO TEAM Connections and Help with Next Steps. Set up 3-way Call or Zoom with NMD to welcome or coach. Use Voxer too!							
EVENTS Promote an event. Host, attend, and/or present at							
3-Way Call/Zoom Schedule Prospects, Customers, Team w/ Upline							
SOCIAL MEDIA Post and Comment (on your feed and in groups)							
CHECK VOXER Listen, learn in Team Chats, 1:1 with customers and team members							
PERSONAL GROWTH Books, Audios, Training Calls/Zooms							

Conference to Conference Planning

Name	Current		By Conference Goal	
	Position	Qualifiers/Club Level	Position	Qualifiers/Club Level
<i>Where are you now and where would YOU like to be in your business by next conference?</i>				
<i>Who will you be bringing with you to the next conference? (use back if more space is needed)</i>				
1				
2				
3				
<i>Where do your distributors want to be by next conference and how many team members will they bring?</i>				
1				
2				
3				
4				
5				