

# Placing Philosophies

## Primary Action Steps

1. Recruit 3 Frontline
2. Switch to Manual Placement
3. Place all new personal recruits according to the placing rules until you hit Director

## Placing Rules

- Never place your personal recruits to promote someone unless it's for your personal promotion; **don't create positional leaders**
- Place your personal recruits in 3 legs until you achieve Director
- When you achieve Director, start a 4<sup>th</sup> leg
- When 2 separate legs achieve Director, start a 5<sup>th</sup> leg
- Start a new leg every time another leg achieves Director
- When placing, follow the guide below:
  1. Identify your weakest leg (fewest recruits, least potential)
  2. In your weakest leg, identify its strongest leg (most recruits, most potential)
  3. Place your newest personal recruit at the bottom of this leg

For clarification, consult with your upline Executive Director