

# South Texas Events Team Roadmap

## 500K Personal Sales

- + \$250,000 Annual Sales
- + \$2,500 Key Event Shift Avg

## \$150k Personal Selse

- + \$32,000 previous 4 months
- + Must run 1 Service Call  
Training for reps 3k+

## \$50k Personal Sales

- + 20k Campaign
- + 1 Closer Program Teaching
  - 1k+ reps

## 20k Personal Sales

- + 1 Show Training Teach PC
  - 3k+ Rep

## 10k Personal Sales

### Elite Key Events

- Work the best of the best events
- Reserved for the top producers

### Key Events

- Be part of the top reps of STX
- Reserved for CSPs only
- Attend Key Events Meetings

### Varsity

- Work shifts over \$50
- Eligible for cross training across other divisions & mentorship programs

### Junior Varsity

- Eligible to work shifts under \$50
- Can pick shifts at team meetings

### New Team Members (not yet at rank)

- Attend event team training
- Attend event team meetings
- Pick open shifts after all ranked members have picked.

*DTB Program Reps follow policies until reaching New Team Member status*