

Ranking Total Explained

MIT Class 2027 Phase 1

(Fall of 2026 & YEB Push 2027)

Cumulative Ranking (So add the 5 tally's)

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

August 23rd (Zoom 2pm - 7pm)

- Campaign Sales Ranking uses Campaign 2, 2026
- Month Sales - Order Summary from July 16th, 2026 - August 17th, 2026
- Campaign Fire # uses Campaign 2, 2026
- Month Fire # uses July 16th, 2025 - August 17th, 2026 ([Vectorlive Set #](#))
- [Savings](#) - ONLY uses Cutco W/H Total on Commission Run August 14th, 2026

September 20th (Zoom 2pm - 7pm)

- Campaign Sales Ranking uses Campaign 2, 2026
- Month Sales - Order Summary from August 18th,, 2026 - September 14th, 2026
- Campaign Fire # uses Campaign 2, 2026
- Month Fire # uses August 18th, 2026 - September 14th, 2026 ([Vectorlive Set #](#))
- Savings - ONLY uses Vector W/H Total on Commission Run September 11th, 2026

October 11th (Zoom 2pm - 7pm)

- Campaign Sales Ranking uses [Campaign 3](#), 2026
- Month Sales - Order Summary from September 15th, 2025 - October 6th, 2026
- Campaign Fire # uses Campaign 3, 2026
- Month Fire # uses September 15th, 2026 - October 6th, 2026 ([Vectorlive Set #](#))
- Savings - ONLY uses Vector W/H Total on Commission Run October 17th, 2026

November 22nd (Zoom 2pm - 7pm)

- Campaign Sales Ranking uses Campaign 3, 2026
- Month Sales - Order Summary from October 7th, 2026 - November 16th, 2026
- Campaign Fire # uses Campaign 3, 2026
- Month Fire # uses October 7th, 2026 - November 16th, 2026 ([Vectorlive Set #](#))
- Savings - ONLY uses Vector W/H Total on Commission Run November 6th, 2026

JANUARY 24TH, 2027 - TERRITORY CONFIRMATION (Zoom 2pm - 6pm)

- RANKING WILL BE USING [FINAL PHASE STRUCTURE](#)
- Please review fully your YEB Push Plans & Mall Shifts with DM
- MEGA POINTS CAN BE ADDED by preparing for the [final ranking phase](#)

Notes

- Hard Cut-Off on dates - please review dates.
- Many MIT's will set or sell something right before meeting (review Cut-off dates)
- Score tally dates are hard cut-off's.

Strategy - Prep for [Final Phase Tally!](#) (potential additional 20+ 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