

Rule and Homework

August 2021



Chinese Elite Circle
Orientation

Protocol

- Get on Zoom 3 Minutes early with EC Virtual Background
- Stay to the end
- That's GREAT if you can attend the training at your office
- Mute Yourself
- EC Reading book ready
- Business formal dress code, pen, notebook
- No videos or pictures taking
- 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**
- **Attend BPM or Member Training on Time**



Score-Strike System

- Disrespect to trainer -4
- Disrespect to advisory team -2
- Cell phone ring or make noise -1
- Improper dressing -0.5
- Get on later or Leave early -0.5
- Late -1 (Get on 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
- 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)



Homework System

6 base point

- minimum required point in each session (HW)

+ earned point in each session

= final score in each session



Score Items

- Recruit
- Sale
- Licensing
- Promotion
- Cash flow and Ring
- Attending BPM & Team Training – attend all +1
- Book Reading



(1) Scoring - Recruit

- If Recruiter did the recruit by oneself, +3
- If Trainer helped, Recruiter +2, Trainer +1
- If inactive transfer: the Recruiter +1

- BBC:
 - BBC (10): +4
 - BBC (20): +6
 - BBC (25): +7
 - BBC (30): +8

*MAP is NOT counted as recruit

*\$10 reinstatement is NOT counted as recruit



(2) Scoring - Sales

- Total 2 Credits per sale

*See Scenarios for details

*Sales < 1500 pts : total 1 credit

*Case for oneself: total 1 credit



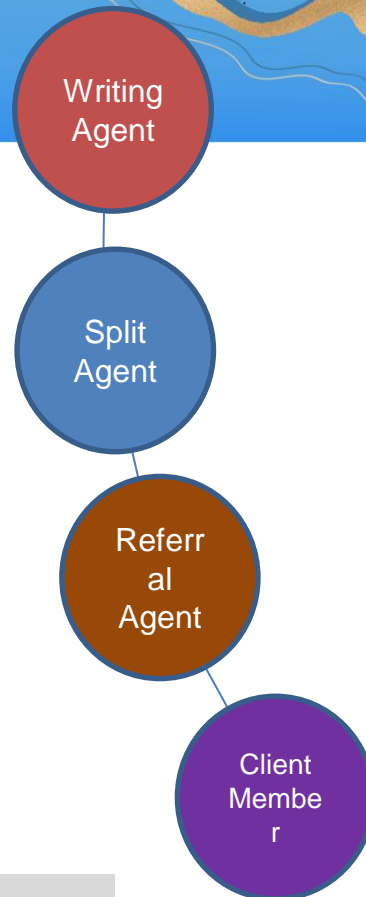
(2) Scoring – Sales(Cont'd)

- 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



Chinese Elite Circle Orientation



*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 – Licensing

- Get personal life license +2
- Team member gets life license +1 (closest leader)
- Become net recruit +2
- Team becomes net recruit +1 (closest leader)
- *Net Recruit –Join, get licensed, earned \$1,000 in first 12 months



(4) Scoring – Promotion

- Help team complete 3-3-30 +2
- A +2
- SA +4
- MD +6
- SMD +8
- EMD +10
- CEO +15



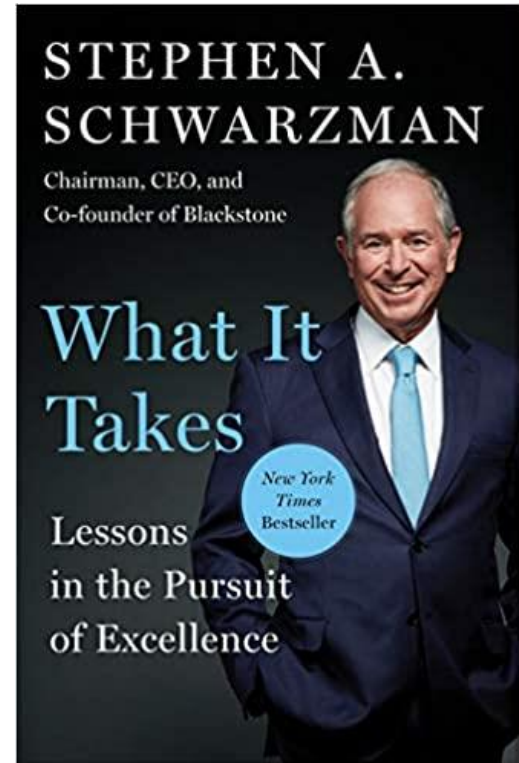
(5) Scoring – Cash Flow and Ring

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



(6) Scoring – Book Reading Summary

- 《What It Takes》
- Book Summary Credit +0.5
- Submit reading summary through the link on www.elitecircleclass.com



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 or 5 recruits per month for 3 consecutive months SMD: at least two BBC during Aug. – Dec.

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

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MVP

- SMD MVP
- Non-SMD MVP

- MVP is No. 1 in Graduate with Honor

