

# SSC LEADERSHIP PLANNING WORKSHEET

Compensation Plan: *Effective Feb. 2021*  
UNITED STATES

Name: \_\_\_\_\_ FIN: \_\_\_\_\_ Start Month: \_\_\_\_\_

\_\_\_ **1. Your Qualifications:** I have qualified my business. \_\_\_\_\_ 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. To maximize your earnings and consistently earn this 3% bonus, it's important to stay PB qualified. SC's and above are eligible to qualify for an additional 3% Promote Out Bonus (POB). Although POB is not a requirement for promotion, it is critical to growing your paycheck and your business. Track POB progress here: \_\_\_\_\_ POB

\_\_\_ **2. Team Volume:** I have the volume required averaging 12,000 per month over any 2 consecutive months.  
If you have a line that is over 7,200 in Payline Volume, see formula in #5 below.

Month 1: \_\_\_\_\_ + Month 2: \_\_\_\_\_ = **Payline Total**     **Red = Needed**  
\_\_\_\_\_ **Black = Extra**

For Title & \$2,500 Title Reward, 24,000 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 1 SC and 2 QSC or above Lines. 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 2 Active PB Lines that contain 3 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.

**Active PB Line 1:** \_\_\_\_\_

**Active PB Line 2:** \_\_\_\_\_

List 3 Active Team Members in Line 1

List 3 Active Team Members in Line 2

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

\_\_\_ **5.** I will only count 7,200 payline volume from any one line. Use formula to adjust your payline if needed.

**Formula if you have a line over 7,200 for SSC**

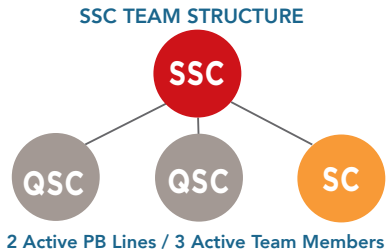
Payline Base: \_\_\_\_\_

- Payline of 60% line \_\_\_\_\_

= Payline w/out 60% line \_\_\_\_\_

+ 7,200 counts from 60% line \_\_\_\_\_

= Adjusted Payline Base: \_\_\_\_\_



# 6 SENIOR SALES COORDINATOR (SSC)

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 SSC.*

## TEAM VOLUME

- A total of 24,000 Payline Volume over a consecutive 2 mo. period averaging 12,000 per mo.
- Second month Payline Volume must be 12,000 or greater.
- Maximum of 60% of 12,000 Payline Volume (7,200) can contribute for promotion from any one line.

## TEAM STRUCTURE

- 1 SC Line or above.
- 2 QSC Lines or above.

## BONUS REQUIREMENTS

- 2 Active PB Lines each must contain 3 Active Team Members each achieving 175 PV.  
*An Active Team Member has 175 in Customer Volume found in Column 6 on PV Report.*

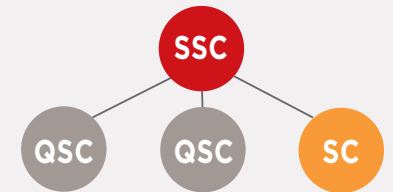
## YOU EARN

- SSC Title & \$2,500 Title Reward - Achieve above requirements any 2 consecutive months.
- For complete details consult the "Phase 2 Compensation Plan" document.

## ELIGIBLE EARNINGS:

- Promotion to SSC
- \$2,500 Title Reward
- Holiday Check
- Leads from Company
- Bootcamp Voucher
- Sales Profit
- 15% Commission
- 3% Performance Bonus up to 4 Generations
- 3% Promote Out Bonus
- Business Investment Bonus
  - > Meet structure requirements on chart
  - > \$1,000 earnings required on previous month's paycheck
  - > Up to \$750 Payout

### SSC TEAM STRUCTURE



PB Line	POB Line	Pay Out
2	0	10%
2	1	15%
3	2	20%