

# TRAINER

Criteria	Base	Overrides
<ul style="list-style-type: none"><li>- <b>15 NET Sales</b></li><li>Or</li><li>- <b>10.0 NET Points</b></li></ul>	<b>Regular Base Wage</b>	<b>Automatic Overrides: \$5.00 for every team sale</b>

- **Act as a role model for Entry Level Trainee**
- **Self-motivated**
- **Gets the job done without using excuses!**
- **Always hits minimum standards**
- **Does everything an Entry-Level Trainee does**

# TEAM LEADER

Criteria	Team Requirements	Base	Overrides
<ul style="list-style-type: none"><li>- <b>15 NET Sales</b></li><li>Or</li><li>- <b>10.0 NET Points</b></li><li>- <b>50 +NET Sales</b></li></ul>	<ul style="list-style-type: none"><li>- <b>2 Trainers</b></li><li>- <b>+1 Entry-Level</b></li></ul> <p><b>3 Total Reps (Minimum)</b></p>	<p><b>Automatic Team Leader Base Wage (Hourly rate increase)</b></p>	<p><b>Criteria Overrides: \$20.00 for Every team sale</b></p>

- **Looks and dresses the part**
- **Runs impacts for the team**

- **Motivates and mentors trainees**
- **Does everything a Trainer does**

# MANAGER

Criteria	Team Requirements	Base	Overrides
<b>- 15 NET Sales Or - 10.0 NET Points - 100 +NET Sales</b>	<b>- 2 Direct Leaders &amp; 1+ Leaders - +1 Entry-Level 4 Total Reps (Minimum)</b>	<b>Automatic Manager Base (hourly wage increase)</b>	<b>Criteria Overrides: \$40.00 for Every team sales</b>

- **Runs morning meetings**
- **Takes part in strategic company meetings**

- **Opens and runs and runs their own office/campaign**
- **Does everything a Team Leader does**

# ENTRY-LEVEL

## Criteria

- **10 NET Sales**
- **8.0 NET Points**

- **Learn the sales basics**
- **Work towards making 10.0 points or 15 Net Sales**
- **Have a Student Mentality**
- **Have a Positive Attitude**