

# Ranking Total Explained

## MIT Class 2026 Phase 1

(Fall of 2025)

Cumulative Ranking (So add the 5 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 + Bonus Point Tally after Mall Season

### August 17th (Zoom 2pm - 6pm)

- ☐ Campaign Sales Ranking uses Campaign 2, 2025
- ☐ Month Sales - Order Summary from July 16th, 2025 - August 16th, 2025
- ☐ Campaign Fire # uses Campaign 2, 2025
- ☐ Month Fire # uses July 16th, 2025 - August 16th, 2025 (Vectorlive Set #)
- ☐ Savings - ONLY uses Vector W/H Total on Commission Run August 14th, 2025

### September 14th (Zoom 2pm - 6pm)

- ☐ Campaign Sales Ranking uses Campaign 2, 2025
- ☐ Month Sales - Order Summary from August 14th, 2025 - September 14th,, 2025
- ☐ Campaign Fire # uses Campaign 2, 2025
- ☐ Month Fire # uses August 14th, 2025 - September 14th,, 2025 (Vectorlive Set #)
- ☐ Savings - ONLY uses Vector W/H Total on Commission Run September 11th, 2025

### October 19th (Zoom 2pm - 6pm)

- ☐ Campaign Sales Ranking uses Campaign 3, 2025
- ☐ Month Sales - Order Summary from September 19th, 2025 - October 18th, 2025
- ☐ Campaign Fire # uses Campaign 3, 2025
- ☐ Month Fire # uses September 19th, 2025 - October 18th, 2025 (Vectorlive Set #)
- ☐ Savings - ONLY uses Vector W/H Total on Commission Run October 17th,, 2024

### November 9th (Zoom 2pm - 6pm)

- ☐ Campaign Sales Ranking uses Campaign 3, 2025
- ☐ Month Sales - Order Summary from October 9th, 2025 - November 9th, 2025
- ☐ Campaign Fire # uses Campaign 3, 2025
- ☐ Month Fire # uses October 9th, 2025 - November 9th, 2025 (Vectorlive Set #)
- ☐ Savings - ONLY uses Vector W/H Total on Commission Run November 6th, 2024

## December 28th (Zoom 2pm - 6pm)

- ☐ Campaign Sales Ranking uses Campaign 3, 2025
- ☐ Month Sales - Order Summary from November 27th, 2025 - December 27th, 2025
- ☐ Campaign Fire # uses Campaign 3, 2025
- ☐ Month Fire # uses November 27th, 2025 - December 27th, 2025 (Vectorlive Set #)
- ☐ Savings - ONLY uses Vector W/H Total on Commission Run December 25th, 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! (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

MIT CLASS RANKING SYSTEM				
<b>SALES</b>				
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	
<b>SKILLS</b>				
PR Set #				
Campaign	50	100	150	
points	1	1.5	2	
Month	10	20	30	
points	0.5	1.5	2	
<b>SAVINGS</b>				
Total	1K	2K	4K	
points	0.5	1	2	