



90 DAYS ACTION PLAN

“ 四 个 9 0 天 成 为 推 广 组 ”
FOUR 90-DAY ACTION PLAN TO BECOME A GET TEAM



L i v e y o u r b e s t l i f e 活 出 你 最 精 彩 的 人 生

LAST EDITION : 23.07.2025

90天计划 90 DAYS PLANNING

月的目标 Monthly Goals

个人业绩 Personal Performance		目标 Target	达成 Achieve
N	个人目标 Personal target vp:		
	上秤人数 People Weighed:		
J	5天卡 5 days card:		
O	30天卡 30 days card:		
P	PJS人数 Number of PJS:		
I	(30天days+PJS)除5天卡=提升率 (30 days + PJS) / 5 days card = promotion rate		
个人NC杯数 Personal NC Cups Count:			
健康大使 Health Ambassador:			
*新小教练 New Junior Coach:			
新科 New Supervisor:			
旅游考核 Assessment Vacation TV:			
(VIP/PARTY/PROMO) 考核Assessment:			
组织业绩 Organizational Performance		目标 Target	达成 Achieve
vp:			
小教练总人数 Total number of junior coaches:			
新科 New Supervisor:			
邀约会议总人数 Total number of invited meeting participants		目标 Target	达成 Achieve
健康醒觉活动 Health Awareness:			
爱心大使入门班 Love Ambassador Intro Class:			
MEGA CUSTOMER DAY :			
NCVIP:			
HOM:			
QST:			
NC101 STS:			

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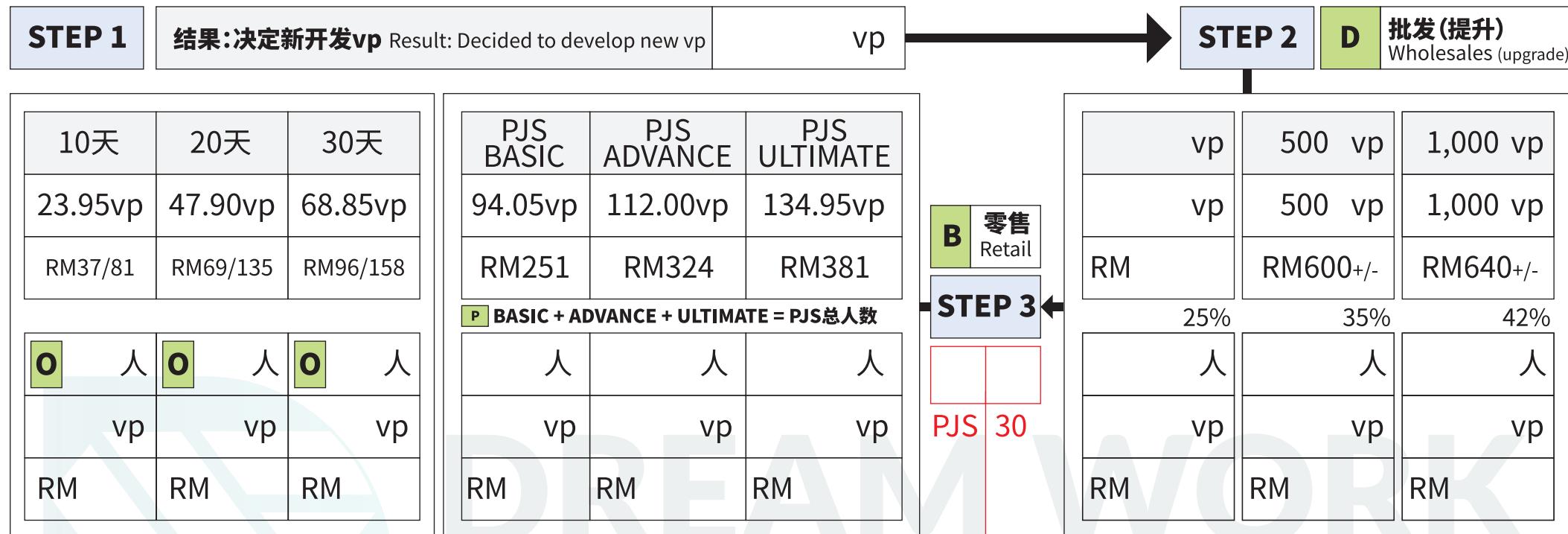
*新小教练的参考比例 - 5:3:1 *Reference ratio for new junior coaches - 5:3:1

FORM 1 : 个人点数目标架构 PERSONAL VP GOAL STRUCTURE SETTING

_____月 MONTH _____年 YEAR 个人vp		N 目标 Target vp	vp
A 个人使用 PERSONAL CONSUMPTION	根据你每个月自己平均的使用量填写下去 Fill it in based on your average monthly usage. 如果你是已经开店的店长,请你确保不要把NC使用的产品和个人使用的产品混在一起。 个人使用的也包括自己和家人的使用量。		vp
A2 NC一个月的总杯数 NUTRITION CLUB CONSUMPTION NC 所需的总货量(卡数)	店长,实习店长与小教练 : 在NC一个月的个人杯数 NC owner, NC intern and junior coach: number of personal cups in NC in one month 1杯 =2vp ,除了SV教练和实习店长的杯数,实习店长个人有结卡的杯数(卡)。 1 cup=2vp, Apart from the cups credited under the SV Supervisor Coach and nc intern, the nc intern have any individual cups credited for card completion (cards)		vp
C 重复购买 REPEAT ORDER	客户重复购买的vp (25% 35% 42%) VP purchased repeatedly by customers (25% 35% 42%) 根据活跃顾客上一次买货的日期,产品类型和数量来判断他们在这个月是否应该需要再购货。从这些活跃旧顾客的人数和产品数量找出预计vp。 Based on the date, product type and quantity of active customers' last purchase, determine whether they should need to purchase more this month. Find out the expected vp from the number of active old customers and the number of products.		vp
D 批发(提升) WHOLESALES (UPGRADE)	大使或者PJS将被提升500vp 或 1000vp Ambassador or PJS will be promoted to 500vp or 1000vp 例子:2 PJS x 500vp = 1000vp + 2 大使 x 500vp +2000vp		vp
E 小教练 JUNIOR COACH	你的活跃小教练人数 x 500vp 或 1000vp Number of active junior coaches you have x 500vp or 1000vp		vp
把A-E的vp加起来 Add up the vp of A-E		基础vp basic vp	vp
你一个月需要做 新开发vp = 目标vp - 基础vp		新开发vp new development vp	vp

What you need to do in one month is new development vp = target vp - basic vp

FORM 2 : 个人新开发的点数和收入规划表 PERSONAL NEW DEVELOPMENT VP AND INCOME PLANNING TABLE



注意:5天卡顾客续卡,可能会选30天也可能是PJS,根据自己的提升比例去摆放人数。
Note: For 5-day card customers renewing their cards, they may choose 30 days or PJS, and arrange the number of people according to their own promotion ratio.

注意:500vp+1000vp的总数必须要相等于或少过PJS的总数。
Note: The total number of 500vp+1000vp must be equal to or less than the total number of PJS.

STEP 4 点零售或批发的VP和收入。 Point retail or wholesale VP and income. **vp** **RM** **行动** **人**

注意:最终收入/点数一般都会稍微超过我们一开始设定的目标,因为很少可以刚刚好。
Note: The final income/points will usually be slightly higher than the target we set at the beginning, because it is rarely just right.

STEP 5 **H** **I** **J** **K** **L** **M**

H 30天+BASIC+ADVANCE+ULTIMATE的总人数是多少? Total number of people in 30 days + Basic + Advance + Ultimate?	I 目前你5天卡提升30天卡/PJS的提升率是多少百分比? What is the current upgrading of your 5-day card to 30-day card/PJS?	J 你一个月要找5天卡的总数。 Number of 5-day cards in a month you need to find. $H \div I = J$	K 目前你需要找多少个人上秤才可以提升到1张5天卡? Currently, how many people do you need to get on the scale to upgrade to a 5-day card? $J \times K = L$	L 你一个月要找人上秤的总数? How many people do you need to put on the scale in a month? $J \times K = L$	M 你一个月设定多少个工作天? How many working days do you set in a month? $L \div M = 行动$ action
人	%	人	人	人	天

FORM 3 : 90天个人评估 90 DAYS PLAN SELF EVALUTION

STEP 1: 目标 TARGET vp STEP 2: DMO STEP 3: 设定上秤人数 SET NUMBER OF PEOPLE WEIGHED STEP 4: 工作 WORK

FORM 4 : 路展个人评估表 ROADSHOW GAUGES

建议:每个星期和每个月做一次总结 --- 计算出成交率 --- **K** 比率 = 缔结 / 简介数 Do a summary every week and every month — calculate your closing rate. **K** Closing Rate = Closures / Number of Intros

FORM 5 : 顾客跟进表 CUSTOMER FOLLOW UP TABLE

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FORM 6: 问卷评估表 SURVEY GAUGES

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FORM 7 : 週计划表 WEEKLY PLAN

[步骤1] 红*固定时间完成潜在客户、组织关系表 [步骤2] 蓝*活动/会议 - 橘*开发/潜在客户 - 紫*客服 - 绿*组织关系 - 黄*其它

[Step 1] Red*Set a fixed time to complete your Potential Customer and Organization Contact List.

[Step 2] Blue**Activities / Meetings - Orange*Development/Potential Customer - Purple*Customer Service - Green*Organization Relationship - Yellow*Others

	星期一 MON	星期二 TUE	星期三 WED	星期四 THU	星期五 FRI	星期六 SAT	星期日 SUN
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"有计划的认真工作一定能达成目标! With a structured plan and dedicated effort, you will definitely achieve your goals!"

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FORM 8 : 个人点数来源与架构 PERSONAL VOLUME CONSUMPTION

月份 MONTH : _____ EOM VP : _____ 总收入 TOTAL INCOME : _____

店长 : A 个人使用 PERSONAL CONSUMPTION _____ vp

A2 NC 存货 NC STOCK: _____ vp

Total A : _____ vp

LVL	B	零售 RETAIL : (NC, PJS)		利润 PROFIT	LVL	C	重复购买 REPEAT ORDER :		利润 PROFIT
		名字 NAME	产品 PRODUCT	VP			名字 NAME	产品 PRODUCT	VP
	D	新提升 NEW UPGRADE :		VP	利润 PROFIT				
		500vp , 1000vp							
E	小教 JUNIOR COACH :	1.	2.	3.					
		_____	_____	_____					
		PPV	PPV	PPV					
		DLV	DLV	DLV					
利润表 PROFIT:		(IN) 10天 : RM37/81 (23.95vp)	(IN) PJS.B : RM251 (94.05vp)	(IN) 418 PACKAGE : RM105 (47.9vp)					
		20天 : RM69/135 (45.90vp)	PJS.A : RM324 (112vp)	608 PACKAGE : RM198 (65.80vp)					
		30天 : RM96/158 (68.85vp)	PJS.U : RM381 (134.95vp)						
		(OUT) PJS.B : RM339 (94.05vp)	(OUT) 418 PACKAGE : RM203 (43.9vp) / RM201 (41.9vp)	500 vp : RM600+/-					
		PJS.A : RM413 (112vp)	608 PACKAGE : RM297 (61.85vp) / RM271 (68.85vp)	1000vp : RM640+/-					
		PJS.U : RM469 (134.95vp)	/ RM269 (61.85vp)						

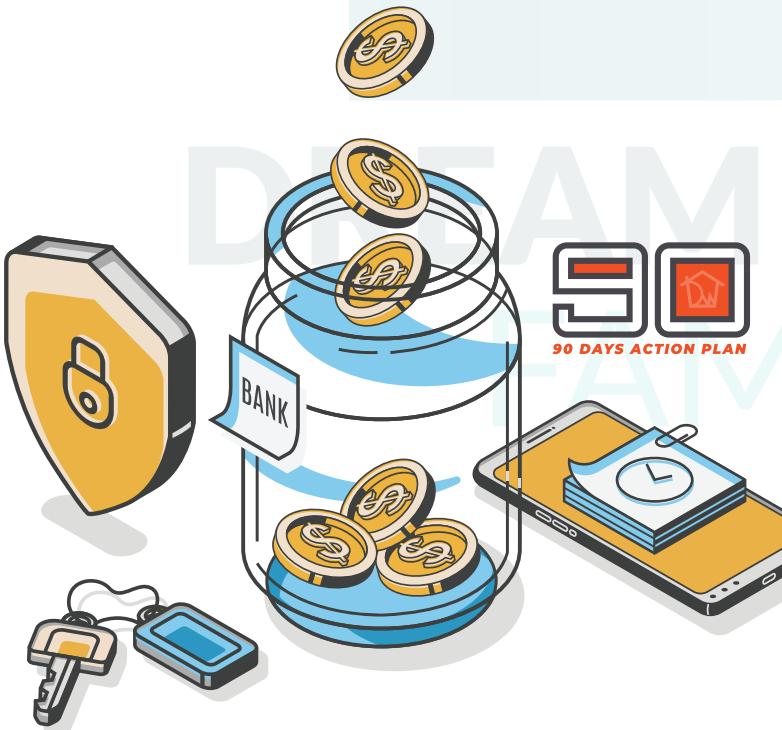
FORM 9 : 收入与支出 Income & Expenses

收入来源 Source of income	数目 Price
Herbalife - 营养俱乐部 Herbalife - Nutrition Club	
Herbalife - 公司15号利润 Herbalife - Company's Profit on the 15th	
Herbalife - 公司20号利润 Herbalife - Company's Profit on the 20th	
其他收入 Other Income	
总收入(1个月) Total Income (1 month)	

扣除
deduct

总收入(1个月) Total Income (1 month)	
定期存款(建议为收入的10%) Fixed Deposit (recommended 10% of income)	
总支出(1个月) Total Expenses (1 month)	
剩余 / 透支 Surplus / Overdraft	
夫妻零用钱 Pocket Money For Couples	
自我增值 Self-Added Value	

一个月的固定支出(家庭)	数目 Price
a. 固定开销 Fixed Overhead	
屋子(供银行/租金) House (Bank Payment/Rent)	
车子(供银行) Car (Bank Payment/Rent)	
ASTRO	
电话/网络费 Telephone / Internet Charges	
父母生活费/医药费 Parents' Living Expenses / Medical Expenses	
保险费/基金投资 Insurance / Fund Investment	
b. Herbalife事业投资 Career Investment	
买书本 Buy Books	
参加会议/进修 Attend Conferences / Further Study	
c. 生活费 Living Expenses	
伙食费 Food Expenses	
孩子生活费 Child Living Expenses	
孩子补习费 Children's Tuition Fees	
婴儿(奶粉/尿布/奶妈/医生) Baby (milk powder/diapers/wet nurse/doctor)	
车油费/交通费/GRAB Fuel/Transportation/GRAB	
汽车保养费 Car Maintenance Fee	
宠物 Pet	
日常用品 Articles For Daily Use	
Herbalife产品 Herbalife Products	
d. 税 Tax	
所得税 Income Tax	
门牌税 House Tax	
e. 额外消费 Additional Consumption	
看戏/唱K Watching Movies / Karaoke	
购物 Shopping	
买新衣/包包 Buy New Clothes / Bags	
旅游 Travel	
人情/白事 Social Gift / Condolences	
数码科技产品 Digital Technology Products	
慈善 Charity	
罚款 Penalty	
f. 其他 Others	
总支出(1月) Total Expenses (1 month)	



FORM 10 : 40 10 5 1

40 - 上称人数

40-Number of people who weighed

10 - 体验顾客

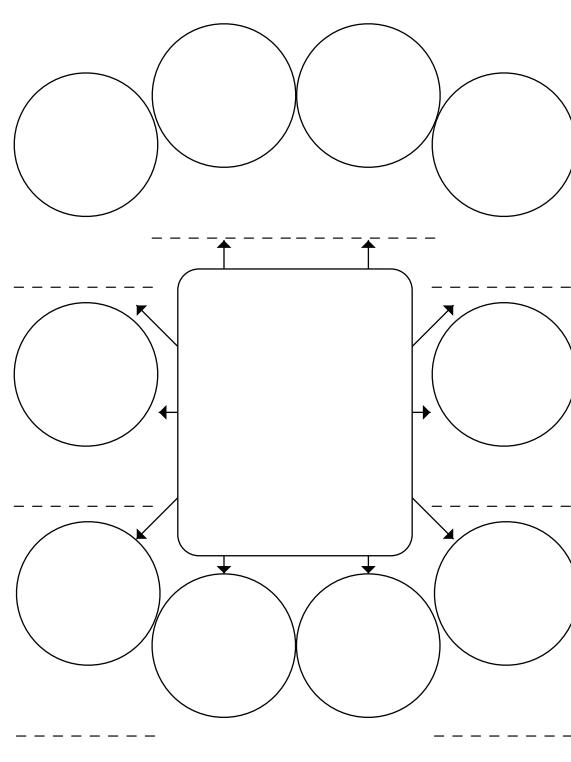
10-Customers who started 5 or 10 days trial

5 - 长期顾客是我们终极目标

5-Long term customers (VIP/PJS)

1 - 爱心大使

1-Love Ambassador



TOTAL VOLUME: _____

DATE 日期	NAME 姓名	TEL 电话	DMO	DATE 日期	NAME 姓名	TEL 电话	DMO
1				25			
2				26			
3				27			
4				28			
5				29			
6				30			
7				21			
8				32			
9				33			
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