



THE IMPACT AND IMPORTANCE OF BUSINESS METRICS

**Principles
Ethics & Morals
Image & Self Esteem**

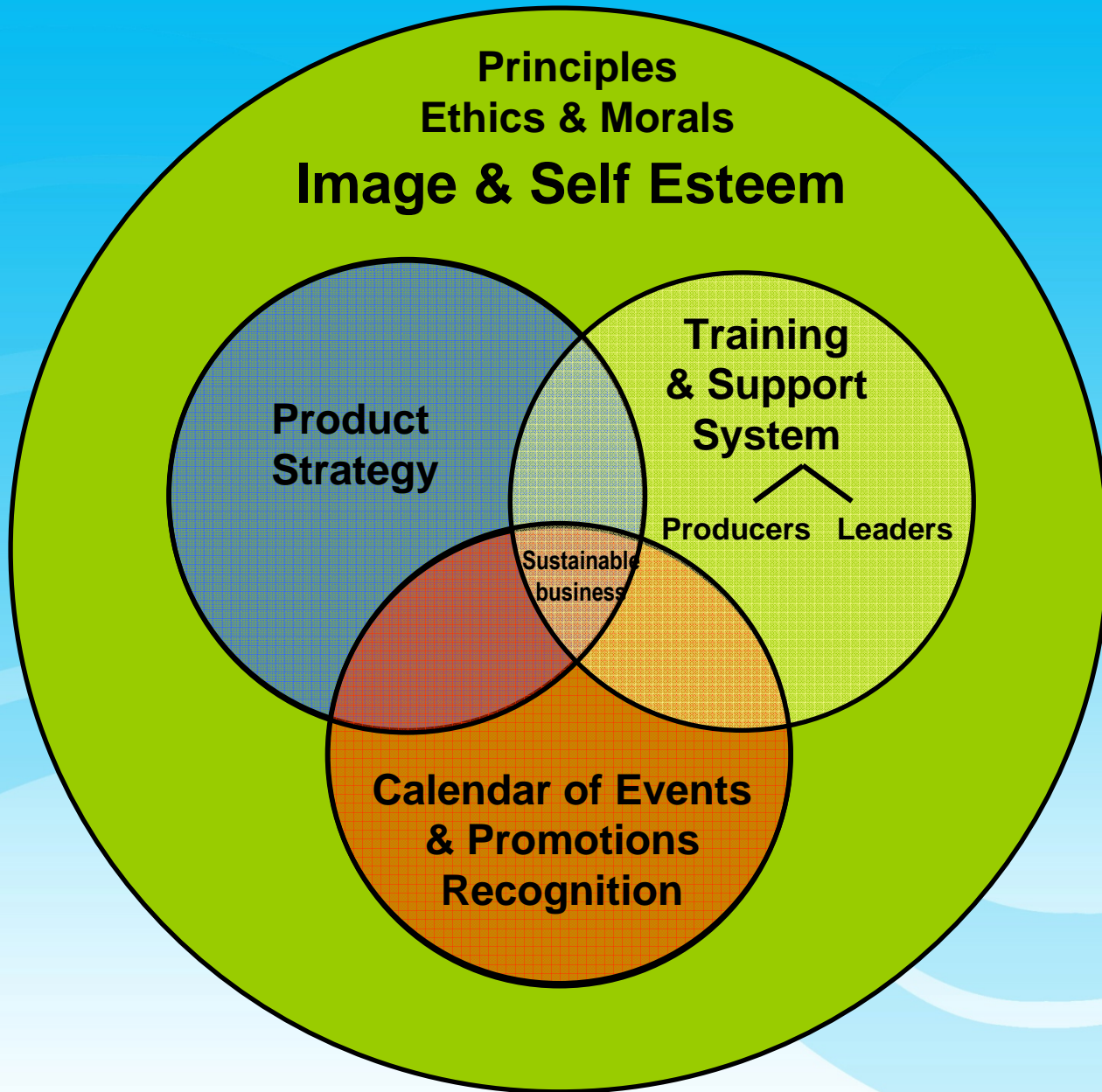
**Product
Strategy**

**Training
& Support
System**

Producers Leaders

Sustainable
business

**Calendar of Events
& Promotions
Recognition**



WHAT IF:



- You would have a possibility to check that, what you do is good or you can do much better?
- You would have a way to see exactly what is keeping you from growth?

WHAT IF:



- You would have the Royalty formula to plan your growth?
- Know exactly what is going on in your group and how to set the right trend?



**WELCOME TO THE WORLD OF
NUMBERS!!!**

OUR GOAL TODAY



- Is not to talk about BizWorks 😊
- To talk about the importance of numbers
- To see which parameters, we found, are very important to know and monitor



- You can't be really serious in the business without totally looking at numbers
- You don't need to be smart to understand numbers
- Numbers are not boring once you get how they can help

Introducing Mr. Plum Jam



How to make a lot of good jam?



- 1. We need plums – to pick up the right ones
- 2. We need to process them correctly:
 - Quickly so they will not spoil
 - Wisely so we use as much as possible
 - Follow the recipe so is tasteful
 - And keep it right so we can enjoy it longer

The Royalty Formula:



$$RO = \text{Number SP} \times VP \times 5\%$$

2 IMPORTANT TYPES OF NUMBERS



- Structure of the business
 - Quality of the process

or

QUANTITY Vs QUALITY

Structure of the business



- **The structure of your business is helping to see what are you doing:**

1. Total number of SV

Or

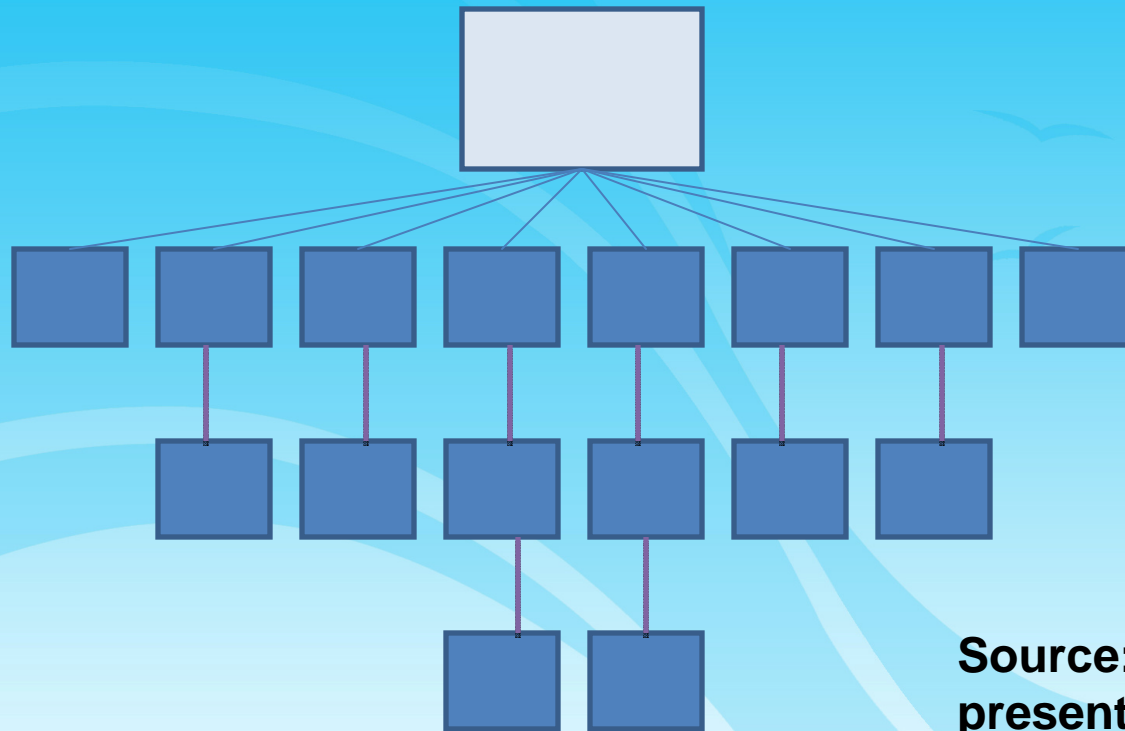
you need to have plums in order to make some jam

Structure of the business



2. Number of SV / line
 3. Volume / line
 4. Each leaders group % in the RO
- Visualization makes miracles

The shape of the group is very important

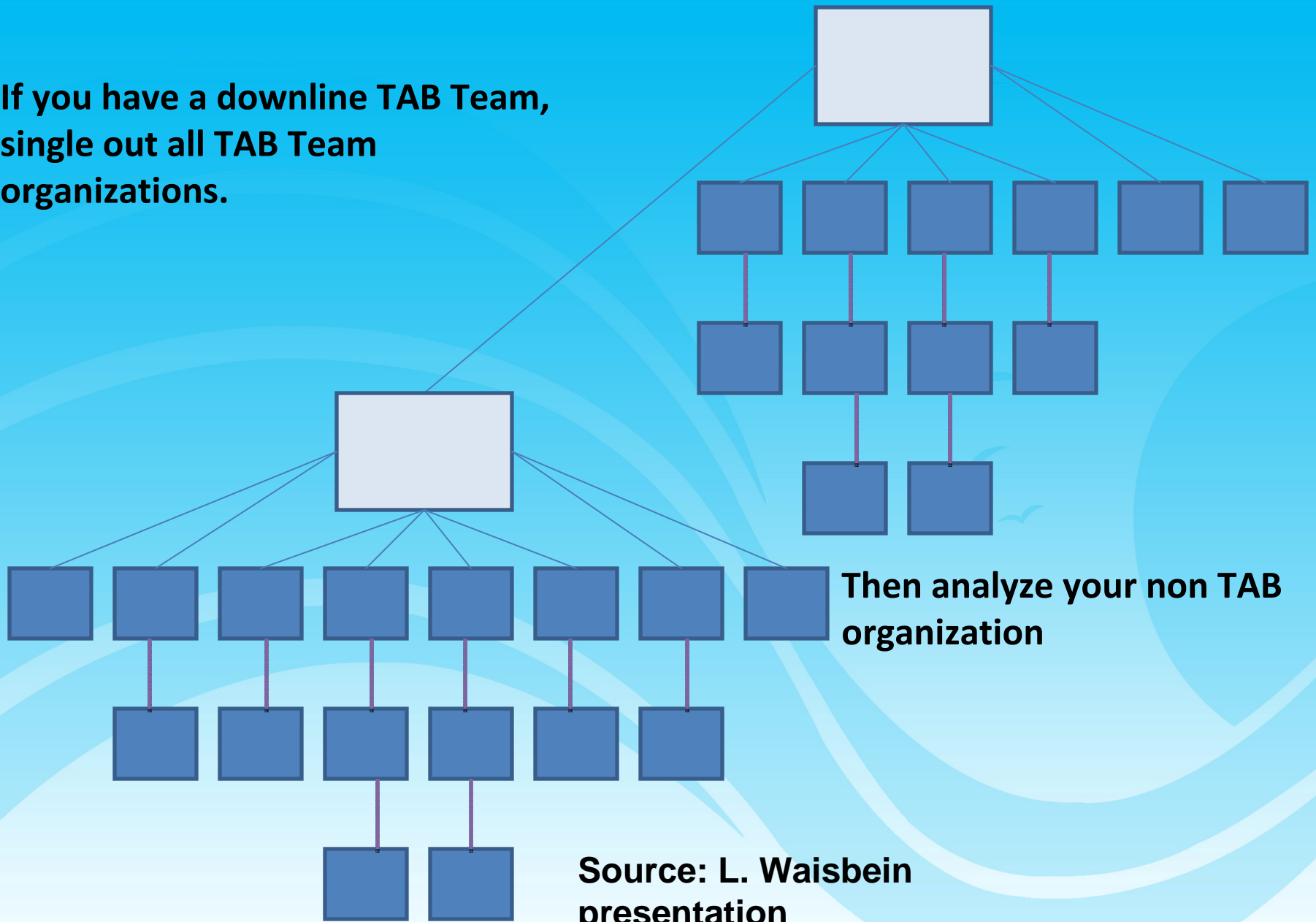


Source: L. Waisbein
presentation



- DRAW THE PICTURE OF YOUR GROUP

**If you have a downline TAB Team,
single out all TAB Team
organizations.**



**Then analyze your non TAB
organization**

**Source: L. Waisbein
presentation**

TAB Team member, name, ID:													
Parameters	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	Number of Supervisors												
1st line													
2nd line													
3rd line													
Total Supervisors in 3 lines													
4th line													
5th line													
6th line													
Total Supervisors in 6 lines													
	Volume by each generation												
1st line													
2nd line													
3rd line													
Total VP in 3 lines													
4th line													
5th line													
6th line													
Total VP in 6 lines													
	Average Supervisor volume by each generation												
1st line													
2nd line													
3rd line													
4th line													
5th line													
6th line													
Average general VP/SV													

Source: L. Waisbein presentation

YOU NEED TO HAVE:

- Bigger nr. of SV each down level
- Constant average volume/ line
- No “majority” group in your Royalties



The quality numbers



- Total volume of organization or total Nr. of SV tells nothing about the quality of the process

Why we look for better quality of the process?



- How much plums we are using from those picked and how much jam are we making from 1 kg plums?

Why we look for better quality of the process?

- It is more EFFICIENT
- Less waste on the market



What are the quality indicators?

- **% of productive SV**
- **Average volume / SV**
- **% of volume coming from new SV qualifications**
- **Retention**



% of Supervisors producing volume



- How much plums I am using from those picked?
- You need to bring less new SV if more of existing produce volume

We have today an average of 80% of SV producing volume

Average volume/ SV



- How much jam am I making out of 1 kg of plums?

Average volume / Supervisor



- Helps achieve bigger volume with less SV
- Good average in our experience 1400-1700 VP in “non promotion” months
- Ex:
 - $100 \text{ SV} \times 1400 \text{ VP} = 140000 \text{ OV}$
 - $100 \text{ SV} \times 800 \text{ VP} = 80000 \text{ OV}$

Why the % of producing SV on average can be low?



- “Premature” SV qualification – new MP opportunities
- Training system for DS and SV level – how practical and daily/weekly plan oriented
- Using events and healthy promotions



- **Average volume / Supervisor and % of producing focus is one of the biggest growth source within our power and influence**

% of volume coming from SV qualification



- **Am I picking more plums than I can process?**
- **Very “tricky” volume increase**
- **Not sustainable**
- **Is good to be no more than 20% of the volume**
- **You become dependent of it and produce a lot of waste on the market**

Retention



- How do I keep the jam I made??
- The new SV growth and Retention



- **The Royalty formula indicators:**

$$RO = Nr. SV \times VP \times 5\%$$

What is your “jam” production?



- 100 SV
- 50 SV – producing – 50% productivity
- Average 1000 VP
- $50 \times 1000 = 50000$ OVP
- You will need extra 100 SV to double the volume
 - Or
- Work on productivity and average volume as well



Nr. of Supervisors	100		
% of producing	50		
Average SV volume	1000		
Total organization volume	50000		



Nr. of Supervisors	100	200	
% of producing	50	100	
Average SV volume	1000	1000	
Total organization volume	50000	100000	



Nr. of Supervisors	100	200	
% of producing	50	100	70
Average SV volume	1000	1000	1500
Total organization volume	50000	100000	



Nr. of Supervisors	100	200	100
% of producing	50	100	70
Average SV volume	1000	1000	1500
Total organization volume	50000	100000	105000



- Numbers reflect what EXACTLY is happening in your group now
- What are the exact steps you need to do
- Help you monitor the effectiveness of the implemented plan



LOOK AT YOUR NUMBERS AND YOU
CAN GET BETTER RESULTS EACH DAY