

STARTING POINT

VITAL SIGNS CHART

Recommended numbers
for a solid group

COUNSELLING RECOMMENDATIONS - VITAL VIGNS

	Leaders Club	Leaders Club Plus	Executive Leaders Club	Silver Producer
	Core	Core	Core	Core
Bonus Level	9% (1 200 PV)	12% (2 400PV)	15% (4 000PV)	21% (10 000PV)
# of bonus producing legs		Minimum 3 @ 3%	Minimum 3+ @ 6%	
Sponsored (Frontline)	5+	10+	15+	20 - 30
N21 Mobile membership/Physical CEP	5+	10+	20+	45+
# of 15 planners	2	3 - 4	5 - 6	8 - 10
New applications per month	5 - 10+	15+	20+	30+
Total group #	15+	30+	50+	150+
Connect/BBS tickets	10+	20+	30+	60+
WES tickets	10+	15+	20+	45+
Personal PV	100+	100+	150+	150+
Retail clients	5+	10+	10+	10+
Typical Depth	3 - 5	5+	5 - 10+	10 - 15+

STAGE RECOGNITION - VITAL SIGNS

- MINIMUM REQUIREMENTS -	ALL REQUIREMENTS IN THE CALENDAR MONTH—New
Core	<ul style="list-style-type: none"> • 8+ business presentations • 100% user of products, • 100 personal PV (5+ customers), • N21 Mobile membership/Physical CEP • Listen to 1 audio or video per day • Read a recommended book for 15 minutes per day • Attend all functions • Team player (counselling, edification, no crossline)
Pacesetter	<ul style="list-style-type: none"> • Sponsor 2+ Frontline • 100 personal PV (customer and own purchase) • N21 Mobile membership/Physical CEP
Express Club	<ul style="list-style-type: none"> • 100 personal PV (customer and own purchase) • You are subscribed to N21 Mobile with CEP • 2 legs at 100 PV • 2 in your group subscribed to N21 Mobile with CEP • 6% (600 PV) group volume
Leaders Club LC	<ul style="list-style-type: none"> • Sponsor 5+ Frontline • 5+ in group with N21 Mobile membership/Physical CEP • 9% (1200 PV) group volume
Leaders Club Plus LC+	<ul style="list-style-type: none"> • Sponsor 10+ Frontline • Minimum 3 @ 3% legs • 10+ in group with N21 Mobile membership/Physical CEP • 12% (2400 PV) group volume
Executive Leaders Club ELC	<ul style="list-style-type: none"> • Sponsor 15+ Frontline • Minimum 3+ @ 6% legs • 20+ in group with N21 Mobile membership/Physical CEP • 15% (4000 PV) group volume
Silver Producer	Sponsor 20-30 Frontline, 45+ in group with N21 Mobile membership/Physical CEP, 21% (10000 PV) group volume
Silver Eagle	* 15 Plans per month for 3 consecutive months
Gold Eagle	* 30 Plans per month for 3 consecutive months