

# CADILLAC

## blueprint

a plan to earn a Cadillac in 2 quarters (6 months)



**1**

### 20 TOTAL FACES/WEEK

COUNT FACES FROM PERSONAL APPOINTMENTS, UNIT GUESTS, BUSINESS DEBUTS, GUEST EVENTS

	WEEK 1	WEEK 2	WEEK 3	WEEK 4
MONTH 1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MONTH 2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MONTH 3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MONTH 4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MONTH 5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MONTH 6	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

TOTALS

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

6 MONTH TOTAL

**2**

### 10 CAREER SURVEYS/WEEK

**3**

### GROW BY 10 NEW UNIT MEMBERS/MONTH

HIGHLIGHT NEW TEAM MEMBERS

	WEEK 1	WEEK 2	WEEK 3	WEEK 4
MONTH 1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MONTH 2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MONTH 3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MONTH 4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MONTH 5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MONTH 6	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

TOTALS

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\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

6 MONTH TOTAL

100

90

80

70

60

50

40

30

20

10

UNIT SIZE

**\$102,000**

### COUNTDOWN

COUNT DOWN YOUR PRODUCTION FROM \$102,000 OVER 2 QUARTERS (6 MONTHS)

#### MONTH 1

- Starting total:
- Subtract final W/S:
- Subtract \$600 each PQTM:
- NEW TOTAL:

#### MONTH 2

- Starting total:
- Subtract final W/S:
- Subtract \$600 each PQTM:
- NEW TOTAL:

#### MONTH 3

- Starting total:
- Subtract final W/S:
- Subtract \$600 each PQTM:
- NEW TOTAL:

#### MONTH 4

- Starting total:
- Subtract final W/S:
- Subtract \$600 each PQTM:
- NEW TOTAL:

#### MONTH 5

- Starting total:
- Subtract final W/S:
- Subtract \$600 each PQTM:
- NEW TOTAL:

#### MONTH 6

- Starting total:
- Subtract final W/S:
- Subtract \$600 each PQTM:
- NEW TOTAL:

*Leah*

*Julia*

*Camela*

Director

NSD Leah Lauchlan

SNSD Julia Burnett

ENSD Pamela Shaw

EPIC National Areas