



# ESTABLISHING A BUSINESS RHYTHM

Bob Adam

October 12, 2017



SM

# PREFACE

*We are on a Voyage of Discovery*

- Study the habits of the successful
- There are many ways to get there

# The “E” SUCCESS FACTORS

- **EFFICIENCY:** squeezing the best possible \$\$ return on your DPV  
Measurement: RATIO of Earnings to DPV (%)

# BP 8, 2017 ORGANIZATIONAL “EFFICIENCIES”

## Top 5 and Bottom 5 (North America)

<b>LEVEL</b>	<b>HIGHEST GLOBAL</b>	<b>HIGHEST N.A.</b>	<b>LOWEST N.A.</b>
ED	12.96%	12.29 – 11.88	3.94 – 3.21
SE	12.27%	12.27 – 11.81	3.88 – 2.05
GE	12.90%	11.19 – 7.88	4.22 – 3.00
PD	11.18%	7.95 – 6.98	4.30 – 3.49

# The “E” SUCCESS FACTORS

- **EFFICIENCY:** squeezing the best possible \$\$ return on your DPV  
Measurement: RATIO of Earnings to DPV (%)
- **EXPANSION:** “new blood” through steady enrollment”
  - Adding both Associates and Customers ... on Auto Order

# The “E” SUCCESS FACTORS

- **EFFICIENCY:** squeezing the best possible \$\$ return on your DPV
  - Measurement: RATIO of Earnings to DPV (%)
- **EXPANSION:** “new blood” through steady enrollment”
  - Adding both Associates and Customers ... on Auto Order
- **EFFECTIVENESS:** business rhythms that work for you
  - Consider key Support Tools: Mannatech + and Success Tracker

# RHYTHM

**DEFINITION:** a strong, regular, repeated pattern of movement or sound

**SYNONYMS:**

- pattern, flow, tempo, beat, cadence, timing

# ASSESSMENT and Goal Setting

November 2017						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	<b>2</b>	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		



# “ASSESSMENT” Resources

## “How To Get To The Next Leadership Level”

- Run off last month/BP and use for strategy/goal-setting
- Your personal chart, plus your key “leg leaders”
- GOAL: front-end “Action Plan” for the month

## How to Get to the Next Leadership Level

[CLICK HERE](#) for a Description of this Report and Business Tips for Using this Report

Show Report

Step 1: (Optional) Change the Associate who is at the top level of the report

Country:  ▼

Enter Account Number:  
(This associate will remain at the top  
level for all reports until you select  
another associate's account number)

Step 2: Customize the criteria (or rules) by which people will be selected.

Business Period  ▼ 

Comparison Status  ▼

## How to Get to the Next Leadership Level

(Optional) Change the Associate who is at the top level of the report:

[Lookup Associate](#)

Country:

United States



Enter Account Number:

Show Report

For Associate  Account

Country: United States

Information provided is as of 4:59 AM (CST) on Oct 12, 2017

The following parameters were used:

Current Status equals **Executive Director**

Comparison Status equals **Silver Executive**

Business Period equals **2017-10**

|

	Your Current Status	Qualifications to get to	What You Must Do
	Executive Director	Silver Executive	
PPV	1020	Minimum of 150	OK
DPV	9343	Minimum of 10000	Additional 657 DPV
Active Legs	6	Minimum of 2	OK
Leader Leg Points	0.0	Minimum of 0.0	OK
Leader Leg Structure	0 GE	Minimum of 0 GE	OK
Leg Volume	<p>4520 in Leg 2  1577 in Leg 26  1525 in Leg 4  328 in Leg 24  268 in Leg 21  105 in Leg 28  0 in Leg 1  0 in Leg 17  0 in Leg 18</p>	No more than 7000 DPV coming from any one leg or from PPV	No more than 7000 DPV coming from any one leg or from PPV
<b>Compensation</b>			
Check Match Bonus	No	Yes	
Power Seller Bonus	Yes	Yes	
AQ Personal Bonus	Yes	Yes	
AQ Team Bonus	Yes	Yes	
Uni-Level Bonus	Yes	Yes	
Infinity Bonuses	Yes	Yes	
Mentor Bonus	Yes	Yes	
First Order Bonus	Yes	Yes	

	<u>Your Current Status</u>		<u>Qualifications to get to</u>		<u>What You Must Do</u>
	<u>Silver Director</u>		<u>Gold Director</u>		
PPV	171		Minimum of 150		OK
DPV	<u>6709</u>		Minimum of 4000		<u>Additional 76 DPV</u>
Active Legs	2		Minimum of 2		OK
Leader Leg Points	0.0		Minimum of 0.0		OK
Leader Leg Structure	0 GE		Minimum of 0 GE		OK
Leg Volume	5185 in Leg 3 1353 in Leg 2		No more than 2400 DPV coming from any one leg or from PPV		No more than 2400 DPV coming from any one leg or from PPV
<b>Compensation</b>					
Power Seller Bonus	Yes		Yes		
AQ Personal Bonus	Yes		Yes		
AQ Team Bonus	Yes		Yes		
Uni-Level Bonus	Yes		Yes		
Mentor Bonus	Yes		Yes		
First Order Bonus	Yes		Yes		

# “ASSESSMENT” Resources

## “Downline Leaders” Report

- Run off last month/BP and use to identify “rank up” chances
- Compare Leadership Level to DPV, noting “disconnects”
- GOAL: leverage “unused” DPV from dominant leg to “rank up”

## Downline Leaders

[CLICK HERE](#) for a Description of this Report and Business Tips for Using this Report

Show Report

Show Standard Report

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Country:  ▼

Enter Account Number:  
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level for all reports until you select  
another associate's account number)

Step 2: Customize the criteria (or rules) by which people will be selected.

Country  ▼

Business Period  ▼

Current Leadership Level  ▼

Account Number & Country	Name & Location	Business Name	Phone Numbers	Leg	Physical Level	Current Leadership Level	Highest Leadership Level	DPV	Show Next Level	Email
								7728	<a href="#">Show Next Level</a>	
						<u>Gold Director</u>		7728	<a href="#">Show Next Level</a>	
						<u>Director</u>		5824	<a href="#">Show Next Level</a>	
						<u>Silver Director</u>		5168	<a href="#">Show Next Level</a>	
						<u>Silver Director</u>		3892	<a href="#">Show Next Level</a>	
						<u>Gold Associate</u>		1093	<a href="#">Show Next Level</a>	
						<u>Silver Associate</u>		432	<a href="#">Show Next Level</a>	



# Leveraging a Dominant Leg – Real Life Example

Total DPV

- Potential:
- Actual:

**3258**

Silver Director (SD)

**Gold Associate (GA)**

Dominant Leg

Leg 1    2837

Side Volume

Leg 2    132

PPV    289

TOTAL   **421**

**Conclusion:** Side volume of 421 limits Associate to GA ...

# Leveraging a Dominant Leg – Real Life Example

Total DPV

3258 (SD potential)

In the bank (strong leg)

2,837

Credit (side leg)

421

# Leveraging a Dominant Leg – Real Life Example

<u>Total DPV</u>		<u>In the bank (strong leg)</u>		<u>Credit (side leg)</u>
3258 (SD potential)		2,837		421
<u>Level</u>	<u>Total</u>	<u>Max.</u>	<u>Side</u>	<u>Gap</u>
GA	750	450	300	0

# Leveraging a Dominant Leg – Real Life Example

<u>Total DPV</u>		<u>In the bank (strong leg)</u>		<u>Credit (side leg)</u>
3258 (SD potential)		2,837		421
<u>Level</u>	<u>Total</u>	<u>Max.</u>	<u>Side</u>	<u>Gap</u>
GA	750	450	300	0
D	1,500	900	600	<b>179</b>

# Leveraging a Dominant Leg – Real Life Example

<u>Total DPV</u>		<u>In the bank (strong leg)</u>		<u>Credit (side leg)</u>
3258 (SD potential)		2,837		421
<u>Level</u>	<u>Total</u>	<u>Max.</u>	<u>Side</u>	<u>Gap</u>
GA	750	450	300	0
D	1,500	900	600	<b>179</b>
SD	2,500	1,500	1,000	<b>579</b>

# Leveraging a Dominant Leg – Real Life Example

<u>Total DPV</u>		<u>In the bank (strong leg)</u>		<u>Credit (side leg)</u>
3258 (SD potential)		2,837		421
<u>Level</u>	<u>Total</u>	<u>Max.</u>	<u>Side</u>	<u>Gap</u>
GA	750	450	300	0
D	1,500	900	600	<b>179</b>
SD	2,500	1,500	1,000	<b>579</b>
GD	4,000	2,400	1,600	<b>1,179</b>

# Leveraging a Dominant Leg – Real Life Example

<u>Total DPV</u>		<u>In the bank (strong leg)</u>		<u>Credit (side leg)</u>
3258 (SD potential)		2,837		421
<u>Level</u>	<u>Total</u>	<u>Max.</u>	<u>Side</u>	<u>Gap</u>
GA	750	450	300	0
D	1,500	900	600	<b>179</b>
SD	2,500	1,500	1,000	<b>579</b>
GD	4,000	2,400	1,600	<b>1,179</b>
ED	6,000	3,600	2,400	1,979 SV + 763*

# Other “ASSESSMENT” Resources

## AQ Personal Bonus

[CLICK HERE](#) for a Description of this Report and Business Tips for Using this Report

Show Report

Show Standard Report

Step 1: (Optional) Change the Associate who is at the top level of the report

Country:

Enter Account Number:  
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level for all reports until you select  
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Step 2: Customize the criteria (or rules) by which people will be selected.

Business Period





# Other “ASSESSMENT” Resources

I

## New Associates and Preferred Customers

[CLICK HERE](#) for a Description of this Report and Business Tips for Using this Report

Show Report

Show Standard Report

Step 1: (Optional) Change the Associate who is at the top level of the report

Country:  

Enter Account Number:  
(This associate will remain at the top  
level for all reports until you select  
another associate's account number)

Step 2: Customize the criteria (or rules) by which people will be selected.

Enrollment Date Between



and



# ADJUSTMENT and Focus

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			1	2	3	4
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## How to Get to the Next Leadership Level

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Show Report

Step 1: (Optional) Change the Associate who is at the top level of the report

Country:  ▼

Enter Account Number:  
(This associate will remain at the top  
level for all reports until you select  
another associate's account number)

Step 2: Customize the criteria (or rules) by which people will be selected.

Business Period

▼



Comparison Status

▼

	<u>Your Current Status</u>		<u>Qualifications to get to</u>		What You Must Do
	Executive Director		Silver Executive		
PPV	1020		Minimum of 150		OK
DPV	9343		Minimum of 10000		Additional 657 DPV
Active Legs	6		Minimum of 2		OK
Leader Leg Points	0.0		Minimum of 0.0		OK
Leader Leg Structure	0 GE		Minimum of 0 GE		OK
Leg Volume	4520 in Leg 2 1577 in Leg 26 1525 in Leg 4 328 in Leg 24 268 in Leg 21 105 in Leg 28 0 in Leg 1 0 in Leg 17 0 in Leg 18		No more than 7000 DPV coming from any one leg or from PPV		No more than 7000 DPV coming from any one leg or from PPV
<b>Compensation</b>					
Check Match Bonus	No		Yes		
Power Seller Bonus	Yes		Yes		
AQ Personal Bonus	Yes		Yes		
AQ Team Bonus	Yes		Yes		
Uni-Level Bonus	Yes		Yes		
Infinity Bonuses	Yes		Yes		
Mentor Bonus	Yes		Yes		
First Order Bonus	Yes		Yes		

AO Pending in Current Business Period

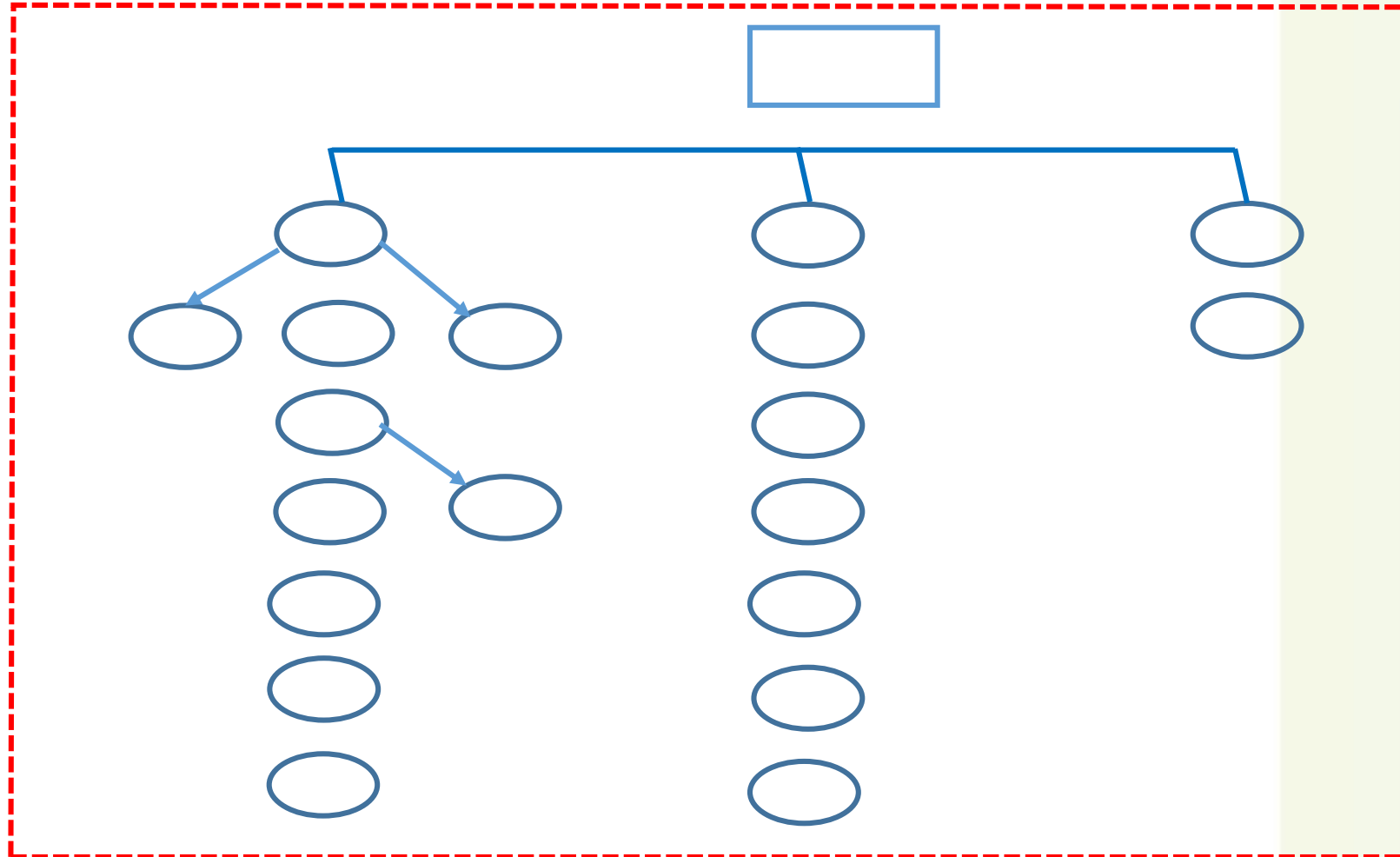
	<u>Your Current Status</u>			<u>Qualifications to get to</u>	What You Must Do
	Executive Director			Silver Executive	
	Current Amount	Pending AO Amount	Current + Pending AO		
PPV	0	938	938	Minimum of 150	OK
DPV	3727	5823	9550	Minimum of 10000	Additional 450 DPV
Active Legs			3	Minimum of 2	OK
Leader Leg Points			0.0	Minimum of 0.0	OK
Leader Leg Structure			0 GE	Minimum of 0 GE	OK
Leg Volume	3127 in Leg 6 600 in Leg 7 0 in Leg 26 0 in Leg 15 0 in Leg 22 0 in Leg 23	3613 in Leg 6 1082 in Leg 7 190 in Leg 26 0 in Leg 15 0 in Leg 22 0 in Leg 23	<u>6740 in Leg 6</u> <u>1682 in Leg 7</u> 190 in Leg 26 0 in Leg 15 0 in Leg 22 0 in Leg 23	No more than 7000 DPV coming from any one leg or from PPV	No more than 7000 DPV coming from any one leg or from PPV

# BP 8 JULY COMMISSION PAYOUT

## by Commission Type

Commission Type	Percent		BP 9
PowerSeller	12.9%		14.1%
AutoQualPersonal	0.5%		0.7%
AutoQualTeam	0.4%		0.6%
UniLevel ←	46.7%		48.5%
BigLegInfinity	2.7%	71.8%	2.0%
SideVolumeInfinity	1.9%		1.1%
CheckMatch ←	25.1%		25.0%
FirstOrderBonus	1.2%		1.3%
GlobalPool	2.4%		1.2%
MentorBonus	5.9%		5.2%
DifferentialBonus	0.3%		0.3%
<b>TOTAL</b>	<b>100.0%</b>		

# UNILEVEL POWER CORE (UPC)



**BP 8 EFFICIENCY STUDY Executive Directors [ED]**

**Top 5**

	Ldr	Power	AQ	AQ	UniLevel	BigLeg	SideVol	Check	1stOrder	Global	Mentor	TOTAL	DPV	Ratio
	Lvl	Seller	Pers	Team	Bonus	Infinity	Infinity	Match	B Bonus	Pool	Bonus			
1	ED	6.66	0	0	264.02	0	0	0	445.68	0	70	786.36	6,397	12.29%
2	ED	604.56	75	0	283.75	0	0	0	0	0	70	1033.31	8,584	12.04%
3	ED	61.94	75	300	454.3	0	0	0	0	0	75	966.24	8,045	12.84%
4	ED	616.3	75	0	168.62	0	0	0	0	0	0	859.92	7,238	11.88%
5	ED	134.11	75	300	317.28	21.97	0	0	0	0	120	968.36	8,556	11.32%

**BP 8 EFFICIENCY STUDY: Executive Directors [ED]**

**Bottom 5**

	Ldr	Power	AQ	AQ	UniLevel	BigLeg	SideVol	Check	1stOrder	Global	Mentor	TOTAL	DPV	Ratio
	Lvl	Seller	Pers	Team	Bonus	Infinity	Infinity	Match	B Bonus	Pool	Bonus			
1	ED	9.19	0	0	313.78	1.73	0	0	0	0	0	324.7	6,582	4.93%
2	ED	6.89	0	0	305.7	24.28	0	0	0	0	40	376.87	8,878	4.24%
3	ED	6.83	0	0	259.89	35.7	0	0	0	0	0	302.42	9,009	3.36%
4	ED	6.87	0	0	261.19	29.94	0	0	0	0	0	298	8,931	3.34%
5	ED	6.68	0	0	219.88	19.1	0	0	0	0	0	245.66	7,663	3.21%



**BP 8 EFFICIENCY STUDY:**

**Silver Executives**

**[SE]**

**Top 5**

		Power	AQ	AQ	UniLevel	BigLeg	SideVol	Check	1stOrder	Global	Mentor	TOTAL	DPV	Ratio
	LdrLv	Seller	Pers	Team	Bonus	Infinity	Infinity	Match	B Bonus	Pool	Bonus			
1	SE	146.92	75	300	475.69	8.77	0	41.6	0	0	240	1287.97	10,497	12.27%
2	SE	519.4	75	300	875.49	0	0	53.8	25.5	0	130	1979.22	16,333	12.12%
3	SE	988.71	75	0	269.16	0	0	0	0	0	0	1332.87	11,200	11.90%
4	SE	396.22	0	0	520.97	0	0	51.59	211.45	0	210	1390.23	11,773	11.81%
5	SE	1059.27	0	0	487.12	0	0	0	0	0	120	1666.39	14,896	11.19%

**BP 8 EFFICIENCY STUDY:**

**Silver Executives**

**[SE]**

**Bottom 5**

		Power	AQ	AQ	UniLevel	BigLeg	SideVol	Check	1stOrder	Global	Mentor	TOTAL	DPV	Ratio
	LdrLv	Seller	Pers	Team	Bonus	Infinity	Infinity	Match	B Bonus	Pool	Bonus			
1	SE	6.8	0	0	422.25	80.11	0	87.3	0	0	40	636.44	16,401	3.88%
2	SE	11.01	0	0	359.44	27.64	0	0	0	0	0	398.09	10,260	3.88%
3	SE	15.79	0	0	384.98	59.69	0	56.6	0	0	40	557.04	15,006	3.71%
4	SE	21.45	0	0	225.48	57.43	0	0.00	0	0	0	304.36	10,683	2.85%
5	SE	8.19	0	0	192.49	44.19	0	0	0	0	0	244.87	10,020	2.44%
6	SE	15.28	0	0	157.5	93.24	0	47.3	0	0	0	313.36	15,307	2.05%

		BP 8 EFFICIENCY STUDY:					Gold Executives			[GE]	Top 5			
		Power	AQ	AQ	UniLevel	BigLeg	SideVol	Check	1stOrder	Global	Mentor	TOTAL	DPV	Ratio
	LdrLv	Seller	Pers	Team	Bonus	Infinity	Infinity	Match	B Bonus	Pool	Bonus			
1	GE	259.77	75	300	1,068.05	35.61	0	522.55	142.5	0	510	2913.48	27,066	10.76%
2	GE	65.84	75	300	1,086.37	25.65	0	328.38	85.5	0	235	2201.74	22,894	9.62%
3	GE	138.7	75	300	1,113.95	139.28	0	553.41	208.34	0	275	2803.68	34,693	8.08%
4	GE	52.77	0	0	1,527.96	0	0	97.42	0	0	190	1868.15	23,711	7.88%

		BP 8 EFFICIENCY STUDY:					Gold Executives			[GE]	Bottom 5			
		Power	AQ	AQ	UniLevel	BigLeg	SideVol	Check	1stOrder	Global	Mentor	TOTAL	DPV	Ratio
	LdrLv	Seller	Pers	Team	Bonus	Infinity	Infinity	Match	B Bonus	Pool	Bonus			
1	GE	8.83	0	0	752.57	74.66	0	174	0	0	0	1010.06	23,632	4.27%
2	GE	12.01	0	0	675.03	157.7	0	459.41	0	0	110	1414.15	33,530	4.22%
3	GE	65.77	75	0	585.5	208.71	0	336.11	0	0	150	1421.09	34,650	4.10%
4	GE	7.47	0	0	1,007.03	194.63	0	303.63	0	0	100	1612.76	39,865	4.05%
6	GE	18.4	0	0	471.84	113.34	0	97.49	0	0	0	701.07	23,340	3.00%

# NEW DIRECTORS REPORT

Account Number & Country	Name & Location	Enrollment Date	Phone Numbers	Current Leadership Level	Leg	Email
				Silver Executive	5	
				Silver Executive	1	
				Gold Director	1	
				Silver Director	1	
				Gold Associate	1	
				Silver Associate	5	

# ACCELERATION and “Closing Kick”

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Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
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12	13	14	15	16	17	18
19	<b>20</b>	21	22	23	24	25
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# ESTABLISHING A BUSINESS RHYTHM

Bob Adam

October 12, 2017