TLC's GOLD **STANDARDS**





Individual Team Reviews TWICE ANNUALLY

Scripting Camp Annually until 100 PVA (Then Consider **Changing Frequency**)



Student 4 Loan DEBT FREE within 10

90% **Collections**

95% Kept **Appointments**

10

100



95% NP Conversions



Scripting Camp. 1 Full Time CA 80-120

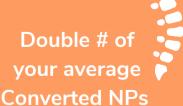


OH Covered

Minimum 5 TLC Events

Attended Annually per DC per

SWS Attendance Weekly





Daily GAS CARD

OH: 45%



OH: 75%

4-6% **Annual** Growth

Financial Camp Annual Attendance until at IDEAL **DVA - Collections 90%** OH 50% or Below



TLC's TIME STANDARDS



Day 1 Six Steps

Minutes

12



Day 2 Thirteen steps 28 - 35 Minutes

Quarterly **Trainings** hours



20-30

30 **Minutes Every** Session



Anniversary 10 - 15



Eight Steps

Day 2 12-15 **Minutes**

Ripped and Rich: You, your backpack, & a plane ticket to a TLC event



RROF Inflow Regular OV Time + 3 Minutes



Team **Trainings** 45 minutes



8 - 20

Workshops 30 **Minutes**





Huddles 3 minutes



Spontaneous Trainings 3 Minutes

