**FAST TRACK… Show how to make $100,000 in 18 months!**

 **Director #1**

 **Director #3**

 **Director**

 **#2**

**1 Director in 6 mos. = Sr. Director = \_\_\_\_\_\_\_ over 10 mos. = $100 per mo.**

**2 Directors in 9 mos.= Coordinator = \_\_\_\_\_\_\_over 10 mos. = $300 per mo.**

**2 Directors in 12 mos.= Sr. Coord = 10,000 OV\* = \_\_\_\_\_\_ over 10 mos. = $500 per mo.**

**3 Directors in 15 mos.= Exec Coord = 20,000 OV\* = \_\_\_\_\_\_\_\_over 10 mos. = $1,000 per mo.**

**3 Directors in 18 mos.= Sr. Exec Coord = 30,000 OV\* = \_\_\_\_\_\_\_ over 10 mos. = $1,500 per mo.**

 **\*OV = Organizational Volume**

**Potential Earnings:**

 **Bonuses listed above over 18 mos. \_\_\_\_\_\_\_\_**

 **50% of 3 – Matching Bonuses \_\_\_\_\_\_\_\_**

 **Estimated Commission ( incidentals…) \_\_\_\_\_\_\_\_**

 **\_\_\_\_\_\_\_\_\_+ Total earnings in 18 mos.**

**Examples of PV Models to develop Directors - 12 Shaklee 180 Turnaround Kits = 179 PV = 2148 PV**

 **13 Customers on Life Plan = 166 PV = 2158 PV**

 **20 Customers on Life Plan Strip = 114 PV = 2280 PV**

**Optional Discussion:**

**Develop 3 Sr Exec Coordinators = 30,000 OV x 3 = 90,000 OV**

 **Plus 2 Sr Coord = 10,000 OV x 2 = 20,000 OV = 20,000 OV**

 **120,000 OV = Master Coordinator =**

 **$204,168 average annual income**