

DIRECTOR PROMOTION-30/30/60

PEOPLE HELI	PING PEOPLE					
GOAL	RECS	5	APPS	POINT	S	LIC & APPT'D
MO 3	30	30		60K		15
	29	29				
WEEK 10	28	28		_ 56K		14
	27	27				
	26	26		_ 52K		13
	25	25				
	24	24		_ 48K		12
	23	23		44K - 40K		
	22	22				11
	21	21				
	20	20				10
	19	19		_		
	18	18		_ 36K		9
	17	17		-		
	16	16		32K		8
MO 2	15	15		-		
	14	14		_ 28K		7
	13	13		- -		
	12	12		_ 24K		6
	11	11		- -		
WEEK 6	10	10		_ 20K		5
	9	9		- -		
	8	8		16K		4
	6	6				
MO 1	5	5		-		3
	4	4		⊣/		
	3	3		\ 8K		2
	2	2		 		
	1	1		4K		1
GREEN	CLIENT		DELIVERED & PAID	PAID		APPOINTED
YELLOW	FAST STARTED		ISSUED	SUBMITTED		SUBMITTED PAPERWORK
PINK	DON'T FOLLOW UP		CANCELLED			DON'T FOLLOW UP
DIRECT FIELD ASSOCIATES DIRECT FIELD AS					ES	DIRECT ASSOCIATES
1			1			1
		1				1