Report Guide: Leadership Ladder Benchmarks

OVERVIEW

This report tells you how you are performing against the benchmarks of the Leadership Ladder for the current and previous month. It also tells you what rung of the ladder you achieved in the last month. Use this report to track your performance each month and identify areas you need to work on in order to reach your desired Leadership Ladder rung.

LEADERSHIP LADDER RUNG BENCHMARKS

Below are the benchmarks you need to meet for each rung.

<table>
<thead>
<tr>
<th></th>
<th>Business Starter</th>
<th>Team Builder</th>
<th>Team Leader</th>
<th>Organization Leader</th>
<th>Executive Leader</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commissions (in BP)</td>
<td>100 / Month</td>
<td>250 / Month</td>
<td>1,000 / Month</td>
<td>2,500 / Month</td>
<td>8,500 / Month</td>
</tr>
<tr>
<td>Success Club</td>
<td>SC 5</td>
<td>SC 5</td>
<td>SC 5</td>
<td>SC 5</td>
<td>SC 5</td>
</tr>
<tr>
<td>Highest Paid Rank</td>
<td>Coach +</td>
<td>Emerald +</td>
<td>Diamond +</td>
<td>2SD +</td>
<td>5SD +</td>
</tr>
<tr>
<td>PS w/ 1+ SC Points</td>
<td>N/A</td>
<td>2</td>
<td>4</td>
<td>6</td>
<td>8</td>
</tr>
<tr>
<td>Weak Leg Team Volume</td>
<td>N/A</td>
<td>200 TV / Month</td>
<td>5,000 TV / Month</td>
<td>15,000 TV / Month</td>
<td>50,000 TV / Month</td>
</tr>
<tr>
<td>PS Team Leaders</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>2</td>
<td>4</td>
</tr>
</tbody>
</table>

USER TIPS

- All benchmarks are calculated by month.

- Success Club, PS (Personally Sponsored) Coaches with 1+ SC Points, and PS Team Leaders are calculated by Calendar Months.

- Commissions, Highest Paid Rank, and Weak Leg Volume are calculated by Bonus Months.

- A Bonus Month includes all of the Bonus Weeks that end in the same calendar month. For example, if a Bonus Week starts on February 26th and ends on March 4th, all activity in that week will be counted towards March.

- Your Last Month Rung, Next Rung Benchmarks & PS Team Leaders (Last Month) will be calculated monthly and displayed in the Coach Office on or around the 5th of the next month. Until then, Your Last Month Rung, Next Rung Benchmarks & PS Team Leaders (Last Month) will say “TBD.”
Before the 5th

- Because rungs are not finalized until the 5th of the following month, your PS Team Leaders for the current month will always be blank. Once the rungs have been calculated, you’ll see how many PS Team Leaders you had in the last month.

- All benchmarks other than PS Team Leaders will be calculated and updated in the Coach Office daily or weekly as information becomes available.

- Remember that you must meet all benchmarks in order to hit a rung. Because Success Club is a requirement for each rung, if you do not qualify for Success Club in a given month you will not qualify for any rung regardless of how you performed on the other metrics.

- If you did not qualify for a rung in a month, Your Last Month Rung will say “None” and Your Next Rung will say “Business Starter.”

After the 5th

- If you have multiple CBCs, the report will display the performance against the benchmarks for each CBC separately. However, the Last Month Rung shown in the primary CBC will aggregate the activity from all your CBCs when calculating your official rung. For example, you might have 2 CBCs that individually qualify as a Team Leader but aggregated they qualify to be an Organization Leader. In this scenario, the Last Month Rung in the primary CBC will say “Organization Leader” and the Last Month Rung in the 2nd CBC will say “See Primary CBC.”
LEADERSHIP LADDER REPORT BREAKDOWN

Below is a breakdown explaining the different components of the report.

1. **Your Last Month Rung**: This is the Leadership Ladder Rung you achieved the previous month. It will be updated on or around the 5th of the following month. Between the 1st and 5th of the month, it will say “TBD.”

2. **Your Next Rung**: This is the next Leadership Ladder Rung you should aim to achieve based on your Last Month’s Rung. For example, if you achieved “Business Starter” status in one month, Your Next Rung would be “Business Builder.”
3. **Last Month:** This column shows your progress in the Leadership Ladder for the last month. Note that because rungs are not finalized till the 5th of the following month, your PS Team Leaders for the Last Month will say “TBD” until the 5th when the rungs for all Coaches have been validated.

4. **This Month:** This column shows your progress in the Leadership Ladder for the current month. All benchmarks other than PS Team Leaders will be calculated and updated daily or weekly as information becomes available. The PS Team Leaders in this column will always be blank.

5. **Next Rung Benchmarks:** This column shows the benchmarks you need to hit in order to achieve the next rung. It corresponds to the benchmarks needed for the rung shown beside “Your Next Rung” above.

6. **Commissions (BP):** The total commissions (in Bonus Points) you’ve earned in the Bonus Weeks that end in that month. So if a Bonus Week that starts on February 26th and ends on March 4th, the commission earned in that week will be counted towards March. This value is updated weekly after each bonus week closes.

7. **Success Club:** Your Success Club Qualification Status in that month. This value will be updated as soon as you achieve Success Club for the month. This value is updated daily as Success Club orders are processed.

8. **Highest Paid Rank:** The highest paid rank that you achieved among all Bonus Weeks that end in the month. For example, if you are a Paid Emerald for three weeks and a Paid Diamond for one week in the same month, your Highest Paid Rank will be Diamond for that month. This value is updated weekly after each bonus week closes.

9. **PS w/ 1+ SC Points:** The number of your Personally Sponsored (PS) Coaches who earned at least one Success Club Point in the month. This value is updated daily as Success Club orders are processed.

10. **Weak Leg Volume:** The lesser amount of Team Volume (TV) generated on each leg in all Bonus Weeks that end in a given month. For example, if you generate 4,000 TV on your Left Leg and 5,000 TV on your Right Leg in a given month, your Weak Leg Volume will be 4,000. This value is updated weekly after each bonus week closes. This value is updated daily as Success Club orders are processed.

11. **PS Team Leaders:** The number of your Personally Sponsored Coaches who earned Team Leader status or above on the Leadership Ladder in the month. So, if you have a Personally Sponsored Coach that is an Executive Leader, he/she will be counted in this report. This value is updated
monthly and posted in the report by the 5th of the following month after the rungs for all Coaches have been validated.

HELPFUL LINKS

- How to Earn Bonuses & Commissions Video
- Success Club Home Page in the Coach Office
- Coach Compensation Plan
- Related FAQs:
  - 976: Compensation: Bonus Points
  - 8486: Canada: Current Conversion Rate