

# Success Club: How to Earn Points in 2012

With every New Year comes new opportunity. And in 2012, you'll have two golden new opportunities to pile on Success Club points—Beachbody® Challenge-style.

But that's not all. We've also leveled the playing field between the points you earn from new Coaches and customers—so you can focus more on enrolling *quality* customers first. After all, the best customers often become the best Coaches! Especially when they take the Beachbody Challenge™.

**So without further ado, here's how to keep score in 2012:**

New Customers	New Coaches
<p><b>1 point</b> for a customer enrolled on a new Home Direct order(s), totaling a minimum of 90 PV. Limit 1 point per customer.</p> <p><b>The breakdown:</b> You'll get one point for every customer you enroll on Shakeology® HD or any other combination of Home Direct orders of at least 90 PV.</p>	<p><b>1 point</b> for a new Personally Sponsored Coach enrolled with a Home Direct order(s), totaling a minimum of 90 PV within 31 days of sign up.</p> <p><b>The breakdown:</b> You'll get one point for every Coach you enroll on Shakeology HD—or any other combination of Home Direct orders of at least 90 PV—within 31 days of sign up.</p>
<p><b>2 points</b> for every Challenge Pack you sell to a customer. Limit 2 points per customer.</p>	<p><b>2 points</b> for every Challenge Pack you sell to a Personally Sponsored Coach within 31 days of sign up.</p>

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