

Elite Circle Class Rule and Homework

09.2018

Champions Team Elite Circle



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1. Purpose and Creed

- Purpose:
 - Build CEO MDs
- Creed:
 - Maximize your potential
 - Attitude

2. Schedule

- 09/01/2018-09/02/2018 Herndon, VA (License Training)
 - 10/06/2018 Philadelphia, PA, combine with Andy
 - 10/20/2018 VA/MD
 - 11/17/2018 Maryland, combine with Andy
 - 12/08/2018 Maryland*
-
- *subject to changes

3.Protocol

- Silence all phones
- No kid
- No food and beverage
- Business formal dress code, pen, notebook (no computer or tablet)
- No videos or pictures taking
- Name badge (prepared by EC setup advisory team)
- On-time, stay to the end, no moving or standing in between
- No leakage of material or detail of Elite Circle, in any degree, to any person outside Elite Circle Team
- No Excuse
- Elite Circle class **will last as long as needed**

Registration

- Registration Deadline: 09/09/2018 (\$30 will be refunded to license training attendees who registered for EC later)
- Registration Fee: \$175
- Spouse:
 - Additional \$25: Couple count as one cadet
 - IF spouse wants to compete, then register as a separate cadet.
- All collected registration fees will be used towards the class expenses:
 - Meeting Space & Equipment
 - Travels (hotels/foods) – For Guest Speakers
 - Recognitions (diplomas, trophy, etc.)
 - Graduation Dinner
 - Elite Circle Graduate Shirts

*Must be WFG Associate to register for ECC

4. Score Rule

- Recruit
- Sale
- Attending BPM – attend all BPMs +1
- Promotion
- Cash flow and Ring
- Book Reading
- Callout
- Score – Strike 減分
- Bonus

(1) Scoring - Recruit

- If Recruiter did the recruit by oneself, +3
- If Trainer helped, Recruiter +2, Trainer +1
- If inactive transfer: the Recruiter +1
- NEW BBC:
 - BBC (10): +4
 - BBC (20): +6
 - BBC (25): +7
 - BBC (30): +8

*MAP is NOT counted as recruit

(2) Scoring - Sales

- Total 2 Credits per sale
- Sales < 1500 pts : total 1 credit
- Case for oneself: total 1 credit

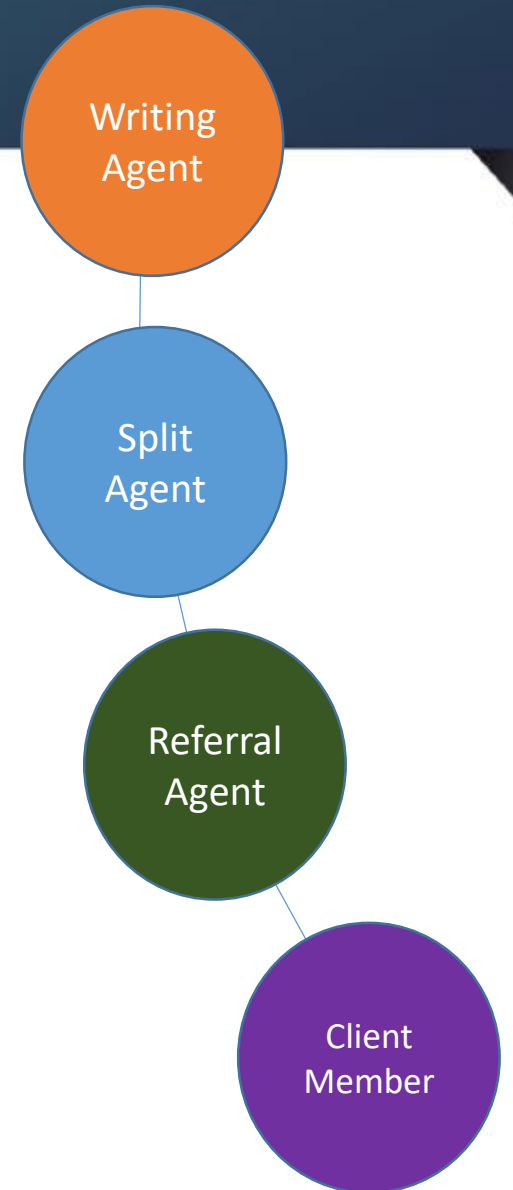
*See Scenarios for details

(2) Scoring – Sales(Cont'd)

- Writing Agent
 - Producer/Trainer, name shown on the last page of application form
- Split Agent
 - Licensed Trainee, name show on “Producer Certificate”
- Referral Agent
 - Non Licensed Trainee
- Client

Sales credit scenarios

Scenario (Who are existed and in EC)	Writing Agent	Split Agent	Referral Agent	New/Rep Client Member
WA Only	+2			
SA Only		+1		
RA Only			+2	
Client Only				+2
WA+SA	+1	+1		
WA+(SA+RA)	+1		+1	
SA+RA		+1	+1	
WA+Client	+1			+1
SA+Client		+1		+1
RA+Client			+1	+1
WA+SA+Client	0.5	0.5		1
All/WA+RA+Client	0.5		0.5	1
SA+RA+Client		0.5	0.5	1



*Scenarios are in total 2 credits cases. If total 1 credit, then all credit will be in half.

*Empty cells means that agent not in EC or not exist, if WA, SA and RA all in EC, no credit for SA.

(3) Scoring – Promotion

- A +2
- SA +4
- MD +6
- SMD +8
- EMD +10
- CEO +15

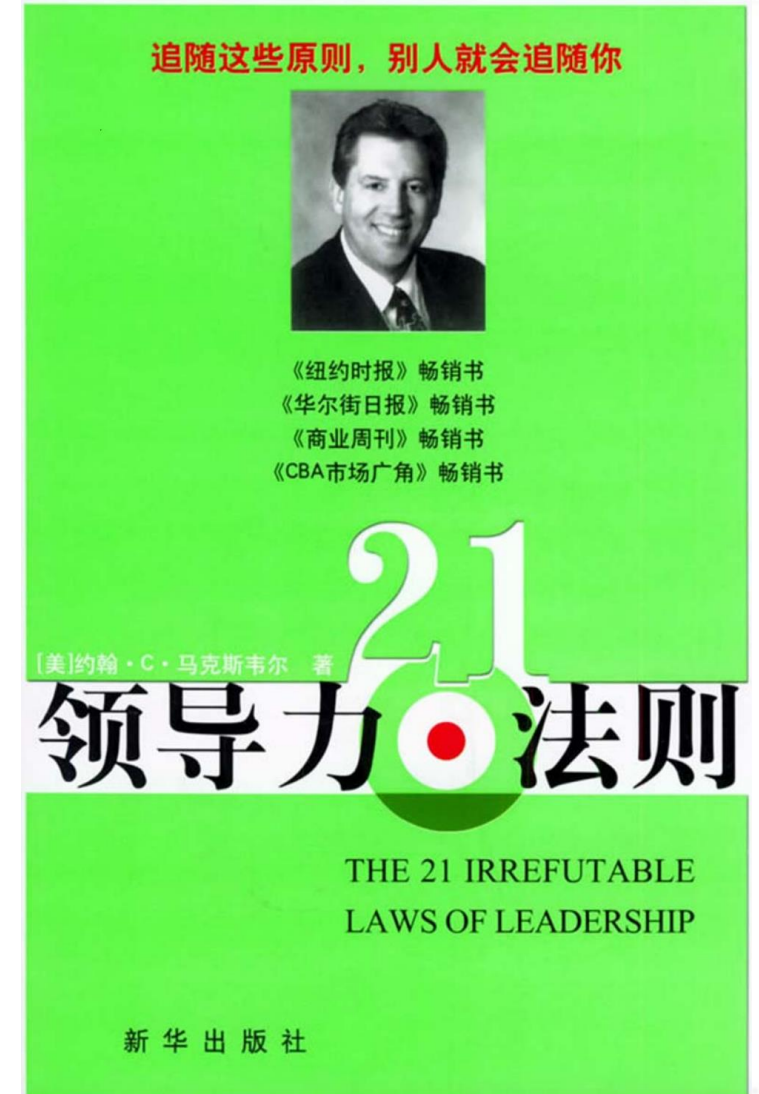
(4) Scoring –Cash Flow and Ring

- Cash flow
 - 1st \$1000 cash flow, **+2**
 - New Watch Earner (\$50K cash flow), **+2**
- New Ring Earner
 - \$100K, **+2**
 - \$250k and above, **+4**

(5) Scoring – Book Reading Summary

- 《领导力21法则》
- Book Summary Credit +0.5
- Submit reading summary through the link on www.elitecircleclass.com
- Summary limit to 150~300 words

* PDF available for studying purpose only



(6) Callout-Compete

- For the last two sessions (HW-3 and HW-4), every cadet will compete with another cadet to win the points. For example:
 - After class 4, cadet A has 40 points and cadet B has 38 points. They are assigned to compete each other.
 - Their 'Bet Point' is $\frac{1}{2}$ of the lower one. So 19 points.
 - During class 4 to class 5 period, if cadet A got 11 points from sales/recruiting, and cadet B got 13 points from sales/recruiting. Then cadet B win over cadet A, and cadet B will get 19 points from cadet A.
 - By the end, cadet A got: $40 + 11 - 19 = 32$. cadet B got $38 + 13 + 19 = 70$.
- We will assign competitor based on last class ranking. So no. 1 will compete with no. 2 and so on.
- If both agree, they can compete more points. Minimum bet point is $\frac{1}{2}$ of the lower one.
- Bonus points won't counted in as compete. Only sales and recruits.

(7) Score-Strike

- Disrespect to trainer -4
- Disrespect to advisory team -2
- Cell phone ring or make noise -1
- Phone usage -0.5
- Improper dressing -0.5
- Late -1 (Arrive more than 15 Minutes Late = Absent)
- Leave early -1 (Leave more than 15 Minutes Early = Absent)
- Missing a ECC class -2
- Missing two classes can not graduate
- Missing half of the office BPM attendance -1
- Missing name badge or notebook -0.5
- Cheat on homework/book summary/test (out)
- Cheat on ID (out)—Upline SMD also takes responsibility
- Leakage of EC material/details to Non-EC associates (out)

(8) Bonus

- Bonus credit can be given by CEOs during classes
- Business Unit +1
 - Join, Own, and Share (Invite one person to BPM)
- New License: +2
- Replacement: +2 for each replacement
- Early Registration
 - +1 pt if registered before 8/19/2018
- NYKO Registration
 - +2.5 pts if registered by 9/4/2018 midnight EST
 - +2 pts if registered by 9/9/2018 midnight EST
 - +1 pt if registered after 9/9/2018 midnight EST
 - Help non-EC team member registered, +1 pt
 - Couple registration double the points
- Others

Replacement Rule

- What is a replacement
 - Not in current EC
 - Must register the next EC together with the cadet
- The replacement can attend one class in current EC
 - Can choose either class-3 or class-4
- When replacement register, the referral agent also needs to register

5. Graduation - Operation

- Everybody starts with 6 points
 - Homework count started from 08/15/2018
- Points deduction may be different on each session
 - Session1:
 - Session2:
 - Session3:
 - Etc...

5. Graduation Requirement

	Graduation	Graduation with Certificate	Graduation with Honor
Min Points	+0.5	+6	+6
Personal recruit		1	2
License and Cash Flow	Life	Life	Life, \$1,000 (12 month)
Replacement			At least one
Team recruit			Non-SMD: 10 team recruits in rolling 30-days SMD: at least two BBC during Sept. to Nov.

Note: Inactive transfer is counted as 1 personal recruit, no MAP.

MVP

- SMD MVP
- Non-SMD MVP
- MVP is No. 1 in Graduate with Honor

Everything is @

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