

ItWorks Global - 'People' Needed At Each Promotion Level - 10k Answer
Bob and Anna Bassett July 2012/ updated 2016

* Note that these calculations represent the bare minimum when people are perfectly placed.
 ** These calculations also do not consider the monthly maintenance requirements. See sec

Promotion Level							People
1	Distributor DST						1
	Qualified Leg						5
2	Executive EX			YOU			
			Q		Q		
			5		5		10
3	Ruby R			YOU			
			Q	Q	EX		
			5	5	10		20
4	Emerald EM			YOU			
		Q	Q	R	R		
		5	5	20	20		50
5	Diamond D			YOU			
		Q	Q	Q	R	EM	
		5	5	5	20	50	85
6	Double Diamond 2D			YOU			
		Q	Q	EM	EX	D	
		5	5	50	10	85	155
7	Triple Diamond 3D			YOU			
		Q	Q	D	D	2D	
		5	5	85	85	155	335
8	Presidential Diamond PD			YOU			
		Q	D	D	2D	3D	
		5	85	85	155	315	645
9	Ambassador Diamond AD			YOU			
		2D	2D	3D	3D	PD	
		155	155	335	335	645	1625

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	IWG Monthly Pay	Commission \$/Person	10k Answer
DST	54	54	
Q			
EX	231	23	
R	497	25	
EM	794	16	
D	1992	23	
2D	4741	31	
3D	8946	27	374
PD	16295	25	396
AD	37853	23	429

Qualified is 400bp
Average Person consumes

Average is \$1.23/bp
Average cust \$72 or 60bp
Average rep is 80 bp
If each rep has 2 customers
Weighted average is
 $(80+60+60)/3 = 67$ bp
Therefore 67 bp per 'person'

Change only this number
80
The above is the bp per "person"

(Income Disclosure)
2015
Change These Annually

Promotion Level	Monthly GV Minimum	Ave Monthly GV Minimum	Divided by 80 bp/person	Minimum # People Required	Average # People Required	Average Monthly Pay
Ruby R	4000			50		
		6000			75	497
Emerald EM	8000			100		
		9000			113	794
Diamond D	10000			125		
		17500			219	1992
Double Diamond 2D	25000			313		
		37500			469	4741
Triple Diamond 3D	50000			625		
		75000			938	8946
Presidential Diamond PD	100000			1250		
		175000			2188	16295
Ambassador Diamond AD	250000			3125		

We now say that the answer to the 10k question is "Well under 1000", closer to reality than perfect. As the industry average is 2800, most reps are at least three times harder than necessary to reach the 10k goal.

Average pay per person	10k Answer
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6.63 1509

7.06 1417

9.11 1098

10.11 **989** **10k Answer**

9.54 **1048** **10k Answer**

7.45 1342

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