

# PHASES TO SUCCESS



PERFORMANCE INTERNATIONAL  
— DREAM ACHIEVE INSPIRE —  
ALLIANCE MILLIONAIRE CLUB TEAM

# PHASES TO SUCCESS

Following the PPL PHASES OF DEVELOPMENT will insure your solid success, will insure that you **stay on track** to get to the highest ranks, and will insure that you develop your leadership skills on your pathway to the top.

Please complete the Checklists in each Phase, and complete each one before moving on to the next Phase. That's "staying on track!"

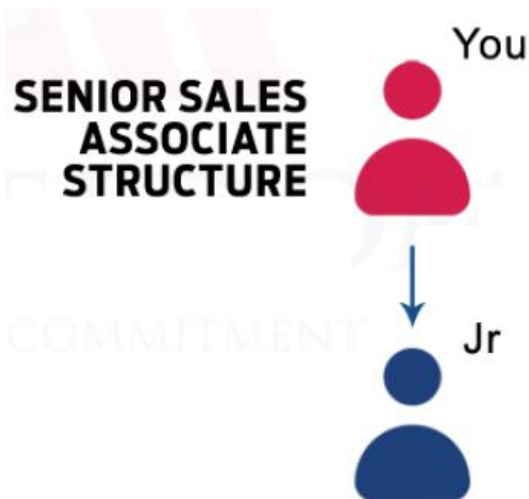
In each of the PHASES there are new activities to learn and practice. Where will you learn how to do these activities? What are your resources? Here they are!

1. [www.ThePathwayToWealth.com](http://www.ThePathwayToWealth.com)
2. Your upline support – your success coaches.
3. EVENTS: Core Trainings, Super Saturdays, Regionals, Conventions, Team Events
4. Team Conference Calls

# PHASE ONE

## GO SENIOR SALES ASSOCIATE

- Watch new Associate training videos on [www.thepathwaytowealth.com](http://www.thepathwaytowealth.com)
- Determine your “reason WHY”
- Create your contact list
- Listen to the New Associate Workshop Call  
Mondays 10pm (e) 605-475-4409 pin 74567#
- Listen to the weekly Team Training Call (and calendar the rest)  
Wednesdays 9:30pm (e) 347-534-1701 pin 0488#
- Schedule and host your Private Business Reception (PBR)
- Schedule and host your Private Conference Call (PCC)
- Attend your first Business Briefing
- Attend your first Core Training
- Listen to “Build Your Network Marketing Business” by Jim Rohn
- Qualify for Players Club



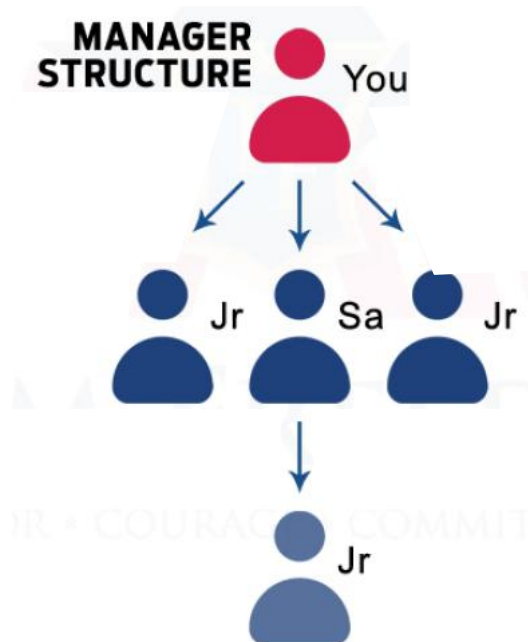
**RULE: You cannot move to the next Phase until you have completed every requirement of your current Phase.**

# PHASE TWO

## GO MANAGER

- Teach your team Phase One
- Qualify for Players Club consistently
- Listen to "Power Training" by Jeff
- Host your second Private Business Reception (PBR)
- Host your second Private Conference Call (PCC)
- Inquire about the Next Level program
- Attend the next Super Saturday

**LEARN  
DO  
TEACH**

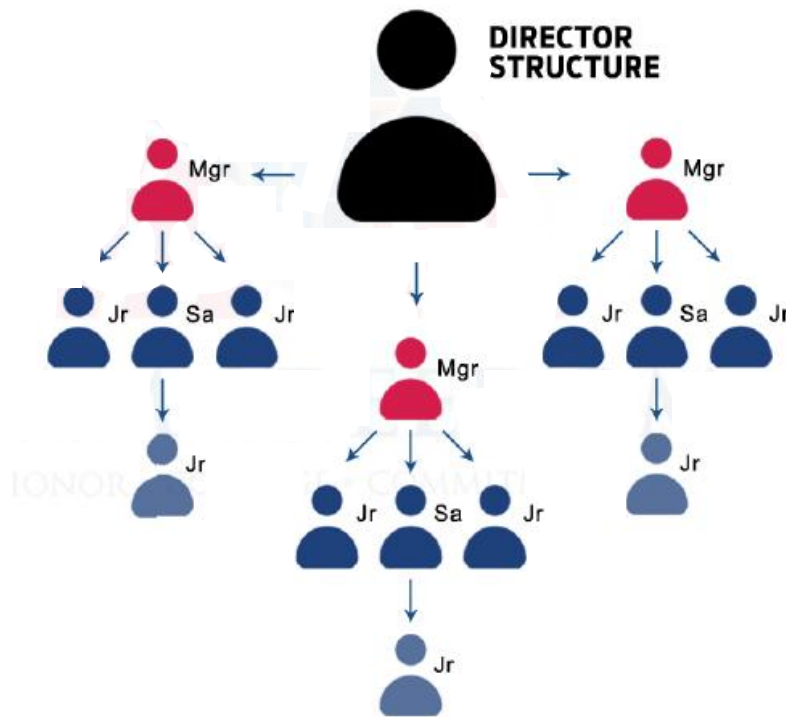


**Do not attempt to teach what you have not done.  
In order to teach, you must do.  
Do first, then teach.**

# PHASE THREE

## GO DIRECTOR

- Teach your team Phase One and Two
- Qualify for Players Club consistently
- Read (or listen to audio) THE SLIGHT EDGE by Jeff Olson
- Register for the next major event
- Find a workout partner
- Order and use My-Tyme Success Planner
- Learn key concepts for high retention



**Business that stays is business that pays.**

# PHASE FOUR

## GO DIRECTOR 25

### Earn D25 Pin

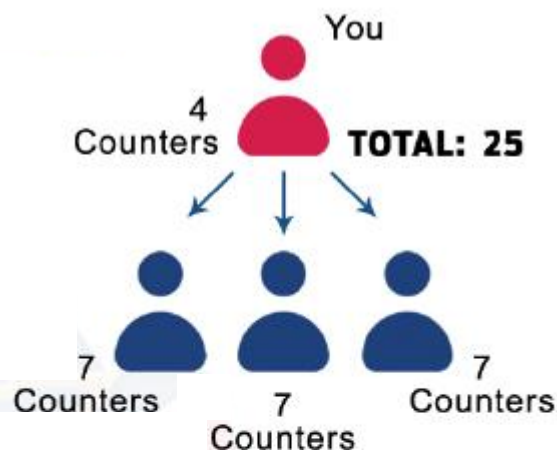
- Teach your team Phases One - Three
- Qualify for Players Club consistently
- Follow Book of the Month program
- Identify potential Directors
- Be the expert on 3-way calls
- Be the expert at a PBR
- Be the expert on a PCC
- Be the expert at Sit-Downs

#### DIRECTOR 25 PIN QUALIFICATIONS

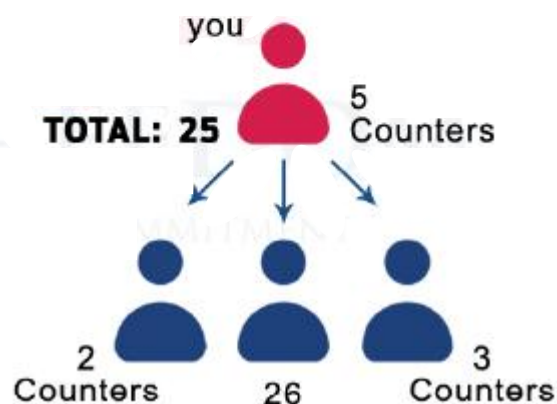
Produce at least **25 Membership Counters** per month for **3 consecutive months**, no more than **15 Membership Counters** from one leg.

**KEEP RECRUITING!**

#### EXAMPLE 1



#### EXAMPLE 2



# PHASE FIVE

## GO DIRECTOR 50

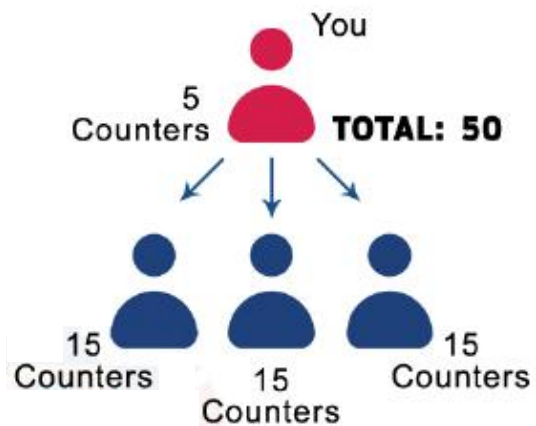
### Earn D50 Pin

- Teach your team Phases One – Four
- Qualify for Players Club consistently
- Follow Book of the Month Program
- Stay in “Phase One” (recruiting and placing)
- Start Core Team Call

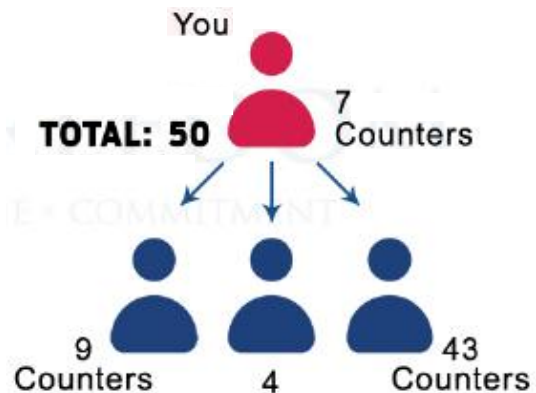
#### DIRECTOR 50 PIN QUALIFICATIONS

Produce at least **50 Membership Counters** per month for **3 consecutive months**, no more than **30 Membership Counters** from one leg.

#### EXAMPLE 1



#### EXAMPLE 2

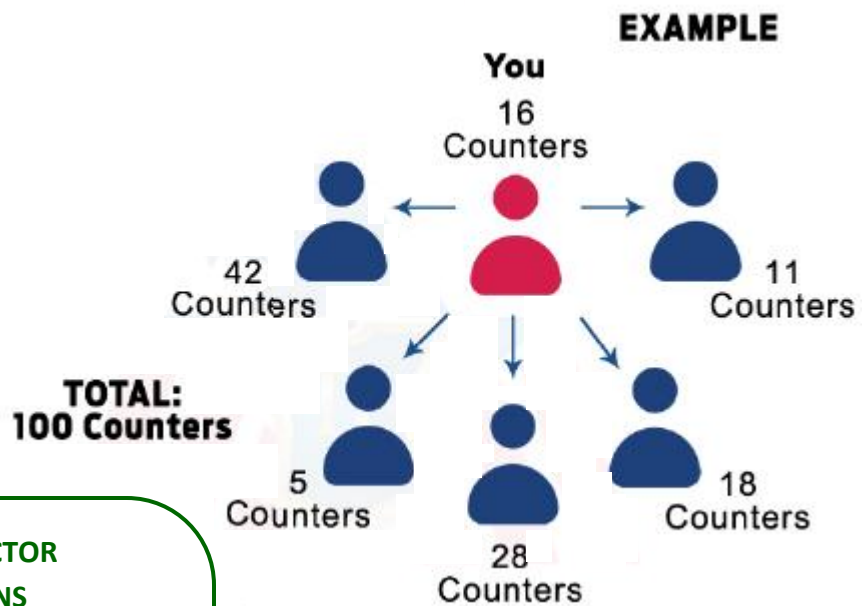


**KEEP RECRUITING!**

# PHASE SIX

## GO EXECUTIVE DIRECTOR

- Teach your team Phases One - Five
- Qualify for Players Club consistently
- Follow Book of the Month Program
- Stay in "Phase One" (recruiting and placing)
- Develop a Director leg



### EXECUTIVE DIRECTOR QUALIFICATIONS

Develop a **Director Leg**.

Produce **100 Membership Counters**  
in a month, **no more than**  
**25 counters from 1 leg.**

**3 Personal Membership Counters**

All memberships must process before the close of business at the end of the month, which is 2pm central time on the last business day of the month.

Unprocessable credit cards, errors on applications, etc. will prevent these from counting.

# PHASE SEVEN

## EARN THE EXECUTIVE DIRECTOR PIN

- Teach your team Phases One - Six
- Qualify for Players Club consistently
- Follow Book of the Month Program
- Stay in "Phase One" (recruiting and placing)
- Join Team ED Call
- Master 3-way Calls as the Expert
- Master Private Business Receptions (PBR)
- Master Private Conference Calls (PCC)
- Master Sit-Downs
- Master the Art of Promotion

### EXECUTIVE DIRECTOR PIN QUALIFICATIONS

Qualify as Executive Director for **3 consecutive months.**

# PHASE EIGHT

## BECOME A PRODUCER

- Teach your team Phases One - Seven
- Qualify for Players Club consistently
- Follow Book of the Month Program
- Stay in "Phase One" (recruiting and placing)
- Begin your own Next Level Achievement Call
- Master the Achievement System (My-Tyme Success Planner)
- Build Team Culture
- Run Team Promotions & Contests
- Qualify for the Ring Team (Going for the Ring Team)

### PRODUCTION QUALIFICATIONS

All levels must be maintained for 3 consecutive months to earn the pins.

#### ED 200 PIN

200 Memberships Counters, 120 maximum per leg

#### ED 300 PIN

300 Membership Counters, 180 maximum per leg

#### ED 400 PIN

400 Membership Counters, 240 maximum per leg

#### ED 500 PIN

500 Membership Counters, 320 maximum per leg

#### ED 1000 PIN

1000 Membership Counters, 600 maximum per leg

#### ED 1500 PIN

1500 Membership Counters, 900 maximum per leg

#### ED 2000 PIN

2000 Membership Counters, 1200 maximum per leg

**FOCUS ON LEADERSHIP SKILLS ... AND LEAD.**

# PHASE NINE

## THE RING TEAM

- Teach your team Phases One - Eight
- Qualify for Players Club consistently
- Follow Book of the Month Program
- Stay in "Phase One" (recruiting and placing)
- Join the Ring Team for personal coaching



**FRANK & THERESA AUCOIN**  
**Millionaire Club Members**  
**Platinum 2 Jacket Earners**  
**\$300,000.00 Income Level**  
**Players Club Founding Members**

# PHASE TEN

## EARN THE RING, LIVE THE DREAM

- Teach your team Phases One - Nine
- Qualify for Players Club consistently
- Follow Book of the Month Program
- Stay in "Phase One" (recruiting and placing)
- Be a part of special Ring Earners Calls and Trips



