THE 100K WEEK

VISION
- Spread the news
    - Group: Interview, Training, Team Meeting, Key Staff
    - Individual: PDI, PC's
- Visual: Posters / Streamers / White Board
- Promotion
    - Fun: 100 Grand Candy Bars / handouts / be creative
    - Contest / Prizes
        - Group: Pizza Party
        - Individual: Cutco or something cool

40 ON THE NEWSLETTER
- **2.5 to 1 Rule: # of reps on newsletter (1000) x 2.5 = Sales Report**
    - 40 Reps over 1000 = 100k
    - Who are you targeting? ***Closest to CPO***. Staff meeting conversation.
    - Newsletter PC's = How to get there! **7 Demos = 1000 CPO**
    - Special recognition at team meetings

1,000 DEMOS
- **$100 per demo rule**

- Tuesday	=	100 demos	=	10k
- Wednesday	=	100 demos	=	10k
- Thursday	=	100 demos	=	10k
- Friday	=	200 demos	=	20k
- Saturday	=	200 demos	=	20k
- Sunday	=	150 demos	=	15k
- Monday	=	150 demos	=	15k
- **Total**	**=**	**1000 demos**	**=**	**100k**

1 Demo A Day Per Active Rep On Team
- 100 Active Reps = 10k a day from current team = **70k**
- **TEAM MEETING ATTENDANCE**
- **GENERATE 300 WEEKEND DEMOS**
    - 75 Reps @ Meeting x 4 demos = 300 Demos = 30k weekend

Launch A Big Training Group
- Weekend Demos / High Standard
- Big NASTY PHONE JAMS! Day 2 and Day 3
- Launch 40 x 8 demos = 320 demos = **32k**