

Cadillac Tracking Sheet



ON-TARGET

\$48,000 net adjusted unit wholesale production in one calendar quarter.

QUALIFICATION

\$96,000 net adjusted unit wholesale production within two consecutive calendar quarters.

EXAMPLES

CALENDAR QUARTER 1	CALENDAR QUARTER 2	TOTAL
Net Wholesale \$48,000 +	\$48,000 =	\$96,000
Net Wholesale \$40,000 +	\$56,000 =	\$96,000

\$600 car program credit counts toward required production

Quarter I

MONTHLY PRODUCTION GOAL	MONTHLY PRODUCTION	# NEW QUALIFIED*
\$16,000	Month 1: \$ _____	_____
\$16,000	Month 2: \$ _____	_____
\$16,000	Month 3: \$ _____	_____
QUARTER GOAL: \$48,000	Quarterly Total: \$ _____	Total Qualified _____

Quarter II

MONTHLY PRODUCTION GOAL	MONTHLY PRODUCTION	# NEW QUALIFIED*
\$16,000	Month 1: \$ _____	_____
\$16,000	Month 2: \$ _____	_____
\$16,000	Month 3: \$ _____	_____
QUARTER GOAL: \$48,000	Quarterly Total: \$ _____	Total Qualified _____

*Initial order with the Company must be \$600 or more in wholesale Section 1 products and must be received and accepted by the Company in the same or following calendar month that the Independent Beauty Consultant was received and accepted by the Company