



# THE TEACHER'S CHEAT SHEET

## FUTURE

### CHECK HEALTH

**HUB > LCP > "Am I a Strong, Healthy LC"**

**Jan:** Pass Minimum Standards  
**Feb:** Exceed Min. Standards (≥ 20 Exchanges Projected)  
**Mar:** 1 Exchange per Member  
**Apr:** Absolute Growth of 10  
**May:** \$5,000 in Reserves (Realize Exchanges)

### MINIMUM STANDARDS

**S1:** 20 Sales Meetings  
**S2:** 1 TN Raised  
**S3:** 100% TN Realization From Previous Period  
**S4:** 9 EPs Approved  
**S5:** 75% EP Realization From Previous Period  
**S6:** LC Management  
**S7:** Healthy Finances

### CHECK GOALS

**LC YEAR GOALS COMPILATION**

**LC YEAR PLANS**

### CONSULTANT Q's

Proper conversion rates and efforts to meet goals?

VP for every product? Resource allocation based on goals?

Proper on-boarding & training for function?

Deliver proper team experience?

Doing something different from last year to grow in your function?

Projected to achieve absolute growth by Summer Peak?

Every member does at least 1 exchange?

## PRESENT

### CHECK GROWTH

**SALESFORCE DASH**

*Program Activity and YoY Growth*

**BARE MINIMUM CONVERSIONS (LCs May Have to Aim Higher)**



### LCs SHOULD CHECK:

1. "My LC Dashboard"
2. EXPA Analytics
3. Team Standards Report

### CHECK EXECUTION



RECRUIT MEMBERS AS EPS



PROJECTS/EYPS PER PRODUCT



TEAMS THAT HAVE EXCHANGE & SUPPORT



TIME IT TAKES TO RAISE/ APPROVE



CONTRIBUTION PER MEMBER

## IMPLEMENT

### HOW CAN WE ASSIST?

**VIRTUAL GROWTH DRIVER TRAINING**



**EB 2017 ASSESSMENTS!**



1:1 Coaching Call



Commission Webinar



Meet with Portfolio



Recognition & GCP Sharing

YOU CAN SURRENDER OR YOU CAN

