

important?

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LTSV is Leadership Team Sales Volume, and it is a measurement used to determine the health of each of your 1st Generation (G1) Brand Representative's organizations. A G1 Brand Representative's LTSV is calculated by taking the sum of all your G1-G6 Sales Volume from that specific G1 Brand Representative line.

A G1 Brand Representative that has at least 10,000 LTSV is called a Leadership Team. To achieve Velocity Titles of Emerald Director and above (and therefore earn the Leading Bonus on deeper generations), you'll need to work to help your Brand Representatives thrive and assisting them in becoming a Leadership Team.

