POINTS LEGEND

OFFICE TEAM | BUILDING A STRONGER TEAM

HOW TO EARN POINTS

POINTS	ACTIVITY	RULE
1 POINT	Rep PRs stack	1 point for each qualifying rep PR. AM must have 5 booked PRs.
1 POINT	PCs completed	PCs with team members that lead to demos and then an order.
1 POINT	Rep order	A rep gets an order.
2 POINTS	Create activity	Bring a rep to help create activity.
2 POINTS	Three orders	A rep gets 3 orders.
3 POINTS	$1,000 sale	A rep makes a $1,000 sale.

ADDITIONAL POINT OPPORTUNITIES

PDI + PCs Add 1.5 points.

Field training 1 point base; 2 points if a sale is made; 3 points if the sale exceeds $1,000. Double the field training points if no AM is involved.

PROOF REQUIRED

No picture = no point. Document each qualifying activity with a photo.

WEEKLY BONUS POINTS

The reference graphic includes a weekly bonus points section, but does not specify bonus activities or values.