

# GENERATION NeXt...

## A SHAW FAMILY Tradition of Success

July 2012-June 2013 Monthly Challenge

*Building 50 Shaw Area Directors and 150 FAMILY Directors by Seminar 2013!*

<p><b><u>GENX</u></b> 15 Faces 5 Career Surveys \$650 Wholesale</p> <p><small>*this consistent activity will ensure STAR Consultant status!</small></p>	<p><b><u>GENX Elite</u></b> 30 Faces 10 Career Surveys 1+ New Team Member(s) \$1,000 Wholesale</p> <p><small>*this consistent activity = Star + Move up in RED!</small></p>	<p><b><u>GENX SUPER ACHIEVER</u></b> 50 Faces 20 Career Surveys 2+ New Team Members \$2000 Retail \$1200 Wholesale</p> <p><small>*this consistent activity = Star + Car + Directorship!</small></p>
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After initial "PS", do GENX 2 months in a row to earn your SHAWX pin!

\* Career Survey = Marketing CD/DVD/Hotline + follow up; Face model /guest with marketing at meeting; 1-1 Career Survey; Marketing Conference Call with follow up survey!

### REWARDS

#### Conference Call!

A monthly Conference call-in # for ALL Area Consultants & Directors will be posted on your InTouch mycalendar! The call is held on the 2nd full Thursday of the month, noon central time. Always a great call!

Often a surprise guest speaker! **Special Recognition and ShoutOut to GENX winners, Book 10 Achievers, and Move Up Leaders who turn tracking in on time!**

#### Coaching Call with your NSD

GENX (any level) + **Move Up in Red** + **Book 10** = Coaching call with your NSD

*\*BOOK 10 by the 5th = Book 10 PARTIES (hostess + minimum 2 committed guests)*

#### Hall of Fame Photo Feature on Our National Web Site

- GENX **SUPER ACHIEVER**
- \$10,000 TEAMS (yours + your Team's wholesale orders)
- **MOVE UP IN RED** = photo feature

#### TRACKING and ACCOUNTABILITY

**NEW:** ALL SHAW AREA Accountability must be entered ONLINE [www.pamelashaw.com](http://www.pamelashaw.com) GENX block on or before the 5th of the NEW month for the previous month! All recognition is dependent upon **ON TIME tracking-accountability**; for photo recognition, jpeg must be emailed to [pamelawaldropshaw@gmail.com](mailto:pamelawaldropshaw@gmail.com) on the 5th.

#### Tools That WORK

1. Focus Folders
2. Design Book - 90 Day Planner

[www.pamelashaw.com](http://www.pamelashaw.com)

#### POWER DAY!

- ✓ Get 5 new leads a day! NETWORK!
- ✓ Book at LEAST 1 New Selling Appointment a day
- ✓ Book a Marketing Survey or Guest to Meeting
- ✓ Sell \$100

\* 5000 people a day visit [www.pamelashaw.com](http://www.pamelashaw.com) GET YOUR PHOTO there!

Shaw Unit: Weekly Tracking online [www.pamelashaw.com](http://www.pamelashaw.com) CONSULTANT web page + FAX Tracking sheet to [270-843-7497](tel:270-843-7497)