

# 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	<i>(2 of 2 months)</i> 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 <b>TIP: Focus on 3 Fast Track SCs</b>	\$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	<i>(2 of 2 months)</i> 3 SC legs with PBQ (8+ team members) 2 of 3 legs with POBQ 1 frontline 2000+ in the past 6 months <b>TIP: Focus on 3 Fast Track SSCs</b>	\$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	<i>(Last 2 of the 3 months)</i> 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.

5-1-1 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	
<b>5-1-1 NEW Monthly Totals:</b>	<b>710 PBQ PVC</b>	<b>\$348</b>	<b>\$300</b>	<b>\$648 NEW \$\$\$</b>

Next Action Steps	Map PVC Report	Calculate Plan	Project New PVC
1. YOU set the pace	Decide, Plan & Initiate 5-1-1 Activity	Enter Your Potential 5-1-1 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
<b>TWO NEW PEOPLE</b> New or Memory Jogger people. First time or reconnect. Share story, video or invite to event. Call or Message Blitz!							
<b>TWO FOLLOW-UPS</b> • Is this good time to talk? • What did you like best about the information? • Does JP+ make sense? • Are you ready to start?							
<b>TWO CUSTOMERS</b> • Do Great Customer Care • Add to FB group • Invite to Join our Mission • Send business video, or invite to event, 3-way call							
<b>TWO TEAM</b> Connections and Help with Next Steps. Set up 3-way Call or Zoom with NMD to welcome or coach. Use Voxer too!							
<b>EVENTS</b> Promote an event. Host, attend, and/or present at							
<b>3-Way Call/Zoom</b> Schedule Prospects, Customers, Team w/ Upline							
<b>SOCIAL MEDIA</b> Post and Comment (on your feed and in groups)							
<b>CHECK VOXER</b> Listen, learn in Team Chats, 1:1 with customers and team members							
<b>PERSONAL GROWTH</b> Books, Audios, Training Calls/Zooms							

## Conference to Conference Planning

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