

Ranking Total Explained

MIT Class 2026 Phase 1

(Fall of 2025)

Cumulative Ranking (So add the 4 tally's) to get official and final Phase 1 Ranking on December 28th, 2025 (*outside bonus tally*)

A Manager In Training's tally will be calculated on 4 dates through the fall campaign.

September 14th (Zoom 2pm - 6pm)

- ☐ Campaign Sales Ranking uses Campaign 2, 2025
- ☐ Month Sales - Order Summary from July 21st, 2025 - Sep 12th, 2025 Campaign
- ☐ Fire # uses Campaign 2, 2025
- ☐ Month Fire # uses July 21st, 2025 - Sep 12th, 2025 (Vectorlive Set #) Savings -
- ☐ ONLY uses Vector W/H Total on Commission Run September 12th, 2025

October 19th (Zoom 2pm - 6pm)

- ☐ Campaign Sales Ranking uses Campaign 2, 2025
- ☐ Month Sales - Order Summary from Sep 13th, 2025 - Oct 11th, 2025 Campaign Fire # uses
- ☐ Campaign 2, 2025
- ☐ Month Fire # uses September 13th, 2025 - October 11th, 2025 (Vectorlive Set #) Savings -
- ☐ ONLY uses Vector W/H Total on Commission Run October 17th, 2025

November 23rd (Zoom 2pm - 6pm)

- ☐ Campaign Sales Ranking uses Campaign 3, 2025
- ☐ Month Sales - Order Summary from October 12th, 2025 - November 20th, 2025
- ☐ Campaign Fire # uses Campaign 3, 2025
- ☐ Month Fire # uses October 12th, 2025 - November 20th, 2025 (Vectorlive Set #)
- ☐ Savings - ONLY uses Vector W/H Total on Commission Run November 21st, 2025

December 28th (Zoom 2pm - 6pm)

- ☐ Campaign Sales Ranking uses Campaign 3, 2025
- ☐ Month Sales - Order Summary from November 21st, 2025 - December 26th, 2025
- ☐ Campaign Fire # uses Campaign 3, 2025
- ☐ Month Fire # uses November 21st, 2025 - December 26th, 2025 (Vectorlive Set #)
- ☐ Savings - ONLY uses Vector W/H Total on Commission Run December 26th, 2025

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!

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

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	