

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.

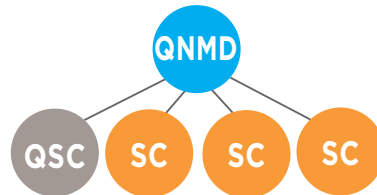
1. _____ 2. _____

___ **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.

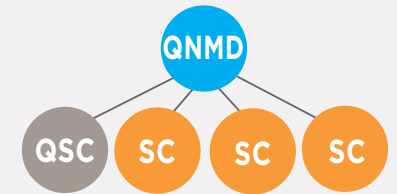
YOU EARN

- 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% |