



Dream 2011: How to Earn Points

Trip Qualification Period: July 1, 2010 – June 30, 2011

How to Qualify

First keep in mind that to be able to earn the trip, **everyone** must have at least 50 points in the Sponsoring category (10 of which must be personal) **AND** you must be (or have held) the rank of Senior Director or above for at least three (3) months at some point during the qualification period **AND** you cannot drop below the rank of Business Leader during the qualification period and leading up to the month of the trip.

Points Required

Qualify: 350 points – earns incentive trip for two, in one room*

Bring a friend: 550 points – earns incentive trip for three, in one room*

Bring another friend: 750 points – earns incentive trip for four, in one room*

Double qualify: 850 points – earns incentive trip for four, in two rooms*†

*At least one member in attendance must appear on our records as a member of the DBA.

†You can qualify additional family members or double qualify, but you cannot do both at once.

How to Earn Points

There are 3 main categories to earn points toward your qualification (4 if you're a paid-as Master Coordinator).

1. Sponsoring Category:

- 10 points: sponsor (\$903) Super GOLD Ambassador
- 5 points: sponsor (\$299) GOLD Ambassador
- 2 points: sponsor Distributor with 100 PV or more
- 1 point: sponsor Member or Distributor with 50 PV
- AutoShip points: double the points earned for any Member, Distributor, or GOLD Ambassador, or Super GOLD Ambassador who maintains a 100 PV AutoShip for 3 months (doesn't have to be consecutive) during the qualification period

Details for Sponsoring Points

- o Maximum 150 points can be earned in this category (including AutoShip points)
- o 50 points required from Sponsoring category (10 personal) for all attendees
- o PV must be applied within 60 calendar days of application entry date to count for points; points are awarded for highest kit purchased within 60 days of application date
- o For brand new people sponsored during the qualification year: if a trip is not earned, sponsoring points earned during the final 4 months of the qualification period (March – June) will carry over to and expire at the end of the next qualification period for the following year's incentive trip
- o For everyone else: if a trip is not earned, sponsoring points expire at the end of the qualification period and cannot be carried over to the next incentive trip
- o U.S. GOLD – same as Canadian GOLD

2. Rank Advancement Category:

- 30 points: Director (45 points if FastTRACK)
- 50 points: Senior Director (75 points if FastTRACK)
- 75 points: Coordinator
- 100 points: Senior Coordinator

- 150 points: Executive Coordinator
- 175 points: Senior Executive Coordinator
- 200 points: Key Coordinator
- 225 points: Senior Key Coordinator
- 250 points: Master Coordinator
- 300 points: Presidential Master Coordinator

Details for Rank Advancement Points

- o New Rank means first-time, never-before-achieved rank, or, if you have held it, the rank was only held for one month, or it was prior to April 2005 (March 2005 PV month or before); points will not be awarded if rank was held for more than one month April 2005 or after
- o New Rank points can only be assigned once for any given rank and are assigned at the conclusion of the three-consecutive-month qualification period, regardless of which trip qualification period qualification began in
- o Must attain and hold New Rank achieved for a total of 3 consecutive months (month of initial appointment + 2 months' maintenance = 3 months), without the use of volume grace months (VGMs) or waivers
- o Must hold rank achieved during the month of the trip
- o If a trip is not earned, New Rank points expire at the end of the trip qualification period and cannot be carried over to the next incentive trip

3. Leadership Development (Net Gain) Category

First Level

- 25 points: add one Net Gain First Level (month 1)
- 40 points: hold Net Gain First Level count (month 3)
- 50 points: hold Net Gain First Level count (month 5)
- 60 points: hold Net Gain First Level count (month 7)

Business Group

- 5 points: add one Net Gain total recap (month 1)
- 10 points: hold Net Gain total recap count (month 3)
- 15 points: hold Net Gain total recap count (month 5)
- 20 points: hold Net Gain total recap count (month 7)

Details for Net Gain Points

- o First Level and business group points earned by maintaining Net Gain number for 3, 5, or 7 months don't need to be consecutive
- o Points are tied to the total number of First Levels, or to the total recap (business group) number, and not to any particular breakout that occurs
- o First Level points are not awarded during VGM/waiver months taken by you or your downline Business Leaders
- o VGM/waiver months do not count for month 1, 3, 5, or 7 calculations
- o Net Gain First Level and Net Gain business group base is determined on the highest amount achieved during the prior 2 years (July 2008 – June 2010)
- o Points are awarded at the end of months 1, 3, 5, and 7 that the Net Gain First Level or business group is maintained free of VGMs/waivers, regardless of trip qualification period qualification began in
- o If a trip is not earned, Leadership Development (Net Gain) points earned expire at the end of the trip qualification period and cannot be carried over to the next incentive trip, but subsequent month awards that have not yet been earned (months 3, 5, and 7) can cross into the new qualification period and will be awarded when earned for that new incentive trip

4. Special Qualification for Master Coordinators

Rank Maintenance

- 60 points: receive 5 points every month paid-as Master rank is held

Rank Advancement Recap

Full points first Master	Rank	1/2 points for upline Masters
10 points	Director	5 points
20 points	Senior Director	10 points
30 points	Coordinator	15 points
40 points	Senior Coordinator	20 points
50 points	Executive Coordinator	25 points
60 points	Senior Executive Coordinator	30 points
70 points	Key Coordinator	35 points
80 points	Senior Key Coordinator	40 points
90 points	Master Coordinator	45 points
100 points	Presidential Master Coordinator	50 points

Details for Special Qualification for Master Coordinators

- o Maximum 150 points can be earned in this category
- o Rank Advancement Recap points are awarded only to paid-as Master Coordinators for a given ID on their four-level recap, fulfilling the 3-consecutive-month qualification to achieve and hold a first-time, never-before-held rank
- o Points are awarded after the New Rank achiever qualifies and holds for 3 consecutive months
- o New Rank means first-time, never-before-achieved rank, or, if you have held it, the rank was only held for one month, or it was prior to April 2005 (March 2005 PV month or before); points will not be awarded if rank was held for more than one month April 2005 or after
- o Full Rank Advancement Recap points are awarded only to the first paid-as Master Coordinator upline of the person achieving New Rank (within 4 generations); half points are awarded to any other paid-as Master Coordinator who may hold position above that first Master and within the four-generation recap
- o If a trip is not earned, Master Recap points expire at the end of the trip qualification period and cannot be carried over to the next incentive trip

Details for Presidential Master Coordinators

To automatically qualify for the trip you must be a paid-as Presidential Master Coordinator for 9 of the 12 months of the qualification year. You must be a paid-as Presidential Master Coordinator the month of the Dream 2011 incentive trip.

5. Miscellaneous Points and Other Information

- Longevity points: one point is awarded for every year you've been in Shaklee from your entry/application date on record to July 1, 2010
- Global Conference registration points: 25 points were awarded for registering for the 2011 Shaklee Global Conference ONLY during the 2010 Global Conference in Anaheim