

## Promoting to District Manager

### UNDERSTANDING QV (Qualifying Volume)

When Arbonne started to globalize, they created a "universal unit" so that consultants in all countries would promote based on the same amount of products sold, regardless of the price of the products, as product prices are different in different countries. For more than 99% of Arbonne products, 1 QV = \$1 US (retail).

In the US they use the term **RV (Retail Volume)** for **QV** as, in most cases, it is the same as the Retail US\$. If you are a US consultant, think **RV** when you see **QV**. Think **PRV** when you see **PQV**.

### GOING INTO QUALIFICATION

You can go into Qualification in one of two possible ways:

1) When you accumulate 1,000 Personal Qualifying Volume (PQV) in a given month.

**PQV** includes the **QV** accumulated from all purchases made under your own Consultant ID **PLUS** any purchases made by your personally sponsored **Clients** or **Preferred Clients**.

OR

2) When you accumulate 2,500 Qualifying Volume (QV) in a given month.

Your **QV** includes your **PQV** (see above) **PLUS** the **QV** accumulated from the purchases of all **Consultants** under you, **their Clients**, **their Preferred Clients**, the **Consultants they sponsor**, etc.).

### TO COMPLETE QUALIFICATION:

You can become a DM in one, two or three months.

1 MONTH: 6,000 total **QV** in one month (including **QV** or **PQV** accumulated to qualify)

OR

2 MONTHS: 6,000 total **QV** over two consecutive months (including **QV** or **PQV** accumulated to qualify)

OR

3 MONTHS: 7,500 **QV** over three consecutive months (including **QV** or **PQV** accumulated to qualify)

### ESSENTIAL DETAILS

- **QV** will be accumulated over the entire qualification period.
- You must have a **MINIMUM** of 2,500 **QV** in the **last** month of the qualification period.  
For example, if you have 4,000 QV in 1st month, you'd think you only need 2,000QV in your second month, but you **STILL** have to have 2,500QV in the second month to complete (not 2,000). This is how Arbonne sets us up for success. They want us to get to DM and be ready. Since the maintenance level for DM is 2,500QV / month, they want us to complete DM with that same level during our final month of the qualification period.
- You must have a **MINIMUM** of 1,000 **PQV** accumulated **over** the qualification period.  
This means that if you go into qualification with 2,500 QV rather than 1,000 PQV you **STILL** have to have a total of 1,000 PQV **over** the qualification period whether you complete in 1, 2 or 3 months.

**The maintenance level for District Manager is 2,500 QV each month.**

This 2,500 QV comes from your purchases, the purchases made by your **Clients**, **Preferred Clients** **AND** any **Consultants** in your **Central District** (i.e. consultants under you who have not yet promoted to District Manager), as well as their **Clients** and **Preferred Clients**.