

QSSC LEADERSHIP PLANNING WORKSHEET

Compensation Plan: Effective Feb. 2021
UNITED STATES

Name: _____ FIN: _____ Start Month: _____

___ **1. Your Qualifications:** I have qualified for PB. _____ **PB** (Required for Title)

Enter current month PB & POB volume and track your progress.

There are 5 ways to get paid in our JP+ Compensation Plan. You've already experienced some of them including Sales Profit, Commissions, Title Rewards and Performance Bonus (PB). To maximize your earnings and consistently earn this 3% bonus, it's important to stay PB qualified. SC's and above are also eligible to qualify for an additional 3% Promote Out Bonus (POB). Although POB is not required for QSSC promotion, it is critical to growing your paycheck and your business. Enter current month POB volume & track progress: _____ **POB**

___ **2. Team Volume:** I have the volume required averaging 6,000 per month over any 2 consecutive months.

If you have a line that is over 3,600 in Payline Volume, see formula in #5 below.

Month 1: _____ + Month 2: _____ = **Payline Total** Red = Needed

Black = Extra

For Title & \$1,000 Title Reward, 12,000 Payline Volume is required over any 2 consecutive months. Consult 12 Mo Analysis Report to see official Payline Volume for both months.

___ **3. Team Structure:** I have 3 QSC Lines or above. List names and titles.

All structure must be in place for 2 months. Must be promoted by month 1 of 2.

1. _____ 2. _____ 3. _____

BONUS REQUIREMENTS

___ **4.** I have 1 Active PB Line that contains 2 Active Team Members each achieving 175 PV in Customer Volume.

All bonus requirements must be in place for 2 months.

You can easily find your Active PB Lines at a glance in Column 4 on your PV Report.

You can easily find your Active Team Members at a glance in Column 6 on your PV Report.

List Name of Active PB Line _____

List 2 Active Team Members in PB Line 1. _____

2. _____

___ **5.** I will only count 3,600 payline volume from any one line. Use formula to adjust your payline if needed.

Formula if you have a line over 3,600 for QSSC

Payline Base: _____

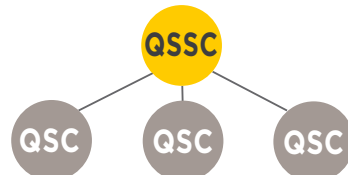
- Payline of 60% line _____

= Payline w/out 60% line _____

+ 3,600 counts from 60% line _____

= Adjusted Payline Base: _____

QSSC TEAM STRUCTURE



1 Active PB Line / 2 Active Team Members



5 QUALIFYING SENIOR SALES COORDINATOR (QSSC)

Compensation Plan: Effective Feb. 2021
UNITED STATES

To track your qualifications in real time, see VO dashboard. To track PB and POB from previous months, see PB Col 4 and POB Col 5 on PV Report & 12 Mo Analysis.

YOUR QUALIFICATIONS

- Commissions: 175 PV is required from you, your customers or your Partner's customers.
- Performance Bonus (PB): 1,800 PB volume is required to receive the 3% PB.
PB volume comes from you, your customers, your Partners and Partner+s.
- Promote Out Bonus (POB): 5,400 POB volume is required to receive the 3% POB.
POB volume comes from you, your customers, your Partners and Partner+s and QSCs. Qualifying for POB is recommended but not required for promotion to QSSC.

TEAM VOLUME

- A total of 12,000 Payline Volume over a consecutive 2 month period averaging 6,000 per month.
- Second month Payline Volume must be 6,000 or greater.
- Maximum of 60% of 6,000 Payline Volume (3,600) can contribute for promotion from any one line.

TEAM STRUCTURE

- 3 QSC Lines or above.

BONUS REQUIREMENTS

- 1 Active PB Line, must contain 2 Active Team Members each achieving 175 PV.
An Active Team Member has 175 in Customer Volume found in Column 6 on PV Report.

YOU EARN

- QSSC Title & \$1,000 Title Reward - Achieve above requirements any 2 consecutive months.
- For complete details consult the "Phase 2 Compensation Plan" document.

ELIGIBLE EARNINGS:

- Promotion to QSSC
- \$1,000 Title Reward
- Leads from Company
- Personal Development Course
- Sales Profit
- 15% Commission
- 3% Performance Bonus up to 4 Generations
- 3% Promote Out Bonus
- Business Investment Bonus
 - > Meet structure requirements on chart
 - > \$750 earnings required on previous month's paycheck
 - > Up to \$500 Payout

QSSC TEAM STRUCTURE



1 Active PB Line / 2 Active Team Members

PB Line	POB Line	Pay Out
1	0	5%
1	1	10%
2	1	15%