

LEADER IN ACTION

The information on this worksheet is intended to help Associates track key business building metrics. The formulas and calculations on this worksheet may differ from Leader in Action points calculated for promotions and other incentives. For more information, refer to the Contests & Promotions tab in your back office.

MONTH OF _____

CYCLE BENCHMARK _____

Week Ending	Personal Cycle Growth (+ or -)	# of Personal Enrollments	Personally Enrolled Rank Advancements	# of Weeks Active at Current Rank	
1					
2					
3					
4					
5					
TOTAL POINTS		X		X	X
					=
		(Maximum of 5)			TOTAL SCORE

NOTES:

- 1. Personal Cycle Growth:** Personal Cycle Growth = Actual number of Cycles - Cycle Benchmark
(Record the difference. The number could be either positive or negative for the week.)
- 2. Number of Personal Enrollments:** You are only allowed to count a maximum of five enrollments for the month.
- 3. Personally Enrolled Rank Advancements:** Each advancement earns the following number of points based upon the NEW rank:
 - Consultant: 1 point
 - Manager: 2 points
 - Director: 3 points
 - Executive: 4 points
 - Executives who advance in stars: 4 points
 (Add all the numbers up, and record the total number of points for all advancements.)

- 4. Number of weeks active at current or higher rank:** For example, if you began the month at Executive, this would be the number of weeks you maintained an active rank of Executive.

