

## Overview of Controlled Study

### Conditions of Controlled Study:

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- The sales of the company were in a declining state.
- The company assigned Global Partners eight field leaders to work with. Four were women and four were men. They ranged in ages from 28 to 63 years. Four were Canadian and four were American. All had been with the company for a minimum of five years.
- The progress of these eight field sales leaders was measured against the performance of the rest of the field leaders in North America.
- The study was conducted over the course of one year. No intervention was to be made in the first five months of the study to establish the trend of these leaders businesses in relation to the rest of the field leaders businesses in North America. Global Partners would begin to implement their business processes, education and support services in the sixth month and would then work with the field leaders for a total of seven months.
- The income earned (check amount) and the organizational volumes were both measured.

### Distributor #1 Test Results

These figures demonstrate the months **preceding** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
Apr. 1999	\$24,258	\$452,333
May 1999	\$22,157	\$413,272
June 1999	\$23,005	\$425,103
July 1999	\$21,675	\$389,989
Aug. 1999	\$21,323	\$370,901

These figures demonstrate the months **following** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
Sept. 1999	\$23,638	\$420,640
Oct. 1999	\$26,862	\$488,421
Nov. 1999	\$26,247	\$477,488
Dec. 1999	\$20,602	\$367,162
Jan. 2000	\$22,636	\$410,431
Feb. 2000	\$24,319	\$458,850
Mar. 2000	\$28,708	\$529,431

**Distributor #2 Test Results**

These figures demonstrate the months **preceding** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
April 1999	\$12,412	\$170,333
May 1999	\$12,141	\$150,782
June 1999	\$12,175	\$154,748
July 1999	\$11,603	\$151,783
Aug. 1999	\$11,659	\$159,720

These figures demonstrate the months **following** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
Sept. 1999	\$10,915	\$171,288
Oct. 1999	\$12,225	\$180,078
Nov. 1999	\$11,413	\$170,212
Dec. 1999	\$10,673	\$157,162
Jan. 2000	\$11,455	\$162,601
Feb. 2000	\$11,408	\$178,246
Mar. 2000	\$13,517	\$223,980

**Distributor #3 Test Results**

These figures demonstrate the months **preceding** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
April 1999	\$8,859	\$152,881
May 1999	\$8,765	\$156,269
June 1999	\$9,218	\$151,346
July 1999	\$8,759	\$148,140
Aug. 1999	\$7,812	\$138,357

These figures demonstrate the months **following** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
Sept. 1999	\$9,417	\$160,788
Oct. 1999	\$9,777	\$170,590
Nov. 1999	\$9,203	\$150,342
Dec. 1999	\$8,923	\$138,871
Jan. 2000	\$8,825	\$137,742
Feb. 2000	\$9,310	\$157,544
Mar. 2000	\$11,147	\$182,350

**Distributor #4 Test Results**

These figures demonstrate the months **preceding** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
April 1999	\$2,956	\$57,021
May 1999	\$3,963	\$54,447
June 1999	\$4,037	\$54,578
July 1999	\$2,060	\$47,896
Aug. 1999	\$3,599	\$49,274

These figures demonstrate the months **following** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
Sept.1999	\$3,635	\$46,811
Oct. 1999	\$3,915	\$52,259
Nov. 1999	\$4,144	\$52,456
Dec. 1999	\$3,596	\$48,257
Jan. 2000	\$3,483	\$46,340
Feb. 2000	\$4,317	\$58,789
Mar. 2000	\$4,562	\$59,182

**Distributor #5 Test Results**

These figures demonstrate the months **preceding** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
April 1999	\$4,594	\$79,417
May 1999	\$5,028	\$85,147
June 1999	\$4,703	\$77,296
July 1999	\$4,871	\$70,434
Aug. 1999	\$4,531	\$71,839

These figures demonstrate the months **following** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
Sept. 1999	\$4,308	\$80,751
Oct. 1999	\$3,505	\$89,513
Nov. 1999	\$4,662	\$77,041
Dec. 1999	\$4,726	\$72,093
Jan. 2000	\$4,442	\$72,813
Feb. 2000	\$5,332	\$89,261
Mar. 2000	\$6,814	\$99,242

**Distributor #6 Test Results**

These figures demonstrate the months **preceding** the implementation of Global Partners' business process, education and services.

<b>Month</b>	<b>Check Amount</b>	<b>Organizational Volume</b>
April 1999	\$5,682	\$87,771
May 1999	\$5,371	\$87,111
June 1999	\$4,862	\$87,329
July 1999	\$4,542	\$75,675
Aug. 1999	\$3,862	\$75,128

These figures demonstrate the months **following** the implementation of Global Partners' business process, education and services.

<b>Month</b>	<b>Check Amount</b>	<b>Organizational Volume</b>
Sept. 1999	\$5,006	\$73,137
Oct. 1999	\$3,804	\$72,774
Nov. 1999	\$4,422	\$83,400
Dec. 1999	\$4,218	\$76,149
Jan. 2000	\$3,573	\$67,849
Feb. 2000	\$3,861	\$81,028
Mar. 2000	\$6,042	\$103,673

**Distributor #7 Test Results**

These figures demonstrate the months **preceding** the implementation of Global Partners' business process, education and services.

<b>Month</b>	<b>Check Amount</b>	<b>Organizational Volume</b>
April 1999	\$3,323	\$45,089
May 1999	\$2,650	\$42,771
June 1999	\$2,917	\$46,645
July 1999	\$3,344	\$46,714
August 1999	\$2,259	\$43,551

These figures demonstrate the months **following** the implementation of Global Partners' business process, education and services.

<b>Month</b>	<b>Check Amount</b>	<b>Organizational Volume</b>
Sept. 1999	\$3,488	\$48,031
Oct. 1999	\$3,390	\$52,412
Nov. 1999	\$3,962	\$60,308
Dec. 1999	\$3,097	\$42,744
Jan. 2000	\$3,919	\$54,360
Feb. 2000	\$4,555	\$59,451
Mar. 2000	\$5,259	\$67,615

### Distributor #8 Test Results

These figures demonstrate the months **preceding** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
April 1999	\$30,326	\$2,175,000
May 1999	\$25,254	\$1,338,000
June 1999	\$26,026	\$1,366,000
July 1999	\$26,612	\$1,245,000
Aug. 1999	\$29,403	\$1,147,000

These figures demonstrate the months **following** the implementation of Global Partners' business process, education and services.

Month	Check Amount	Organizational Volume
Sept. 1999	\$40,488	\$1,955,000
Oct. 1999	\$42,703	\$2,607,000
Nov. 1999	\$42,561	\$2,490,000
Dec. 1999	\$35,656	\$2,285,000
Jan. 2000	\$36,114	\$2,265,000
Feb. 2000	\$41,986	\$2,594,000
Mar. 2000	\$50,876	\$3,228,000

### Results of the Controlled Study

- During the first five months of the study, the period of no intervention, the sales (organizational volume) of the eight leaders declined 12.78%, while the rest of the field leaders declined 12.38%.
- At the end of seven months where Global Partners' processes, education and support services were implemented **the organizational volume of the eight leaders increased by 40.37%**. During this same period the rest of the North American field leaders experienced a further decline in sales of 12.61%. **This is a total difference of 52.98%**.
- It was determined that with the implementation of a proper structure, made up of processes, education, and support services, predictable behaviour that generates predictable results can be achieved.