

Director-in-Qualification Program Questions and Answers

The Director-in-Qualification Program is a short-term program that focuses on team development and building new Managers. Upon successful completion, you qualify to become a Director.

1. What is the Director-in-Qualification Program?

The Director-in-Qualification Program is designed for Sales Force Members who would like to step up to Director level.

To be eligible to start the program, achieve these goals during the sales month.

- \$500 in personal sales
- \$3,000 in Unit Sales (Unit Sales are your personal sales plus the sales of your personal recruits.)
- \$9,000 in Dream Team Sales. **Dream Team sales** are your unit sales plus the sales of all levels below you, excluding the teams of any downline Directors and the units of any downline Managers who have completed one month of qualifying sales in the DIQ Program (though their first month of qualifying sales will count toward both of your individual Dream Team sales for both your and their DIQ Programs).
- Have six or more active, personally sponsored level one unit members

To remain in the program, achieve the same sales goals you needed to start the program.

- \$600 in personal sales
- \$3,000 in Unit Sales
- \$9,000 in Dream Team Sales.

Note: Six or more active, personally sponsored level one unit members are not required to remain in the program, but are strongly recommended for a successful program.

To step up to Director and receive the cash bonus, you'll want to build a larger team that holds parties, and inspire your Consultants so at least two step up to Manager. During a rolling three-month period (for three consecutive months), you need to achieve these goals.

- \$37,500 in cumulative Dream Team sales.
- And 2+ members of your Dream Team achieving qualifications to be paid as Managers OR achieving the qualifications to step up to Manager or above (though their title will be effective the following month) in your last qualifying month

2. How do I enroll?

Enroll in the Director-in-Qualification Program by going to your My Sales Account under the Menu > Sales Force > Program Enrollment.

3. Who can enroll in the Director-in-Qualification Program?

All active Sales Force members, excluding Directors and above, can enroll in the program.

4. How am I compensated while in the Director-in-Qualification Program?

While in the Director-in-Qualification Program, you are compensated on your personal performance and the performance of your personal unit, based on the title you've achieved. This means you'll be paid as a Manager or Star Manager or Executive Manager. Dream Team sales are used to qualify in the program to step up to Director.

5. What is my title when I am in the Director-in-Qualification Program?

Director in Qualification is a program. When you are in the Director-in-Qualification Program you are titled as Manager participating in the DIQ program OR Star Manager participating in the DIQ program OR Executive Manager participating in the Director-in-Qualification Program.

6. What is the difference between Unit Sales and Dream Team Sales?

Unit Sales include your personal sales plus the sales of the three levels below you. Dream Team Sales are your unit sales **plus** the sales of all levels deep, excluding the teams of any downline Directors and the units of any downline Managers who have completed one month of qualifying sales in the DIQ Program (though their first month of qualifying sales will count toward both of your individual Dream Team sales for both your and their DIQ Programs).

7. When do I use Dream Team sales versus Unit Sales?

Your Dream Team sales are used for qualifying in the Director-in-Qualification Program to step up to Director title and also qualify to drive the Chevrolet Sonic. Your Unit Sales are used for all other qualifications and compensation.

8. What happens if I'm in the DIQ Program and my Manager enters the DIQ program?

You count her team sales toward your DIQ program qualification in the month that she enrolls. Once she completes her first month, you're no longer able to count her while you're both in the program. The status she starts the month with determines whether or not you can count her sales. Check My Sales. If her DIQ icon is pink, you can count her sales and unit sales. If her icon is red, you can't count her sales and unit sales. If you personally sponsored the Manager, you can count her personal sales towards meeting your Paid As Title requirement, for Manager or above, in the first month. Once she completes her first month, your unit sales need to be achieved independent of her sales in order to be compensated on her personal sales. At any point until she achieves Director title, she does count, as one of the two "paid as" Managers (or someone achieving Manager title) required during your last qualifying month for you to step up to Director.

9. What is the difference between the pink and the red DIQ icon that shows near my title in My Sales?

The pink DIQ icon represents those Sales Force Members who are enrolled in the Director-in-Qualification Program. The red icon represents Sales Force Members who achieved their first month qualification within the Director-in-Qualification Program.

10. How can I track my progress?

You can track your progress in My Sales > Reports > DIQ > DIQ Summary.

11. How do I complete my Director-in-Qualification Program?

Build your unit and develop Managers. To complete the Director-in-Qualification Program and step up to Director, meet the following minimum qualifications in a rolling 3 months:

- \$37,500 in cumulative Dream Team sales
- 2+ members of your Dream Team achieving qualifications to be paid as Managers OR achieving the qualifications to step up to Manager or above (though their title will be effective the following month) in your last qualifying month

*Managers can be from anyone from your Dream Team as long as their upline sponsor is not in the DIQ Program as well.

12. Are there any minimum requirements to stay in the program?

To continue participating in the program you must achieve the minimum qualifications of \$600 in personal sales and \$9,000 in Dream Team sales.

13. What happens if I fall below \$600 in personal sales OR \$9,000 in Dream Team sales?

If you do not meet the minimums, you are unable to continue in the Director-in-Qualification Program at that time. The system will automatically re-enter you in the program once you meet the qualifications to participate again. (You can unsubscribe from the program through the My Sales system. This is effective in the next sales month.)

14. What happens if I don't meet the qualifications needed to step up to Director in three months?

The program is on a rolling three-month period, so if you do not meet the qualifications to step up, but continue to maintain qualifications to stay in the program, you add a new month and lose the first month. There is no need to re-enroll in the program.

Rolling three-months example:

February	March	April	May	June
\$12,500 in Dream Team Sales	\$12,500 in Dream Team Sales	\$9,000 + 2 who achieved qualifications to step up or be paid as Managers Don't hit \$37,500 to complete DIQ program		
Month drops off	\$12,500 in Dream Team Sales	\$9,000, have 2 who achieved qualifications to step up or be paid-as Managers Don't hit \$37,500 to complete DIQ program	FINISH DIQ PROGRAM \$15,000 in Dream Team Sales + 2 who achieved qualifications to step up or be paid-as Managers Now have \$37,500	Promote to Director!

Explanation: You start the program in February. During both February and March you achieve \$12,500 in Dream Team sales. In April, you have 2 who met qualifications to step up to Manager (though they will be titled the following month) or to be paid as Managers, but because you have \$9,000 in Dream Team sales, you do not meet the \$37,500 to complete the program. As part of the rolling 3 months, February would drop off and you would add May to your rolling 3 months.

15. How quickly can I complete my Director-in-Qualification Program?

You can complete the Director-in-Qualification Program in one month (the normal time period is three months) since the qualifications are based on a total cumulative Dream Team Sales of \$37,500 and 2 who met qualifications to step up to Manager or to be paid as Managers in the last month of qualification.

16. What do I get when I complete my Director-in-Qualification Program and step up to Director?

Once you have achieved the minimum qualifications and are titled as a Director, your Team Sales now include all team members down to the next Director. You also receive the New Director \$1,000 cash bonus, when you step up to Director for the first time.

17. Who is eligible to receive the New Director \$1,000 cash bonus for stepping up to Director?

The New Director \$1,000 cash bonus is available to Directors when they step up to this level the first time.

18. When is my Director title effective?

Your promotion to Director and Director title are effective with the start of the sales month following completion of the DIQ program minimum requirements.

January	February	March	April
Qualifying in the DIQ program	Qualifying in the DIQ program	Successfully complete the DIQ program	Titled a Director with start of sales month

19. When do I receive my New Director \$1,000 cash bonus for stepping up to Director for the first time?

You receive the bonus in your monthly compensation check payment the month after your title is effective. For example, you complete qualification in the DIQ program in March and are titled a Director in April. In May, you'll receive the New Director \$1,000 cash bonus with your April commission payments.

20. I was a Director before, but stepped down. Can I enroll in the program to step up to Director again?

Yes. The program is always open for re-entry. When you want to be a Director again, the Director-in-Qualification Program is your path. You need to enroll in the program and qualify to participate. See question number 1 for details on becoming eligible to participate. Once you successfully complete the program by achieving the minimum qualifications, you step up and are titled as a Director in the following sales month.

However, once you step up to Director for a second time you are not eligible for the New Director \$1,000 cash bonus for first time Directors. You also are not eligible for the WOW New Director Program because it's for first-time Directors. You do have the option to enter WOW Running Start to WOW Growth or WOW Growth.