

How to Read and Interpret the Split Genealogy Report

Step 1: Access your “Information on Demand” and print your Split Genealogy Report.

Step 2: Draw a circle at the top center of your paper and assign it the name found on Level 0 on your Split Genealogy Report. This is the first name you find on both the Left and Right side of the Split Genealogy Report. Begin by drawing the Left side of the organization first; ignore the Right side at this time.

Step 3: Ask yourself this question: “**Does the next number in the level column increase by 1?**”

If the answer is “YES”, then add a circle to the left of the previous circle and label it with the person’s name and/or the Team National ID#. Repeat the question and continue to place a circle to the left of the circle just drawn until the answer to the question is “NO”, then follow the next instruction.

If the answer is “NO”, then subtract 1 from the Level you are trying to place. Look up the level column from the position you are currently trying to place and locate the **nearest** level that matches this number. When you locate the **nearest** level that matches this number, find that person on your drawing. Once you locate that person on your drawing, place a circle to the Right of that person. Label it with the person’s name and/or the Team National ID #. Repeat the question above and continue to place a circle to the left of the circle just drawn until the answer to the question is “NO”, then repeat this instruction.

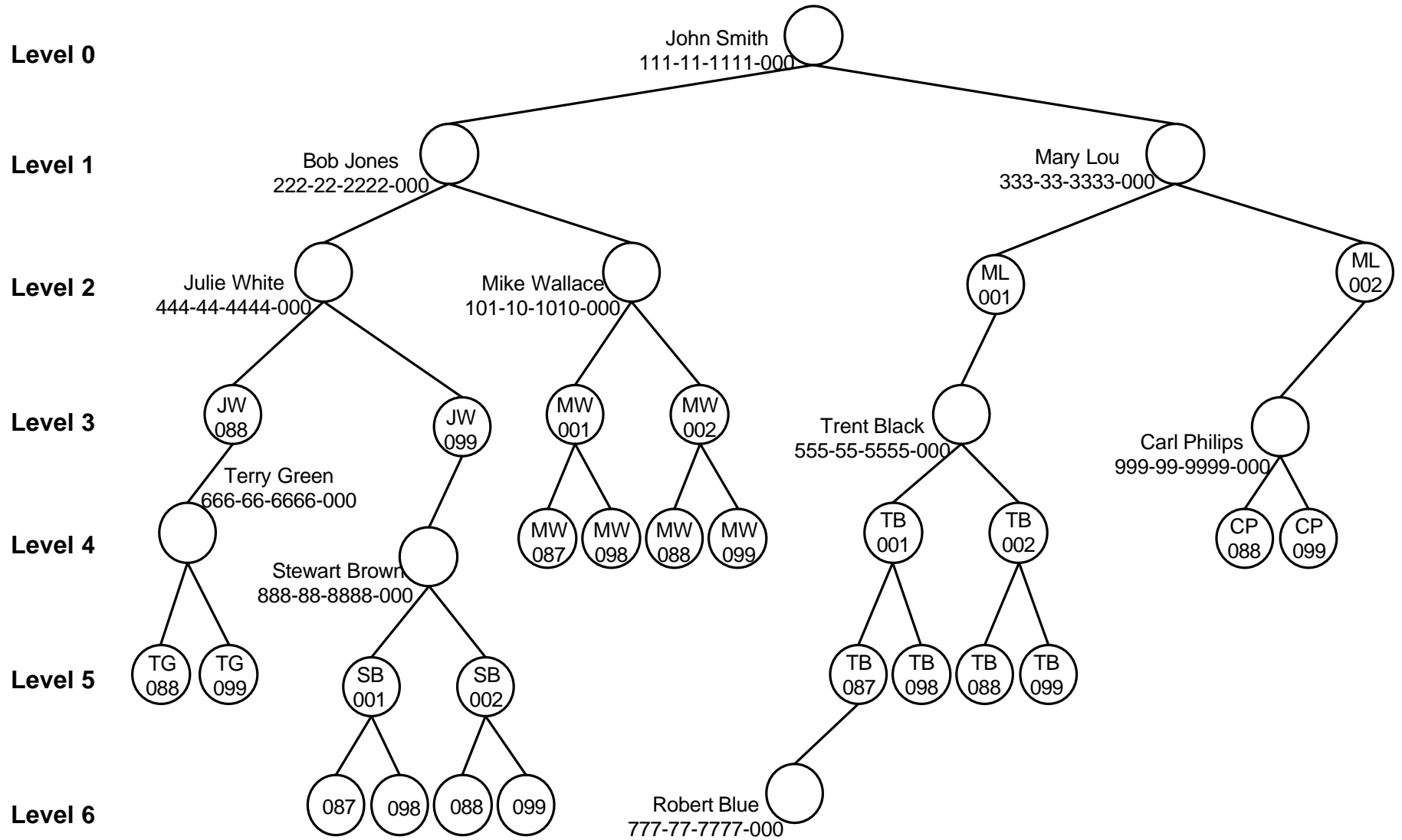
Example: On the Sample Split Genealogical Listing, Julie White –099 position is on level 3. Subtract 1 from 3 the answer is 2. Julie White –000 is the first name up the level column that is on level 2. Draw Julie White –099 position on the right hand side of Julie white –000 position.

Step 4: When you have completed all of the Left side, you can start on the Right side of the organization. Begin the Right side by drawing a circle on the Right side of the top circle. This is the person at Level 1. Label it with the person’s name and/or the Team National ID#. Go to Step 3 and repeat that Step until all of the Right side is drawn. Congratulations you have now drawn an “Organization Chart”

Suggestions:

1. Practice with the Sample Split Genealogy Report and Organization Chart provided.
2. Customer Services at Team National will not suggest where to “Place” someone in your organization. After you have drawn your Organization Chart spend some time and study it. Make some projections. Calculate your potential commissions. Then create your own strategies.
3. It is very important that you have a subscription to “Genealogy Information-on-Demand” so you can print the Split Genealogy Report at any time. It also provides you with an “Organization Summary” and a “Status Report” which will help you with your placements. If you currently do not have a “Genealogy Information-on-Demand” subscription, please go to the website at www.bign.com, click on “IMD’s” then click on “Information on demand” then “Forms” then “Applications & Finance Agreement” then “Benefit & product Genealogy Subscription” to get a subscription form..
4. Remember, every time you host a new sale you should always refer to your Organization Chart. This is your business and you should take the time to make every placement count. **Changes to Applications can not be made after you have sent the paper work to Team National.**

Sample Organization Chart



SPLIT GENEALOGICAL LISTING

TODAYS DATE 11/25/97 (1)
 LISTING FOR SS #111-11-1111-00 (2)

LEFT SIDE

RIGHT SIDE

LEVEL	TEAM NATIONAL ID	ENTER DATE	AMT PD	NAME	LEVEL	TEAM NATIONAL ID	ENTER DATE	AMT PD	NAME
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0	(4) 111-11-1111-000	(5) 01/17/97	0.00	JOHN SMITH (7)	0	111-11-1111-000	01/17/97	0.00	JOHN SMITH
1	222-22-2222-000	01/19/97	795.00	BOB JONES	1	333-33-3333-000	01/24/97	795.00	MARY LOU
2	444-44-4444-000	01/30/97	795.00	JULIE WHITE	2	333-33-3333-099	02/19/97	0.00	MARY LOU
3	444-44-4444-088	02/19/97	0.00	JULIE WHITE	3	555-55-5555-000	02/04/97	2195.00	TRENT BLACK
4	666-66-6666-000	02/05/97	0.00	TERRY GREEN	4	555-55-5555-001	02/04/97	0.00	TRENT BLACK
5	666-66-6666-088	02/05/97	0.00	TERRY GREEN	5	555-55-5555-087	02/04/97	0.00	TRENT BLACK
3	444-44-4444-099	02/19/97	0.00	TERRY GREEN	6	777-77-7777-000	02/11/97	0.00	ROBERT BLUE
4	888-88-8888-000	02/07/97	2195.00	JULIE WHITE	5	555-55-5555-098	02/04/97	0.00	TRENT BLACK
5	888-88-8888-001	02/07/97	0.00	STEWART BROWN	4	555-55-5555-002	02/04/97	0.00	TRENT BLACK
6	888-88-8888-087	02/07/97	0.00	STEWART BROWN	5	555-55-5555-088	02/04/97	0.00	TRENT BLACK
6	888-88-8888-098	02/07/97	0.00	STEWART BROWN	5	555-55-5555-099	02/04/97	0.00	TRENT BLACK
5	888-88-8888-002	02/07/97	0.00	STEWART BROWN	2	333-33-3333-088	02/19/97	0.00	MARY LOU
6	888-88-8888-088	02/07/97	0.00	STEWART BROWN	3	999-99-9999-000	02/11/97	795.00	CARL PHILIPS
6	888-88-8888-099	02/07/97	0.00	STEWART BROWN	4	999-99-9999-088	02/11/97	0.00	CARL PHILIPS
2	101-10-1010-000	02/07/97	2195.00	MIKE WALLACE	4	999-99-9999-099	02/11/97	0.00	CARL PHILIPS
3	101-10-1010-001	02/07/97	0.00	MIKE WALLACE					
4	101-10-1010-087	02/07/97	0.00	MIKE WALLACE					
4	101-10-1010-098	02/07/97	0.00	MIKE WALLACE					
3	101-10-1010-002	02/07/97	0.00	MIKE WALLACE					
4	101-10-1010-088	02/07/97	0.00	MIKE WALLACE					
4	101-10-1010-099	02/07/97	0.00	MIKE WALLACE					

Left Count Total: 21 (8)
 Left Count Current: 9 (6)

Right Count Total: 14
 Right Count Current: 5

1. Date of Report
2. Top/PayPoint Position for report.
3. Level -- top position is level 0 and does not count in it's own structure.
4. ID of each PayPoint in the organization.
5. Entry Date -- this is the date Team National receives the application.
6. Price paid on entry.
7. Name on application.
8. Total count (all positions) for left or right side.
9. Current count for left or right side -- this is what you are paid on.