

# NMD 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

\_\_\_ **2. Team Volume:** I have the volume required averaging 48,000 per month over any 3 consecutive months.  
If you have a line that is over 28,800 in Payline Volume, see formula in #6 below.

Month 1: \_\_\_\_\_ + Month 2: \_\_\_\_\_ + Month 3: \_\_\_\_\_ = **Payline Total** **Red = Needed**

For Title & \$5,000 Title Reward, 96,000 Payline Volume is required over any 2 consecutive months. \_\_\_\_\_ **Black = Extra**  
For remaining \$5,000 Title Reward, 144,000 Payline Volume is required over any 3 consecutive months.

\_\_\_ **3. Team Structure:** I have 5 SC or above Lines. List names and titles. See required months.

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_ 4. \_\_\_\_\_ 5. \_\_\_\_\_

## BONUS REQUIREMENTS

\_\_\_ **4.** I have 5 Active PB Lines that contain 5 Active Team Members each achieving 175 PV in Customer Volume.

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 Mos.	**3 Consecutive Mos.
PB 1: _____	_____ Active Team Members	___ For 2 Months	___ For 3 Months
PB 2: _____	_____ Active Team Members	___ For 2 Months	___ For 3 Months
PB 3: _____	_____ Active Team Members	___ For 2 Months	___ For 3 Months
PB 4: _____	_____ Active Team Members	___ For 2 Months	___ For 3 Months
PB 5: _____	_____ Active Team Members	___ For 2 Months	___ For 3 Months

\* For Title & \$5,000 Title Reward, 5 Active PB Lines are required over any 2 consecutive months.  
\*\* For remaining \$5,000 Title Reward, 5 Active PB Lines are required over any 3 consecutive months.

\_\_\_ **5.** I have 3 POB Lines. 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. \_\_\_\_\_ 3. \_\_\_\_\_

For Title & \$5,000 Title Reward, 3 POB Lines are required over any 2 consecutive months.  
For remaining \$5,000 Title Reward, 3 POB Lines are required over any 3 consecutive months.

\_\_\_ **6.** I will only count 28,000 payroll volume from any one line. Use formula to adjust your payroll if needed.

**Formula if you have a line over 28,800 for NMD**

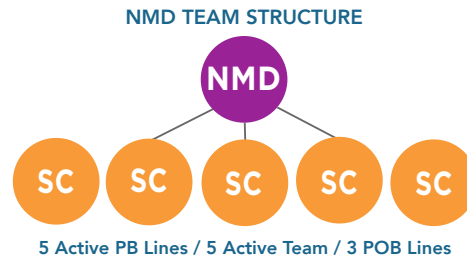
Payline Base: \_\_\_\_\_

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

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

+ 28,800 counts from 60% line \_\_\_\_\_

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



# 8 NATIONAL MARKETING DIRECTOR (NMD)

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 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 144,000 Payline Volume over a consecutive 3 mo. period averaging 48,000 per mo.
- Third month Payline Volume must be 48,000 or greater.
- Maximum of 60% of 48,000 Payline Volume (28,800) can contribute for promotion from any one line.

## TEAM STRUCTURE

- 5 SC Lines or above.

## BONUS REQUIREMENTS

- 5 Active PB Lines each must contain 5 Active Team Members each achieving 175 PV.  
*An Active Team Member has 175 in Customer Volume found in Column 6 on PV Report.*
- 3 POB Lines.

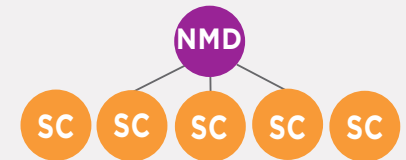
## YOU EARN

- NMD Title & \$5,000 Title Reward - Achieve above requirements any 2 consecutive months.
- Remaining \$5,000 Title Reward - Achieve above requirements any 3 consecutive months.
- For complete details consult the "Phase 2 Compensation Plan" document.

## ELIGIBLE EARNINGS:

- Promotion to NMD
- \$10,000 Title Reward (50% / 50%)
- Benefits Package
- Holiday Check
- NMD Support
- Sales Profit
- 15% Commission
- 3% Performance Bonus up to 5 Generations
- 3% Promote Out Bonus
- Business Investment Bonus
  - > Meet structure requirements on chart
  - > \$2,500 earnings required on previous month's paycheck
  - > Up to \$3,000 Payout

### NMD TEAM STRUCTURE



PB Line	POB Line	Pay Out
4	2	10%
4	3	15%
5	3	20%