



**BARRIER BUSTING
S A L E S**

MILLION DOLLAR ROUND TABLE GOAL LEVEL SCORES

Tier	Goal Level Score (%)	Production Requirement 1988	Production Requirement 2018
MDRT Top of the Table	64	\$240,000	\$570,000
MDRT (basic)	46	\$40,000	\$95,000
Non-MDRT	39	N/A	N/A

www.barrierbustingsales.com

Excerpt from "Relentless: The Science of Barrier-Busting Sales" by Suzanne C. Dudley
and Trelitha R. Bryant.

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