

PLANNING YOUR COMMISSION

POSH AVERAGES, APRIL 2019

YOUR ACTUALS Insert your stats below.

Average Volume per Influencer Less Zeros
PEAK MONTH

Average Volume per Influencer Less Zeros
VALLEY MONTH

Average Number of Zeros per
10 Influencers

Average Volume per Influencer Less Zeros
PEAK MONTH

350

Average Volume per Influencer Less Zeros
VALLEY MONTH

210

Your Average Number of Zeros
per 10 Influencers

4

HOW TO PLAN YOUR PAYCHECK:

Identify the size of your customer base.
How many customers can you add per month?

+

Identify the current productivity of your FL & SL.
How many FL/SL need to join your circles each month to achieve your goals?

Your Average Customer Order Size

55

Your Average Number of Personal
Monthly Customers

15

Zeros in circles too high? Don't sell the Kit. Build a team you can collaborate with.
Too few customers? Review follow up practices Book more events / parties
CONSISTENCY IS KEY. Show up for work every day.

Are YOUR stats above or below average?
What business adjustments can you make to improve your stats?

Complete below to see what you can earn by December 2019.

YOUR PLAN:	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
Personal Volume Target	825	1,000	1,200	1,400	1,600	1,800	2,000	2,000	2,000
# of Customers	15	20	22	26	30	35	40	40	40
Number of FL (less zeroes)	20	22	23	24	25	27	29	31	33
Number of NEW FL per Mo.	1	2	1	1	1	2	2	2	2
Number of SL (less zeroes)	40	44	46	48	50	54	58	62	66
Number of NEW SL per Mo.	2	4	2	2	2	4	4	4	4

Finance will update you on our averages at Unconventional Leadership in August. Please plan to attend!

YOUR TARGET PAYCHECK FOR DEC, 2019

TARGET NUMBER OF MONTHLY CUSTOMERS FOR PV

40

TARGET SIZE OF YOUR FRONTLINE

33

TARGET SIZE OF YOUR SECONDLINE

66

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TARGET PERSONAL COMMISSION \$

\$600.00

+

TARGET FL & SL COMMISSION \$*

\$4,083.75

=

TOTAL COMMISSION \$

\$4,683.75

*Assumes monthly average volume of 275 per person.