

Creating Momentum with Your Mission

VF Coaching Guide

Part 1 - Where am I now?

- Are you feeling on track with your vision for this business? Review “whys”
- Do you understand?
 - The three ways to create income: RSP, Commissions, Bonuses
 - 100% RSP is paid in full on new shipment, then on repeat orders the RSP is spread over 4 months
 - The two types of PVC: Promotional and Actual Paid PVC on *Downline Growth and PVC Report*
 - How to check the STATUS column on your *Preferred Customer Genealogy Report*
 - How to manage your customers on your Virtual Office
 - How to search My Team data: Close to Fast Track TBB (Team Building Bonus)

KPI (Key Performance Indicators) on your VO

110
Personal Volume
Credit (PVC)

WORLD WIDE PVC TOTALS	
Personal Volume Credit (PVC)	110
Performance Bonus (PB)	823
Excess PB	0

You + 0% Team

You + 0% + 6% Team

Part 2 - Where am I going?

Next Step Promotion	Volume Requirement	Structure Requirements	Bonus	MIN POBQ
<input type="checkbox"/> Sales Coordinator BBBDDMMDBQ	FAST TRACK: 8,000 Promo PVC (6,000 restart)	FAST TRACK: 1 DD & 2 VFs (1 must be 2000+) TIP: Focus on 3 Fast Track VFs	FAST TRACK: \$500 for YOU, \$500 for your Sponsor, Assigned Business Partner, Conference Ticket and Leads	A VF has 6 months from application date OR can choose any new 6 months
	SLOW TRACK: 12,000 Promo PVC	SLOW TRACK: 3 DDs		

Part 3 - How will I get there? 1-6-4-5 using *Downline Growth and PVC report*

1st Step	Column 1	Column 6	Column 4	Column 5
Circle newest TITLE DATES. Dates only change for New Team or New Promotions	PROMO PVC for Fast Track or Slow Track: -DD 6% = 2,000 Points -VF 14% = 6,000 Points -SC 22% = 12,000 Points (need structure of 3 DDs)	#PC's Current Goal: 24 trios=1,000 Ultimate Goal: 40 trios= 1,600	PBQ PCs + DLRs + DD Current Goal: 1,000 PVC Ultimate Goal: 3200 PVC	<i>No POBQ at VF level</i>

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 \$30 commission (14%)		
2. 1 New HLP 500+ DD Team Member • 500 Promotional / 4 installments = 125 Paid PVC	125 PVC	\$18 (14%)		
3. Promote 2000+ to VF with additional 1500 PVC • 1500 Promotional / 4 installments = 375 Paid PVC	375 PVC	\$49 (14% - 6% = 8% + 5% = 13%)	\$250	
Royal Crown NEW Monthly Totals:	710 PBQ PVC	\$292	\$250	\$542 NEW \$\$\$

Part 4 - DMO Daily Method of Operation 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
Where are you now and where would YOU like to be in your business by next conference?				
Who will you be bringing with you to the next conference? (use back if more space is needed)				
1				
2				
3				
Where do your distributors want to be by next conference and how many team members will they bring?				
1				
2				
3				
4				
5				