

Ranking Total Explained

MIT Class 2025 Phase 1

(Fall of 2024)

Cumulative Ranking (So add the 4 tally's) to get official and final Phase 1 Ranking on November 3rd, 2024 *(outside bonus tally)*

A Manager In Training's tally will be calculated on 4 dates through the fall campaign + Bonus Point Tally after Mall Season

August 11th (Zoom 2pm - 6pm)

- Campaign Sales Ranking uses Campaign 2, 2024
- Month Sales - Order Summary from July 11th, 2024 - August 10th, 2024
- Campaign Fire # uses Campaign 2, 2024
- Month Fire # uses July 11th, 2024 - August 10th, 2024 (Vectorlive Set #)
- Savings - ONLY uses Vector W/H Total on Commission Run August 9th, 2024

September 1st (Zoom 2pm - 6pm)

- Campaign Sales Ranking uses Campaign 2, 2024
- Month Sales - Order Summary from August 1st, 2024 - August 31st, 2024
- Campaign Fire # uses Campaign 2, 2024
- Month Fire # uses August 1st, 2024 - August 31st, 2024 (Vectorlive Set #)
- Savings - ONLY uses Vector W/H Total on Commission Run August 30th, 2024

September 29th (Zoom 2pm - 6pm)

- Campaign Sales Ranking uses Campaign 3, 2024
- Month Sales - Order Summary from Sep 1st, 2024 - Sep 27th, 2024
- Campaign Fire # uses Campaign 3, 2024
- Month Fire # uses Sep 1st, 2024 - Sep 27th, 2024 (Vectorlive Set #)
- Savings - ONLY uses Vector W/H Total on Commission Run September 27th, 2024

November 3rd (Zoom 2pm - 6pm)

- Campaign Sales Ranking uses Campaign 3, 2024
- Month Sales - Order Summary from Sep 28th, 2024 - Nov 2nd, 2024
- Campaign Fire # uses Campaign 3, 2024
- Month Fire # uses Sep 28th, 2024 - Nov 2nd, 2024 (Vectorlive Set #)
- Savings - ONLY uses Vector W/H Total on Commission Run November 1st, 2024

Notes

- Hard Cut-Off on dates, selling an order before meeting does not count for that tally.
- Setting a person before the meeting doesn't increase fire # for that tally
- Score tally dates are hard cut-off's.

Strategy - Prep for Bonus Tally! (potential additional 12 points)

1. Organize with your manager on the calendar to maximize your time to accumulate the largest amount of points possible on Tally dates.
2. Fully learn how you are scored and what the Three S's mean
3. Bonus Tally Ranking (Post-Mall Season) will be determined on
 - a. Mall Program Participation
 - b. Skill at the booth
 - c. Completion of SVC's before YEB from Mall Leads
4. Organize with your manager on how to get money into Vector W/H
 - a. Mailing a check you must put in the memo ADD TO W/H and your REP #
5. Do NOT forget to get your VectorLive.com Account Made (first tally comes Aug 11st)

MIT CLASS RANKING SYSTEM			
SALES			
Career Sales	30K+		
points	0.5		
Campaign Sales	4k	6k	8k
points	0.5	1	1.5
Month Sales	2k	3K	4K
points	1	1.5	2
SKILLS			
PR Set #			
Campaign	50	100	150
points	1	1.5	2
Month	10	20	30
points	0.5	1.5	2
SAVINGS			
Total	1K	2K	4K
points	0.5	1	2