## Director Tracking Sheet

You may qualify as an Independent Sales Director in 1, 2 or 3 months when you do the following:

- \$13,500 cumulative unit w/s
- · 24 total active unit members
  - The DIQ is considered one of the 24
- \$4,000 minimum w/s unit production each month, even if the DIQ has already reached \$13,500 cumulative w/s production during the qualification period if all requirements haven't been met
- The DIQ's unit members must contribute at least \$10,000 toward the \$13,500 w/s requirement
- A DIQ may contribute up to \$3,000 in personal Section 1 production toward the \$13,500 cumulative unit w/s production during the qualification period

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