

MAGNITUDE OF IMPACT

EXCELLENT

WEEKLY LEADS:

27A, 30 B

Prioritizes lead purchase

WEEKLY ACTIVITY:

Dials until

50 contacts

26 sets

16.9 sold

\$20,500 MONTHLY NET COMMISSION

OTHER PERFORMANCE INDICATORS

Good and Great performance indicators plus:

- Featured on Huddles
- Developing as a leader.
- Mentoring agents.
- Master time management

GREAT

WEEKLY LEADS:

17A, 25 B

Prioritizes lead purchase

WEEKLY ACTIVITY:

Dials until

34 contacts

17 sets

11.1 sold

\$13,4000 MONTHLY NET COMMISSION

OTHER PERFORMANCE INDICATORS

Good performance indicators plus:

- Focused on building, participating in Symmetry coaching.
- Develops morning routine.
- Maturing as a leader, leveraging crew to communicate effectively.
- Leans in when immediate results don't occur.

GOOD

WEEKLY LEADS:

12A, 25 B

Prioritizes lead purchase

WEEKLY ACTIVITY:

Dials until

24 contacts

12 sets

7.8 sold

\$9,5000 MONTHLY NET COMMISSION

OTHER PERFORMANCE INDICATORS

- Hands in Activity report
- Attends 5 conference calls a week fully engaged with camera on, to learn and take part in the culture.
- Schedule focused on RGA's and personal development
- Attends and promotes live events.
- Works towards next promotion.
- Engaged with crew daily, securing leads is a priority, asks for referral business.

AVERAGE

WEEKLY LEADS:

6A, 20 B

Developing lead purchase

WEEKLY ACTIVITY:

150 Dials

14 contacts

7 sets

4.6 sold

\$5,000 MONTHLY NET COMMISSION

OTHER PERFORMANCE INDICATORS

- Inconsistent with Activity report.
- Infrequent attendance on conference calls.
- Not participating with crew.
- Shows up to live events Alone.
- Doesn't prioritize self-development.
- Mediocre time management, still not grasping importance of RGA's.
- Starts to see the value of building, doing just enough to get buy.

POOR

WEEKLY LEADS:

Under 20 B

Infrequent lead purchase

WEEKLY ACTIVITY:

75 Dials

8 contacts

2 sets

0.5 sold

\$1,200 MONTHLY NET COMMISSION

OTHER PERFORMANCE INDICATORS

- Not engaged with crew.
- Not attending scheduled calls and live events.
- Fails to hand in Activity report.
- Low performance in dial room.
- Does not embrace Relentless Pursuit of personal growth.
- Poor time management. Schedule is not prioritized around RGA's.
- Less active and engaged when immediate results don't occur.