

# 2020 Mideast Regional Challenge

3 month Challenge runs from Wednesday Jan 1<sup>st</sup>, 2020 through Thursday April 9<sup>th</sup>, 2020

Challenge must be submitted online through email to [Mideastregionalchallenge@gmail.com](mailto:Mideastregionalchallenge@gmail.com) by Friday April 10<sup>th</sup>, 2020 before 11:59PM

## ATTITUDE-

Listen to 50 audios from Unfranchise media/MA sources including dead sea scrolls audios 100 points

Purchase 3 tickets to the 2020 regional convention 100 points

Attend 3 Unfranchise Business Presentation during Challenge Period w at least 3 Guests collectively 100 points

### *Extra points-*

*2 extra points for every audio listened to above 50* \_\_\_\_\_

*2 extra points for each video watched on the MA Youtube Channel* \_\_\_\_\_

*50 extra points for each Regional ticket purchased above 3* \_\_\_\_\_

## GOALS-

Create or Update your Goal Statement & Vision Board 50 points

(take a pic of Vision Board & post it on the regional Facebook page & bring it with you to regional) 50 points

## RETAIL-

Achieve SAMM criteria for the 4<sup>th</sup> Quarter 2019 or 1<sup>st</sup> Quarter of 2020 100 points

Implement Trial Size mktg with 5 customers and Retail minimum of \$500 during challenge period 100 points

Fund your shopping annuity by creating a minimum of 1000 BV during the challenge period  
(combining personal orders and retail purchases for sales) 100 points

### *Extra points-*

*ADD 250 pts for hitting each SAMM &/or Master UFO in the 4th quarter of 2019 & 1<sup>st</sup> QTR 2020 (max 750pts)* \_\_\_\_\_

*Add 20 pts for every \$100 in sales above the \$500 minimum during the challenge period* \_\_\_\_\_

## SPONSORING & RECRUITING

Show the Plan 12 times in a 1:1 or 2:1 setting to your own personal prospects 100 points

Use the evaluation approach 24 times (2x per week) to book appointments to show plan 100 points

### *Extra points-*

*30 points for each 1:1 or 2:1 plan to a personal prospect above 12* \_\_\_\_\_

*30 extra points for each guest/personal prospect attending a UBP above 3* \_\_\_\_\_

*300 extra points for every personally sponsored qualified person* \_\_\_\_\_

## FOLLOW UP & ABC PATTERN

Purchase a minimum of 1 2020 World Conference Ticket (if already purchased please note) 100 points

Present the plan/do a HBP kickoff/or product event for 4 people in your group in an ABC pattern (2:1 or kickoff) or for yourself if you do not have a team yet 100 points

Have 2 prospects get you to show the plan to at least 2 people each before they come into the biz 100 points

### *Extra points-*

*50 extra points for every World Conference ticket purchased above 1* \_\_\_\_\_

*20 extra points for each person for your group (ABC pattern/trial run) you show the plan to* \_\_\_\_\_

Everything in Black must be completed (which adds to 1200 required points) to complete the challenge and be recognized at the Regional with Priority Seating for you and a guests. Each required activity must be completed and documented/listed. Photo of the dream board on your local FB page and you must bring your Dream Board to qualify as a challenge achiever.

All Audios listened to must be listed and ticket numbers listed to document tickets purchased for local and world conference. Good luck and keep growing.

## **The top 4 winners will receive the following:**

**1<sup>st</sup> place- Moving Up Seminar Ticket**

**2<sup>nd</sup> place- 2 Convention Tickets**

**3<sup>rd</sup> place- 1 Convention Ticket**

**4<sup>th</sup> place- 2020 Regional ticket**