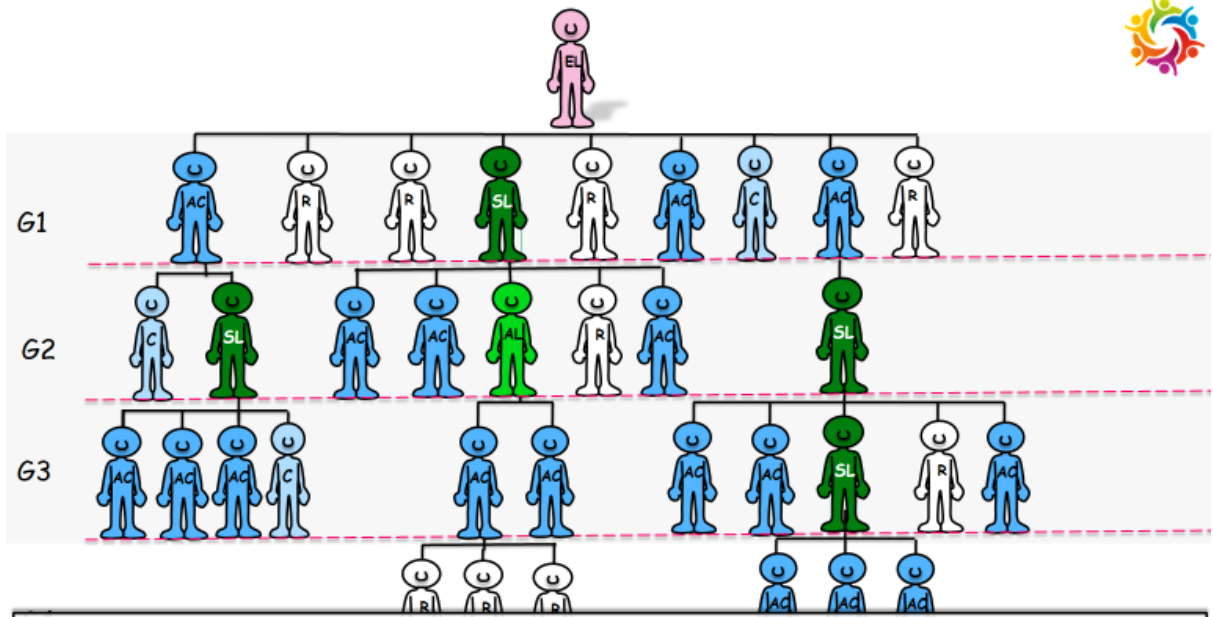
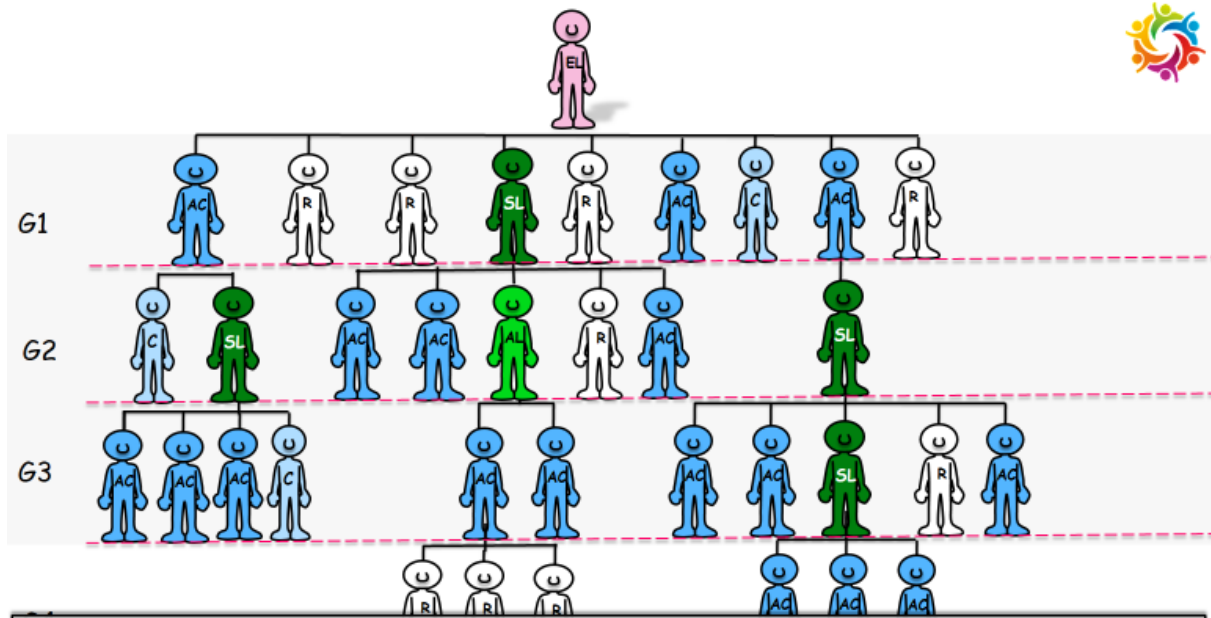


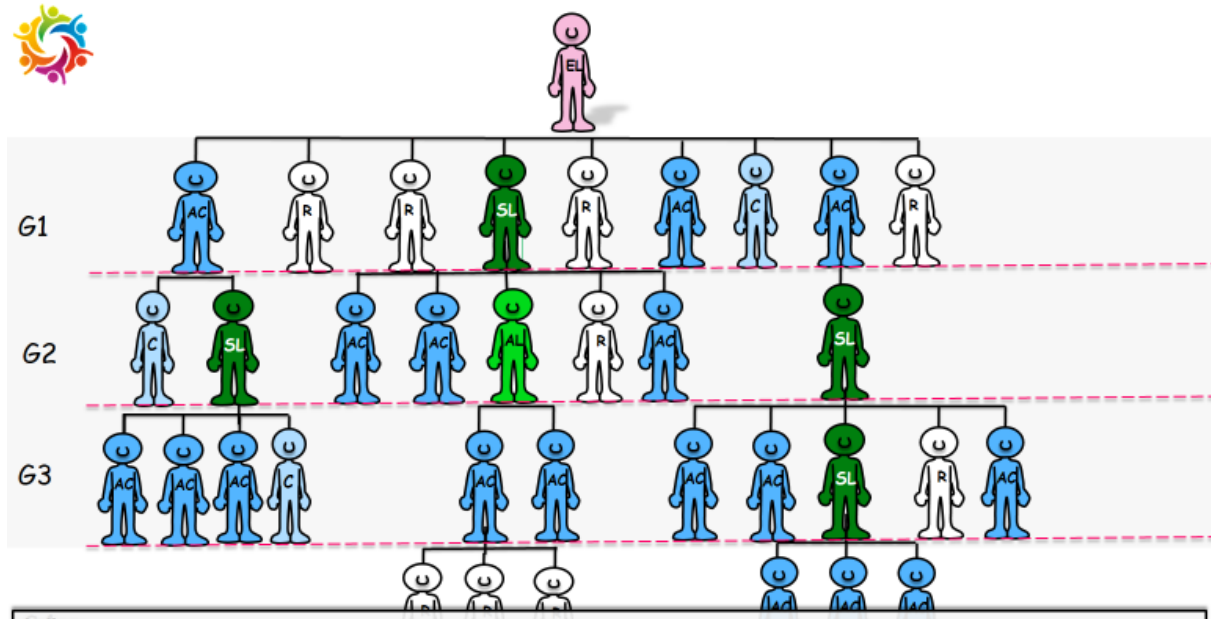
**Action:**  
How many Legs are in this EL's team? Indicate the different Legs by numbering them.



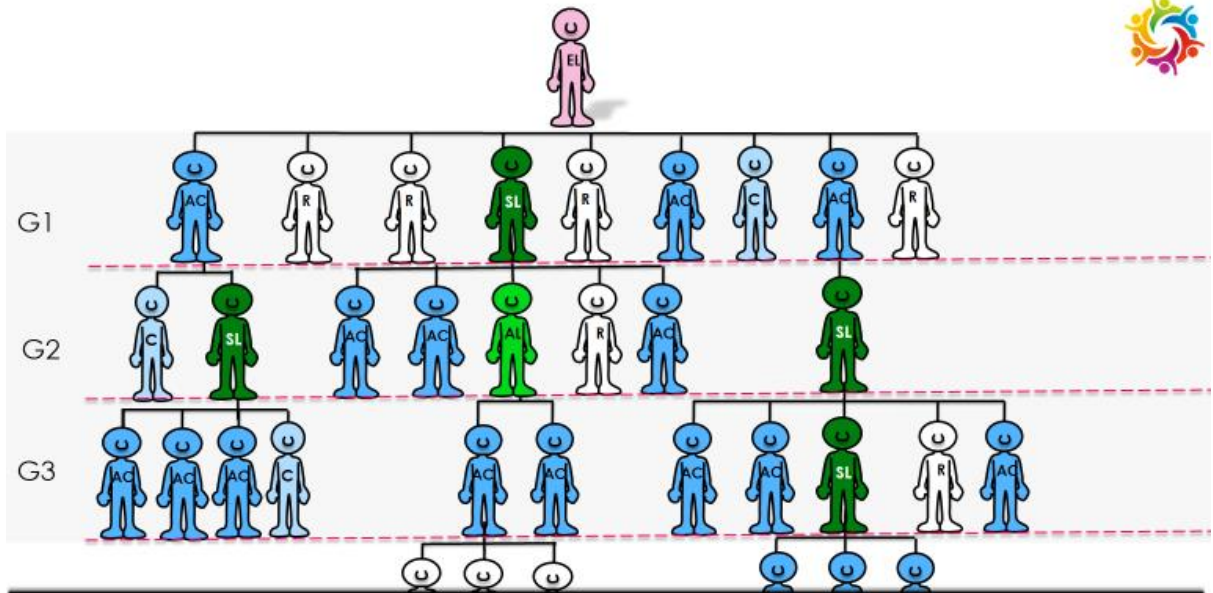
**Action:**  
How many Titled Legs do this EL have? Indicate the Titled Legs by numbering them.



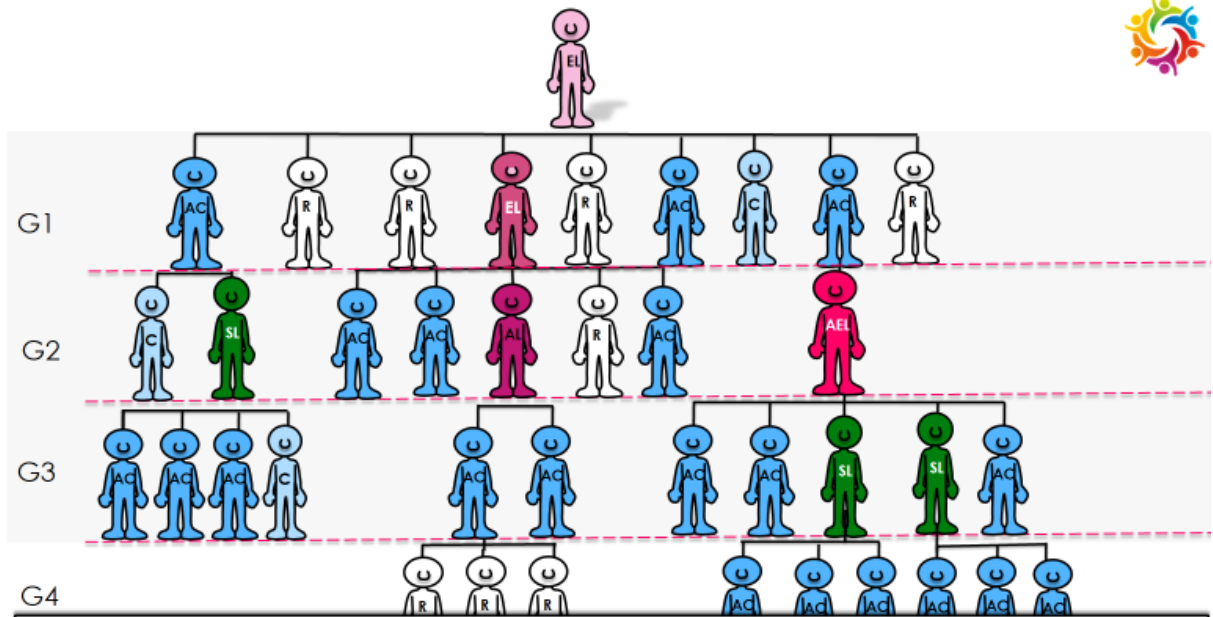
**Action:**  
How many EG1s do this EL have? Indicate all EG1 Sales Leaders by circling them.



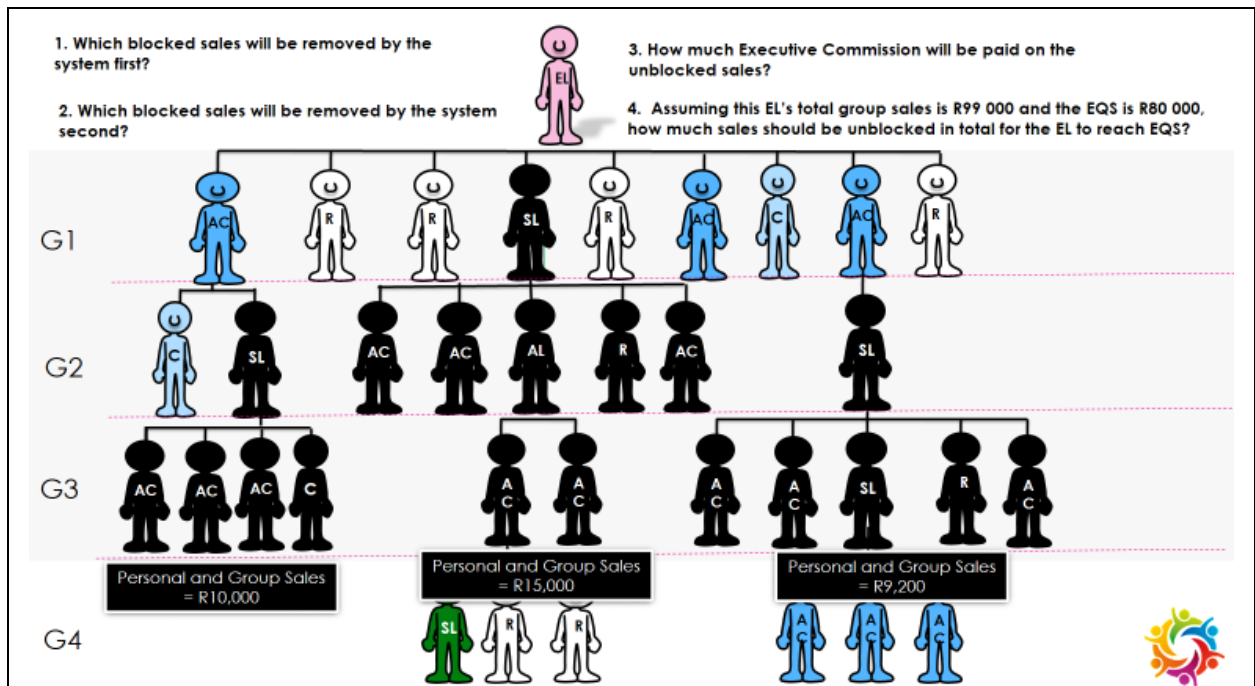
**Action:**  
How many EG2s do this EL have? Indicate all EG2 Sales Leaders by circling them.



**Action:**  
Which of this EL's Group Sales will be blocked at the end of the Executive Support Phase? Indicate Blocked Sales by colouring in all blocked team members.



**Action:**  
On which team members will this EL earn Executive Commission? Indicate those team members by colouring them in.



## Advanced Leadership Summary



Terminology	Definition
Legs	A Leg begins with the 1st Generation Sales Leader and includes all the Sales Leaders and Representatives beneath them A Sales Leader has as many Legs as they have 1st Generation Sales Leaders and Representatives
Titled Legs	Titled Legs require that at least one Sales Leader in the Leg has a title of Coordinator* during the month
Executive Qualifying Sales	Group Sales minus blocked sales of Senior Leader* in G1-3
Executive Generation	The relationship between an Executive Leader and their Senior Leader* The Executive Generations are not tied to the normal Generations
Executive Generation 1	Executive Generation 1 is the EL's first Downline SL+ in any leg and in any Generation
Executive Generation 2	Executive Generation 2 is the EL's second Downline SL+ in any leg and in any Generation
Executive Commission	Earned on the Group Sales on your Senior Leader* in EG1

## Advanced Leadership Summary



Terminology	Definition
Unlocking Sales	Unlocking blocked sales in order to achieve EQS – unlocking can occur at any time from Senior Leader+ in G1 as long as there are more than the requirement for the Title Qualification
Blocked Sales	The personal sales and group sales of all Senior Leaders+ in the EL+'s Generations 1 – 3 at the end of the Executive Support Phase
Title Support Phase	A maximum of three months during which a Sales Leader is entitled to retain their Badge Title even though Paid Title qualifications have not been met
Executive Support Phase	A maximum of three months in which newly promoted Senior Leader's sales will not be blocked
Paid Title Phase	Paid Title is a reward title; it is based on the Sales Leader's title achievement in the previous month. Paid Title is the title upon which the Sales Leader's % Commission is calculated
Badge Title Phase	This is a recognition title; it is the Sales Leader's title based on their highest title in the past 3 months

Please download the **Earnings and bonus structure flyer** from the Avon website (Gi3)