

Exec NSD CHERYL WARFIELD'S PLAN

How to Make \$100,000 a year as a first year Director!

<p><u>HOW</u> SELL \$1000 EVERY SINGLE WEEK! (7-10 faces and 10 customer reorders)</p>	<p><u>RESULT</u> \$4000 in retail sales per month</p>	<p><u>WHOLESALE PRODUCTION</u> \$2000wh</p>	<p><u>PROFIT (INCOME)</u> \$2000</p>
<p>30 Faces and 30 Interviews plus 10 customer calls weekly</p>	<p>2-5 Personal recruits each month</p>	<p>With 2-5 new personal recruits (at \$1000 average 1st order) = \$5000 wh</p>	<p><u>TOTAL WHOLESALE</u> = \$25000 X 13% = \$3,250</p>
<p>40 Unit Interviews (10 weekly)</p>	<p>7-10 Unit Recruits</p>	<p>\$10,000wh New Recruit production</p>	<p>10% BONUS = \$2500 5 q. gives you \$500 bonus + 2 q. personals = \$200 + \$500 = \$700</p>
<p>Work with 5-8 key people and new people Have weekly booking contest for unit to keep datebooks full.</p>	<p>Work with key & new people to move up. Base unit orders on a consistent basis.</p>	<p>\$8000wh Unit Production</p>	<p>Personal Team (\$8000wh) = \$1040 Profit from sales = \$2000 \$9,440 X 12 mo = <u>\$113,280</u></p>