

Exec NSD CHERYL WARFIELD'S PLAN

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

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