

# TEAM ELITE FAQ

## **Q1: What must I do to qualify for Team Elite?**

**A1:** Please see the current year's Team Elite Program for qualification details.

## **Q2: Can I qualify for awards or trips using Pre-Velocity Team Elite Trip Qualification Rules if I haven't opted into Velocity Title Determination?**

**A2:** Yes. You can qualify as a Team Elite using whichever Title Determination requirements you're subject to in each Qualifying Month.

## **Q3: How will my Team Elite qualification be affected if I opt into Velocity Title Determination?**

**A3:** You must achieve each Qualifying Month with whichever Title Determination requirements you are subject to in that specific month. Qualifying Months can only be used for one Team Elite Qualification Period. Your 6 Qualifying Months can include any combination of Qualifying Months achieved under Pre-Velocity and Velocity requirements.

## **Q4: How do I complete my Team Elite Trip Maintenance Period for the upcoming Team Elite Trip if I qualified for the Team Elite Trip last year under Pre-Velocity Title Determination and have since opted into Velocity Title Determination in January of the current year?**

**A4:** You need to maintain 6 G1 Brand Representatives and 3 Leadership Teams (1 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; and 1 with 30,000+ Leadership Team Sales Volume) during the Maintenance Period.

## **Q5: How will the changes that have been introduced related to Velocity affect my Team Elite qualification?**

**A5:** The following example answers are not intended to include all scenarios. Please see transition timing and details for full information. For additional questions, please contact your local Account Manager.

### **A5.1—Do not opt into Velocity Title Determination prior to January:**

- 15 Qualified G1 Brand Representatives (Breakaway Executives) during the Qualification Period.

### **A5.2—Opt into Velocity Title Determination prior to January:**

- 6 G1 Brand Representatives and 4 Leadership Teams (1 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; 1 with 30,000+ Leadership Team Sales Volume; and 1 with 40,000+ Leadership Team Sales Volume) during the Qualification Period.

### **A5.3—Opt into Velocity Title Determination at any time during the year:**

- 15 Qualified G1 Brand Representatives (Breakaway Executives) for any whole Qualifying Month prior to opting into Velocity Title Determination.
- 6 G1 Brand Representatives and 4 Leadership Teams (1 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; 1 with 30,000+ Leadership Team Sales Volume; and 1 with 40,000+ Leadership Team Sales Volume) for any partial or whole Qualifying Month after opting into Velocity Title Determination.

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## Continued

**Q6: I'm qualifying as both a new Team Elite qualifier and a Team Elite Platinum.**

**Do I have to complete my Team Elite requirements by December 31, too?**

**A6:** No. Because you are qualifying as a new Team Elite, you have a rolling 12 months to complete your Team Elite requirements. However, you must meet all other Team Elite Platinum requirements by December 31.

**Q7: Can I count my Team Elite Trip Maintenance Period months as Team Elite Trip Qualifying Months for the next year, too?**

**A7:** That depends. If you are a requalifying Team Elite, yes. If you are a new Team Elite using a Team Elite Trip Maintenance Period month as a Qualifying Month as well, then no.

**Q8: Can I count the same month toward Executive Brand Director/Blue Diamond Director and Team Elite qualification?**

**A8:** Yes, you can count the same month for both Executive Brand Director/Blue Diamond Director and Team Elite if you meet all necessary requirements.

**Q9: I'm qualifying as both a new Executive Brand Director/Blue Diamond Director and a new Team Elite at the same time. If I meet Team Elite requirements in month 1, but only Executive Brand Director/Blue Diamond Director requirements in month 2, can I still count month 1 as a Team Elite Qualifying Month?**

**A9:** Yes, but you must meet Executive Brand Director/Blue Diamond Director requirements for both months to count month 1 as a Team Elite Qualifying Month.

To qualify for Team Elite, you must be a current or qualifying Executive Brand Director/Blue Diamond Director, which requires meeting Executive Brand Director/Blue Diamond Director requirements for at least 2 consecutive months. Therefore, missing Executive Brand Director/Blue Diamond Director requirements in your second month would mean that you are no longer a qualifying Executive Brand Director/Blue Diamond Director, so neither month 1 nor month 2 would count toward Executive Brand Director/Blue Diamond Director or Team Elite qualification.

**Q10: With the recent evolution of titles and compensation, am I paid as a Team Elite or Presidential Director/Blue Diamond Director?**

**A10:** Team Elite has been re-envisioned as solely a recognition title—not a paid title. So, while you will be celebrated and recognized as a Team Elite, you will be paid as a Presidential Director when you meet the respective requirements for these separate titles.