

# HOW TO PROMOTE TO DISTRICT MANAGER & BE A DISTRICT MANAGER MAKING MACHINE -THE 2500 QV BUILDING BLOCK-

**District Manager (DM)** is the first level of management in Arbonne. Your goal should be to promote to DM as soon as possible. As a DM, you earn double the amount of Overrides than a paid-as Independent Consultant, you start to earn income from your entire successline, and you also get paid on your own personal purchases.

If you can promote to District Manager, and teach other people how to promote to District Manager, you can be a National Vice President with Arbonne. Continuing to grow your district and promote out districts is what will help you promote up the SuccessPlan. You want to be a 'District Manager Making Machine' and teach your team to do the same.

**The District Manager maintenance of 2500 QV is the 'building block' of Arbonne.** Each Area, Region, and Nation is made up of many districts. No matter what title you are paid as, you always have a district.

As a new consultant, your first job is to learn how to build a district that can sustain 2500 QV. This training document will take you through how to promote to District Manager, what 2500 QV "New and You" looks like in regards to new personal sponsoring and new personal sales, and how the 2500 QV building block will grow your organization to DM, AM, RVP, NVP and beyond!

**Always use SuccessPlan to set accurate goals and to understand all the requirements of qualifying/ finishing any promotion and earning any bonus.**

## HOW TO PROMOTE TO DISTRICT MANAGER (SuccessPlan Pg.7)

One-, two- or three-month qualification options

- When you accumulate 1,000 PQV or 2,500 QV in a month, you will automatically enter into qualification for District Manager (DMQ).

And to complete qualification:

- 6,000 QV in one month, 6,000 QV over two consecutive months or 7,500 QV over three consecutive months.
- QV will be accumulated over the entire qualification period.
- Minimum 2,500 QV in the last month of the qualification period.
- 1,000 PQV accumulated in the qualification period.

|                                                                                                                                                  |                                                                                                                                                                                                                                                              |
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| <p><b>Two Ways to Qualify</b></p> <ol style="list-style-type: none"> <li>1. 1000 PQV in 1 month<br/>or</li> <li>2. 2500 QV in 1 month</li> </ol> | <p><b>Three Stipulations</b></p> <ol style="list-style-type: none"> <li>1. 150 PQV each month in Qualification</li> <li>2. 1000 PQV accumulated over the qualification period: 1, 2, or 3 month(s)</li> <li>3. 2500 QV minimum in finishing month</li> </ol> |
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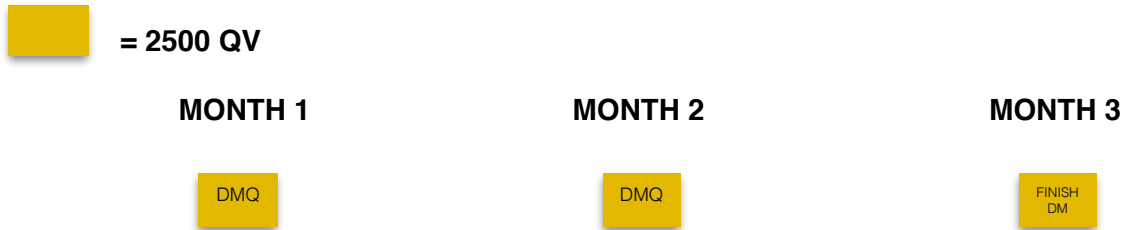
**Three Ways to Promote:** QV Will be accumulated over the entire qualification period

|                           |                           |                           |
|---------------------------|---------------------------|---------------------------|
| Complete over<br>1 Month* | Complete over<br>2 Months | Complete over<br>3 Months |
| 6000 QV                   | 6000 QV                   | 7500 QV                   |

|                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                             |
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| <p><b>*Month 1</b> of qualification begins the moment the IC achieves Qualification requirement of 1000 PQV or 2500 QV. Arbonne operates on a calendar month.</p> <p>Ex. IC achieves 1000 PQV on November 27. November automatically becomes month 1 of Qual.</p> | <p><b>District Manager Maintenance: 2500 QV</b></p> <p>At every Management Level, the total volume needed to promote over 3 months = Management Level Maintenance QV x 3</p> <p>Ex. DM: 2500 x 3 = 7500</p> |
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## HOW 2500 QV A MONTH LEADS TO DISTRICT MANAGER AND MORE

When you build a business that does 2500 QV a month and you do that three months in a row, *and* meet the stipulations mentioned in SuccessPlan, you will promote to DM. You are the Gold Brick.



## WHAT DOES 2500 QV LOOK LIKE?

### **GROUP PRESENTATION SYSTEM\*:**

Minimum 6 Parties with 450-500 QV each (2 PCs/Party with 250QV) = 2500-3000QV

### **ONE ON ONE SYSTEM\*:**

**Ex. 1:** 1 New Business Builder with a recommended **OPTION 1** Recommended Business Order: 1722 QV  
4 New PCs with purchase of 1 ASVP/ min 250 PQV and your own order of 150PQV (2872QV)

**Ex. 2:** 10 new PCs with purchase of 1 ASVP/ min 250 PQV and your own order/redirection of 150PQV = 2650 QV

\*Please note: there are an infinite number of ways that a Consultant can personally bring in 2500QV New and You each month.

## 2500 QV AS A BUILDING BLOCK

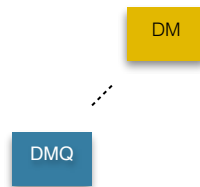
If your goal with Arbonne is to promote past District Manager, then you want to be thinking of building an organization of Consultants and Consumers. By sponsoring new consultants and teaching them how to promote to DM, and teaching them to do the same with their consultants, your business (and theirs) will grow and you will be tapping in to the time leveraging power of Network Marketing - many people, each doing a little bit, to accumulate to a greater whole.

As mentioned before, every Area, Region, Nation, and Executive Nation can be broken down into many Districts. In the following examples, each 'block' represents a consultant who is bringing in 2500QV New and You. In reality, it is very uncommon to find an organization where, every month, it grows in perfect exponential fashion. But in the next examples, you can see how an organization of any size can build when you teach your team to break it down into the very simplest form of building Districts. i.e. Being a District Manager Making Machine and teaching your team to do the same.

Use the diagrams below as a visual aid for you to see what happens if each consultant works towards the same goal of 2500QV New and You each month, and then each IC adding new consultants to their organization doing the same thing. These are examples of exponential growth. The purpose is to illustrate building a strong and sustainable organization. Qualifying and Promoting to any level of management is not just about "hitting the numbers." You want to build an organization of people, that not only sustains the volume month in and month out, but also a business that continues to grow past any maintenance level of the compensations plan.

## **HOW THE 2500 QV BUILDING BLOCK BUILDS TO DISTRICT MANAGER BONUS\***

As a paid as DM, when you accumulate 5000 QV in 1 month and have 5 New PCs or ICs with 150 PQV minimum each in your Central District, you earn your DM bonus. You can either do this by personally sponsoring and selling these requirements, OR by building a team of consultants that bring in these sponsoring and sales requirements. It can simply be this: *YOU* commit to doing 2500QV and teach 1 other Consultant in your Central District to do the same, sponsoring 5 New ICs or PCs with 150 PQV each between the two of you, all in one month, you earn the DM Bonus. Imagine then, the kind of business growth in your organization if you and everyone on your team who is a DM and above earns their DM Bonus, and teaches their new DMs to do the same!



- *You have earned your DM Bonus: 5000 Central District QV with 5 IC/PC with 150 PQV minimum each.*
- *You have a new direct DMQ.*

### SuccessPlan Definitions Page 10

**Central District:** Your Central District comprises you, your personally sponsored Independent Consultants and all other Independent Consultants sponsored by them and so on. When one of your Independent Consultants reaches the level of District Manager, then that Independent Consultant (new DM) and all Arbonne Independent Consultants beneath him or her promote out from your Central District to form their own Central District — they are then considered a promoted 1st Generation District.

**Bonuses, Overrides and Cash Awards:** All bonuses, overrides and cash awards will be calculated at the end of the achievement month and paid the following month to all Arbonne Independent Consultants who qualified for such bonuses, overrides and cash awards.

**Generations:** Whenever an Arbonne Independent Consultant in your SuccessLine achieves the level of District Manager or above, they promote out to form their own Central Group (District, Area, Region or Nation, depending on the level achieved) and become part of your 1st Generation. At this time, the promoted Arbonne Independent Consultant, their entire SuccessLine and their total Group Qualifying Volume (GQV), are no longer considered part of your Central Group. You will no longer be able to include their GQV in your Central Group override or Performance Account calculations, but their GQV will be available to you as 1st Generation overrides.

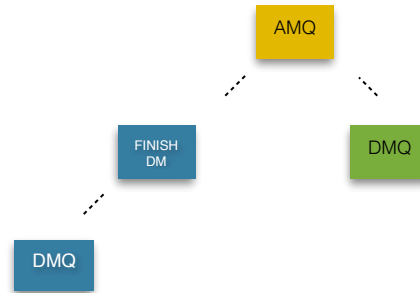
**Override Volume (OV):** Override Volume, on which overrides are calculated, is 65% of Retail Volume.

**Qualified Status:** In order to participate in management qualification programs and in the various bonus and override programs, Arbonne Independent Consultants must accumulate a minimum of 150 in Personal Qualifying Volume (PQV) each month and be in compliance with the Agreement.

## AREA MANAGER QUALIFICATION & PROMOTION\*

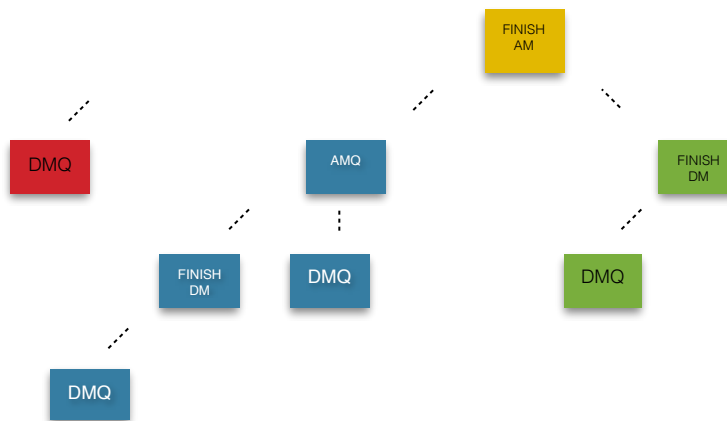
You can qualify for your Area Manager promotion by building a business that brings in 10,000QV in one month. By committing to do 2,500QV New and You a month and by teach 3 other consultants to do the same, you have built a business of 10,000 QV. You can promote to Area Manager when you do either 24,000 QV over two months or 30,000 QV over three months. This example shows promoting over two months. Look what happens when you and the consultants on your team commit to sponsoring new consultants and teaching them how to be in activity that can result in 2500 QV each month. *Please see SuccessPlan Pg.7 for Area Manager Qualification details and requirements.*

### MONTH 1: AMQ 10,000 QV



- *You are now in AMQ as you have built an organization of 10,000 QV.*
- *You have promoted a new direct DM and they have a DMQ*
- *You have taught a direct consultant to do 2500 QV and they are in DMQ*

### MONTH 2: COMPLETE AM 20,000 QV



- *You have completed AM over two months having built an organization that did minimum 24,000 QV over two month. Each IC is doing their own 2500 QV building block.*
- *You have a New AMQ and they have DMQ completing their promotion. Your AMQ has sponsored a New DMQ and you have a third generation New DMQ.*
- *You have a DMQ completing their promotion and they have a New DMQ.*
- *You have personally sponsored a New DMQ*



