

ACTION PLAN FOR THE BUTTERS AREA

Monthly Goal:		Seminar Goal:
Unit Goal:	\$	Circle of Achievement:
New Unit Members:		Court of Sales:
Personal Team Production	\$	Court of Sharing:
New Personal Recruits		Car:
Unit Size _____ “T” _____ + Re-Instates _____ + New _____ = _____		Monthly Check:

PERSONAL BUSINESS				
40 + 40 + \$4,000				
Name	Telephone	Facial	Sales	Interview
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
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30.				
31.				
32.				
33.				
34.				
35.				
36.				
37.				
38.				
39.				
40.				
TOTALS:				

UNIT FOCUS	
Sr. Consultants (1 Team member)	
Name	Phone
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
Red Jackets (3 Team members)	
1.	
2.	
3.	
4.	
5.	
On-Target Car Drivers (5 Team Members)	
1.	
2.	
3.	
4.	
5.	
DIQ (8 Team Members)	
1.	
2.	
3.	

New Consultants

Name	Phone	Recruiter	Orientation	Order	Debut/ SCC	PS	10/ 10	1	Meetings		
									2	3	4
1.											
2.											
3.											
4.											
5.											
6.											
7.											
8.											
9.											
10.											
11.											
12.											
13.											
14.											
15.											
16.											
17.											
18.											
19.											
20.											

Prospects

Name/Phone	Invited to:	Follow up	Name/Phone	Invited to:	Follow up
1.			16.		
2.			17.		
3.			18.		
4.			19.		
5.			20.		
6.			21.		
7.			22.		
8.			23.		
9.			24.		
10.			25.		
11.			26.		
12.			27.		
13.			28.		
14.			29.		
15.			30.		

Production

Name	Order	Name	Order	COMPENSATION	
1.		26.		Unit Development Bonus \$4000 13% 0-\$3999 9%	9-13%
2.		27.			
3.		28.			
4.		29.			
5.		30.			
6.		31.		Volume Bonus \$5000—\$500 \$25,000—\$2500	10%
7.		32.			
8.		33.			
9.		34.			
10.		35.			
11.		36.		Development Bonus 3 new Qualified \$300 5 new Qualified \$500	
12.		37.			
13.		38.			
14.		39.			
15.		40.			
16.		41.		Personal Recruiting Bonus Each Qualified \$100	
17.		42.			
18.		43.			
19.		44.			
20.		45.			
21.		46.		Personal Team Commission 5 Ordering with \$600 personal order 13%	
22.		47.			
23.		48.			
24.		49.			
25.		50.			

Personal Team Orders

My Personal Order	\$
Name	Order
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
TOTAL	\$

Calculate My Check

Unit Production \$ _____ x _____ % = \$ _____

Volume Bonus \$ _____ x 10% = \$ _____

3 New Qualified. \$300 Bonus = \$ _____

5 New Qualified \$500 Bonus = \$ _____

New Qualified Personal ___ x \$100 = \$ _____

Personal Team Prod. \$ _____ x _____ % = \$ _____

Senior Director Commission:

1. \$ _____ x _____ % = \$ _____

2. \$ _____ x _____ % = \$ _____

MY CHECK TOTAL = \$ _____

YEARLY PROMOTIONS JUNE 1– JULY 30




RECOGNITION	PRIZE	ACTIVITY
1. National CT of Sales	Diamond Ring	Personal Production \$18,000
2. National CT of Sharing	Diamond Bumble Bee	24 Personal Recruits
3. Circle of Achievement \$300,000—\$600,000	Diamond Bar Pin	\$300,000 Unit Production
4. Circle of Excellence \$650,000—\$2,000,000	Diamond Bar Pin and Trip	\$650,000- \$1,000,000 Unit Production
5. Star Directors	Star Orders per Quarter 5-9 Stars = \$300 Bonus 10-14 Stars = \$400 Bonus 15 & more = \$500	20 –39 Sapphire 5-9 / Quarter 40 –59 Ruby 10-14 / Quarter 60—79 Diamond 15-19 / Quarter 80—99 Emerald 20-24 / Quarter 100+ Pearl 25 / Quarter
6. Wellness Bonus Jan. - Dec. Based on net adjusted Unit Wholesale Prod. for the calendar year. Paid out in January.	\$750 Bonus \$1200 Bonus \$1800 Bonus	\$60,000 - \$124,999 \$125,000 - \$186,999 \$187,000 & above

Conference Call: (605) 990-0700 Access Code: 927548#

Directors Call every Monday at 11AM CT New Director Call: 2nd & 3rd Monday at 12PM CT 10/10 Elite Call: 2nd Tues at 10AM CT Spanish Training Call: Every Monday 9PM CT (712)451-6100 access code 593742#	DIQ Call: 1st & 4th Monday at 12PM CT Marketing Call: generally 2nd Wed at 8:30PM CT HOTLINE: (515) 225-2903
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Important Events to Remember

DATE	EVENT	PLACE/TIME	COST \$	PARTICIPATION REQUIREMENTS

Cars (6 Months)	Circle of Achievement	Prize	Annual Events
 Grand Achiever / \$375 \$36,00 Total 30-49 Unit Members	\$300,000—13,000 \$350,000—15,000	Diamond Bar Pin Dia- mond	Seminar _____ Career Conference _____ Leadership Conference _____
 Platinum / \$500 \$48,000—Total 50-74 Unit Members Saturn Aura XE	\$400,000 - 17,000 \$450,000 –19,000	Diamond Bar Pin Diamond Bar Pin	Seminar Year Quarters June 15 - Sept. 15 Sept. 16 –Dec. 15 Dec. 16 –March 15 March 16 –June 15
 Cadillac / \$900 \$96,000—Total 75-100 Unit Members	\$500,000 –20,000+ \$650,000 – 27,000+	Circle of Diamonds Top Trip	<u>Telephone Numbers</u> Office: (515) 222-1532 (800) 299-7353 Cell Phone: (515)554-5136 Fax: (515) 267-1532 m.butters@mchsi.com monasoffice@mchsi.com
Every new qualified personal recruit in a month gives a \$600 toward car credit.	\$850,000 - 35,000+ \$1,000,000 – 41,000+	2nd Trip \$5,000 Cash	<u>Professional Career Path</u> Sr. Director 1 Offspring Future Exec. Sr. 3 Offspring Executive 5 Offspring Elite 8 Offspring