***Start here: Bills @ $5k a month.***

**November 2020- 70- @2500 (warm market recruiting)**

**December 2020- 70 @2500 ($5000 personal APV)**

**January 2021-75 @5000 add 1 writer (cold market recruiting)**

**February 2021- 75 @5000 ($10000 personal APV)**

**March 2021- 80 @10000 add 2 writers**

**April 2021- 80 @10000 ($10k personal APV, plus half of what you need from 2 writers)**

**May 2021-85 @15000 add 3 writers**

**June 2021-85 @15000 ($10k personal APV, plus half of what you need from 3 writers)**

**July 2021-90 @30000**

**August 2021- 90 @30000 (Agency Owner) 6 writers- ($10k personal APV and half of what you need from ALL 6 writers)**

**September 2021-95**

**October 2021-95 *12 MONTH MARK***

 ***20 packets a month from 20 conversations a week. Its called 20:20 vision!!***

**November 2021**

**December 2021**