



DESIRED OUTCOME	Frontline Volume (FLV)		New Clients		FLV Points	
Rank:	Group Volume (GV)		New FL Coaches		SC Points	
	Income \$		New Senior Coaches		Total Points	

COACHES WORKING TOWARD SC

THEIR CLIENTS	1.	1.	1.	1.	1.	1.
	2.	2.	2.	2.	2.	2.
	3.	3.	3.	3.	3.	3.
	4.	4.	4.	4.	4.	4.
	5.	5.	5.	5.	5.	5.
	😊 SC = 1 POINT					

FLV POINTS	CLIENT	PREMIER DATE	PREMIER \$\$
😊 8 FLV POINTS 9,800 FLV 31%*	30		
	29		
	28		
😊 7 FLV POINTS 8,400 FLV 31%*	27		
	26		
	25		
😊 6 FLV POINTS 7,200 FLV 31%*	24		
	23		
	22		
	21		
😊 5 FLV POINTS 6,000 FLV 31%*	20		
	19		
	18		
😊 4 FLV POINTS 4,800 FLV 29%*	★ 17		
	16		
	15		
	14		
😊 3 FLV POINTS 3,600 FLV 27%*	13		
	12		
	11		
😊 2 FLV POINTS 2,400 FLV 25%*	10		
	9		
	8		
	7		
😊 SC 1 FLV POINT 1,200 GV 23%*	6		
	5		
	4		
	3		
	2		
	1		

POTENTIAL COACHES

1.	
2.	
1.	
2.	
1.	
2.	
1.	
2.	
1.	
2.	

STEP 1:	STEP 2:	STEP 3:
Blended Path Executive Director = 5 pts <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> (FLV Points and SC Points)	Building a Strong Blended Path ED = 7-9 pts <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Fully Integrated Business Coach (FIBC) = <input type="checkbox"/> 5 SC Teams <input type="checkbox"/> 6000 FLV <input type="checkbox"/> 15,000 GV <input type="checkbox"/> Certified

TOP 10 COACH/CLIENT CANDIDATES			
1		6	
2		7	
3		8	
4		9	
5		10	

MY ACTIVITY TRACKER			
<input type="checkbox"/> Prepare Your Map for the Next Month (28 th - 31 st)			
WEEK 4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	M	T	W
WEEK 3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	M	T	W
<input type="checkbox"/> Mid-Month - Assess Action & Tracking for Goals			
WEEK 2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	M	T	W
WEEK 1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	M	T	W
NEW CONVERSATIONS		SOCIAL MEDIA POSTS	
NEW CONVERSATIONS		NEW CONNECTIONS	

*Percentages include 3% Certification Bonus
The # of clients needed for each Point is based on full Client orders of \$350 or more

CURRENT REALITY	Frontline Volume (FLV)		New Clients		FLV Points	
Rank:	Group Volume (GV)		New FL Coaches		SC Points	
	Income \$		New Senior Coaches		Total Points	