



**L'BRI Founders' Club Trip**  
**March 16-21, 2021**  
**Qualification Period: July 1 - December 31, 2020**

Summary of Points		STEP 1: My Goals to Earn Cap Cana					Use the GOLD COLORED cells to input your personal information and create the plan that need to earn you way to Cap Cana. Change the numbers in each GOLD COLORED cell to reflect a plan that works best for your business.
		# of Trips		Points Strategy			
Personal Sales \$1 = 1 pt. Max. \$20,000		Enter the number of trips you want to earn. To earn a full trip including airfare, focus on earning either Level 2 or 4 for total trip points.		Sales			
Qualified Shows 100 pts./Show				Shows			
Personal Sponsoring Earn 1 pt. for every dollar sold by your new Consultants. Max. \$7,500				Sponsoring			
Promotion Points Enter 2,000 pts. for every new title you earn Aug 1 - Jan 1				Promotion Points			
<b>Total Cap Cana Points</b>		Total Points Needed Consultants Prior to January 1, 2020 24,000 - 38,000 pts.  Consultants joining after January 1, 2020 15,000 - 30,000 pts.		Total Points			
		Points you Still Need to Earn Cap Cana					
STEP 2: SALES			STEP 3: SHOWS				
Monthly Personal Sales  Enter Your Actual Personal Volume (PV) for each Month	Month	Sales	Award Levels  Earn 100 Points for each qualified Show you hold & close during the incentive qualification period.	Month	# of Qualified Shows	Total Show Points	Use this area track your monthly progress for Sales, Shows, and Sponsoring.
	Example	\$ 1,265.87		Example	4	400	
	JUL			JUL		0	
	AUG			AUG		0	
	SEP			SEP		0	
	OCT			OCT		0	
	NOV			NOV		0	
	DEC			DEC		0	
TOTAL PERSONAL SALES		\$ -	TOTAL SHOW POINTS		0		
STEP 4: SPONSORING							
Enter the Name of Each New Consultant Below - Space Allows for 10 New Consultants							
Total Monthly Sales (PV) of each New Consultant you have Personally Sponsored							
July New Consultant PV							
August New Consultant PV							
September New Consultant PV							
October New Consultant PV							
November New Consultant PV							
December New Consultant PV							
Total Sales Per New Consultant	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Totals per individual Consultant may not exceed \$7,500, if the total in line 36 is over \$7,500 - change the value to \$7,500 or your points summary will be incorrect.							