

# QNMD LEADERSHIP PLANNING WORKSHEET

Compensation Plan: Effective Feb. 2021  
UNITED STATES

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

\_\_\_ **1. Your Qualifications:** I have qualified for PB & POB. \_\_\_\_\_ PB \_\_\_\_\_ POB  
Enter current month PB & POB volume and track your progress.

\_\_\_ **2. Team Volume:** I have the volume required averaging 24,000 per month over any 2 consecutive months.  
If you have a line that is over 14,400 in Payline Volume, see formula in #6 below.

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

For Title & \$5,000 Title Reward, 48,000 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 SC and 1 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. \_\_\_\_\_ 4. \_\_\_\_\_

## BONUS REQUIREMENTS

\_\_\_ **4.** I have 3 Active PB Lines that contain 4 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 Names of PB Qualified Lines	List # of Active Team Members	2 Consecutive Months
Name PB 1: _____	_____ Active Team Members	_____ For 2 Months
Name PB 2: _____	_____ Active Team Members	_____ For 2 Months
Name PB 3: _____	_____ Active Team Members	_____ For 2 Months

\_\_\_ **5.** I have 2 POB Lines in both my qualifying months. List name of each POB Qualified Line.

You can easily find your POB Lines at a glance in the POB Column on your PV Report.

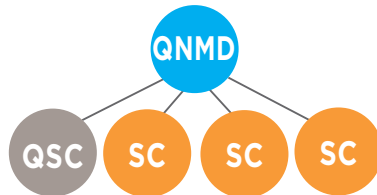
1. \_\_\_\_\_ 2. \_\_\_\_\_

\_\_\_ **6.** I will only count 14,400 payline volume from any one line. Use formula to adjust your payline if needed.

### Formula if you have a line over 14,400 for QNMD

Payline Base: \_\_\_\_\_  
- Payline of 60% line \_\_\_\_\_  
= Payline w/out 60% line \_\_\_\_\_  
+ 14,400 counts from 60% line \_\_\_\_\_  
= Adjusted Payline Base: \_\_\_\_\_

### QNMD TEAM STRUCTURE



3 Active PB Lines / 4 Active Team / 2 POB Lines

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# 7 QUALIFYING NATIONAL MARKETING DIRECTOR (QNMD)

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 commission volume is required to receive commissions.
- Performance Bonus (PB): 1,800 PB volume is required to receive the 3% PB.
- Promote Out Bonus (POB): 5,400 POB volume is required to receive the 3% POB.

## TEAM VOLUME

- A total of 48,000 Payline Volume over a consecutive 2 mo. period averaging 24,000 per mo.
- Second month Payline Volume must be 24,000 or greater.
- Maximum of 60% of 24,000 Payline Volume (14,400) can contribute for promotion from any one line.

## TEAM STRUCTURE

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

## BONUS REQUIREMENTS

- 3 Active PB Lines each must contain 4 Active Team Members each achieving 175 PV.  
An Active Team Member has 175 in Customer Volume found in Column 6 on PV Report.
- 2 POB Lines.

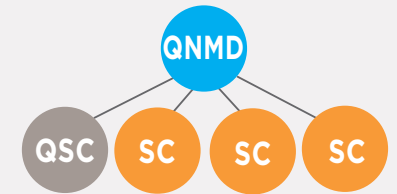
## YOU EARN

- QNMD Title & \$5,000 Title Reward - Achieve above requirements any 2 consecutive months.
- For complete details consult the "Phase 2 Compensation Plan" document.

## ELIGIBLE EARNINGS:

- Promotion to QNMD
- \$5,000 Title Reward
- Benefits Package
- Holiday Check
- Leads from Company
- Leadership School
- Sales Profit
- 15% Commission
- 3% Performance Bonus up to 5 Generations
- 3% Promote Out Bonus
- Business Investment Bonus
  - > Meet structure requirements on chart
  - > \$1,500 earnings required on previous month's paycheck
  - > Up to \$1,000 Payout

### QNMD TEAM STRUCTURE



3 Active PB Lines / 4 Active Team / 2 POB Lines

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