**Challenge for Pam Torgerson Local: 01/15/2022**

**Challenge Begin Date: 10/01/21 Challenge End Date: 01/07/22**

All Challenge documentation must be submitted by ***11:59 pm PT Tuesday, 01/11/22***

Email docs or questions to [localchallenge@masfo.com](mailto:localchallenge@masfo.com)

Name: Distributor ID:

Phone: Email:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Name to be printed on certificate:

*This business consists of standardized, coordinated, and systematic actions. These actions, completed in a timely manner, can result in fundamentally sound and consistent growth within your organization. By striving to achieve the Local Challenges, an UnFranchise Owner is on their way to becoming a Master UFO\* & moves closer to achieving their personal and financial goals. We look forward to celebrating your commitment to your business and to yourself at the Local! Remember to enjoy yourself & have fun as you continue to hit your goals!*

Challenge Requirements: *NOTE: “attendance” includes Zoom events during this quarter*

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| --- | --- | --- |
| Challenge Activities | Possible Points | Your Total |
| 1- Achieve Master UFO 4rd Quarter 2021 | 30 pts |  |
| 2- Achieve Shopping Annuity Master Member 4rd Quarter 2021 | 25 pts |  |
| 3-Purchase BV product for the respective quarter. These  product purchases must be from your paying UnFranchise ID or from a  personally registered Preferred Customer’s paying ID. | 20 pts: 1500BV OR 15 pts: 1250-1499BV |  |
| 4-Generate IBV from Partner Stores, One Cart, SHOP Local, Super IBV, the selected company’s exclusive products with IBV and any transaction that creates IBV in your Home Country by you and/or your Preferred Customers. | 20 pts: 300IBV OR 15 pts: 250-299IBV |  |
| 5-Conduct Trial-Size Marketing with customers or potential customers, providing names and follow-up details. | 20 pts: 6 customers OR 15 pts: 3-5 customers |  |
| 6-Show plan to prospects (yours or your team’s, in-person or Zoom) | 20 pts: 10 prospects OR 15 pts: 6-9 prospects |  |
| 7-Personally sponsor 1 qualified UnFranchise Owner (UFO) during the challenge period | 25 pts |  |
| 8-Purchase 3 tickets for World Conference 2022 | 10 pts |  |
| 9-Attend or conduct (in-person or Zoom) at least one NUOT, Basic 5, and/or ECCT | 10 pts |  |
| 10-Attend or conduct (in-person or Zoom) 3 ZHBP/ZUBP or specialized training. Event can be TLS, Motives, Wellness, Portal Tour/online shopping, WebCenter, etc. | 10 pts |  |
| Must score at least 120 to achieve this challenge | 190 pts maximum |  |

*The maximum number of points is 190. To successfully achieve this Local Challenge, you will need to score at least 120. Those scoring between 100 and 119 points will be recognized as   
“Honorable Mention.”*

Review the information below for the supporting material needed for each requirement. You will not be awarded points without proper documentation, and thus affecting your Challenge Winner status.

|  |  |  |
| --- | --- | --- |
| **Challenge Requirements** | **Supporting Info** | **Accepted format** |
| 1-Achieve Master UFO for Q42021 | Reports: Master UFO Program | Saved PDF or Screen Capture |
| 2-Complete Shopping Annuity Master Member for Q42021 | Reports: Shopping Annuity Master Member | Saved PDF or Screen Capture |
| 3-Purchase BV products | Reports: Detailed Sales or list order #s with BV | Saved PDF or Screen Capture |
| 4-Generate IBV from Partner Stores, OneCart, SHOP Local, Super IBV, etc. | Reports: Detailed Sales or list order #s with IBV | Saved PDF or Screen Capture |
| 5-Conduct Trial-Size Marketing with customers or potential customers and provide follow-up details | Names, dates, products | List details |
| 6-Show plan to prospects (yours or your team’s) | Names, dates | List details |
| 7-Personally sponsor 1 qualified UnFranchise Owner during challenge period; must also include Q-Date details. | Reports: Personally Sponsored (NSV) and Unfranchise Owner Qualification | Saved PDF or Screen Capture |
| 8-Purchase 3 tickets for World Conference | Ticket numbers | Picture of tickets |
| 9-Attend or conduct at least one NUOT, Basic 5, and/or ECCT | List the training information | Type into tracker |
| 10-Attend or conduct 3 ZHBP/ZUBP Event can be TLS, Motives, Wellness, Portal Tour/online shopping, WebCenter, etc. | List the training information | Type into tracker |

## Challenge Requirements Tracker

1. **Achieved Master UFO**

Qualifying Quarter: Date Master UFO completed: \_\_\_\_\_\_\_\_\_\_\_\_\_\_  
Commissions earned during quarter (amount) or score on Basic 5 Diagnostic Efficiency Assessment: \_\_\_\_\_\_\_\_

\*Remarks:

|  |
| --- |
| Insert screen capture here |

1. **Completed Shopping Annuity Master Member Program**

Qualifying Quarter: Date of SA assessment completion: \_\_\_\_\_\_\_\_\_\_\_\_\_\_

Total BV purchased: Total IBV purchased: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\*Remarks:

|  |
| --- |
| Insert screen capture here |

1. **Purchase BV product (1500 for maximum points)**

\*Remarks:

|  |
| --- |
| Insert picture /screen capture here |

1. **Generate IBV product (300 for maximum points)**\*Remarks:

|  |
| --- |
| Insert picture /screen capture here |

1. **Conduct Trial-Size Marketing with customers or potential customers and provide follow-up details.**

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| --- | --- | --- | --- |
| **Name** | **Dates** | **Products** | **Outcome** |
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1. **Show plan to prospects (yours or your team’s)**

|  |  |  |
| --- | --- | --- |
| **Name** | **Dates** | **Outcome** |
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1. **Personally sponsor one new qualified UFO**

Name: Q Date:

1. **Purchase 1-3 Tickets to World Conference**

Ticket #: Ticket #: Ticket #:

|  |
| --- |
| Insert picture /screen capture here |

1. **Attend/Conduct NUOT, B5 and/or ECCT**

Training: Date: Trainer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  
Training: Date: Trainer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **Attend or conduct 3 ZHBP/ZUBP or specialized training. Event can be TLS, Motives, Wellness, Portal Tour/online shopping, etc.**

Training: Date: Trainer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Training: Date: Trainer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_