

EMD 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 required Payline Volume averaging 144,000 per month over 4 consecutive months.
If you have a line that is over 72,000 in Payline Volume, see formula in #6 below.

Mo 1 _____ + Mo 2 _____ + Mo 3 _____ + Mo 4 _____ = Payline Total **Red = Needed**

For Title & \$10,000 Title Reward, 432,000 Payline Volume is required over any 3 consecutive months.

For remaining \$10,000 Title Reward, 576,000 Payline Volume is required over any 4 consecutive months.

Black = Extra

___ **3. Team Structure:** I have 2 QSSC and 3 SC or above Lines. List names and titles. See required months.

1. _____ 2. _____ 3. _____ 4. _____ 5. _____

BONUS REQUIREMENTS

___ **4.** I have 6 Active PB Lines that contain 6 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 *3 Consecutive Mos. **4 Consecutive Mos.

PB 1: _____ Active Team Members _____ For 3 Months _____ For 4 Months

PB 2: _____ Active Team Members _____ For 3 Months _____ For 4 Months

PB 3: _____ Active Team Members _____ For 3 Months _____ For 4 Months

PB 4: _____ Active Team Members _____ For 3 Months _____ For 4 Months

PB 5: _____ Active Team Members _____ For 3 Months _____ For 4 Months

PB 6: _____ Active Team Members _____ For 3 Months _____ For 4 Months

* For Title & \$10,000 Title Reward, 6 Active PB Lines are required over any 3 consecutive months.

** For remaining \$10,000 Title Reward, 6 Active PB Lines are required over any 4 consecutive months.

___ **5.** I have 4 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. _____ 4. _____

For Title & \$10,000 Title Reward, 4 POB Lines are required over any 3 consecutive months.

For remaining \$10,000 Title Reward, 4 POB Lines are required over any 4 consecutive months.

___ **6.** I will only count 72,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

Formula if you have a line over 72,000 for EMD

Payline Base: _____

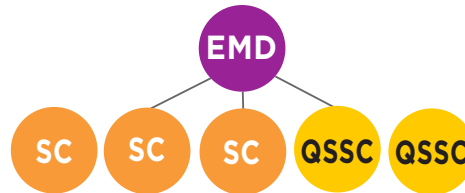
- Payline of 50% line _____

= Payline w/out 50% line _____

+ 72,000 counts from 50% line _____

= Adjusted Payline Base: _____

EMD TEAM STRUCTURE



6 Active PB Lines / 6 Active Team / 4 POB Lines

10 EXECUTIVE MARKETING DIRECTOR (EMD)

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YOUR QUALIFICATIONS

- Commissions
- Performance Bonus (PB)
- Promote Out Bonus (POB)

TEAM VOLUME

- A total of 576,000 Payline Volume over a consecutive 4 month period averaging 144,000 per month.
- Fourth month Payline Volume must be 144,000 or greater.
- Maximum of 50% of 144,000 Payline Volume (72,000) can contribute for promotion from any one line.

TEAM STRUCTURE

- 2 Qualifying Senior Sales Coordinator Lines or above.
- 3 Sales Coordinator Lines or above.

BONUS REQUIREMENTS

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

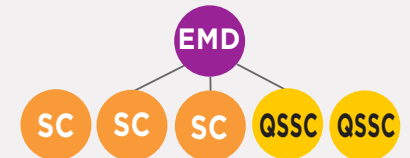
YOU EARN

- EMD Title & \$10,000 Title Reward-Achieve above requirements any 3 consecutive months.
- Remaining \$10,000 Title Reward-Achieve above requirements any 4 consecutive months.
- For complete details consult the "Phase 2 Compensation Plan" document.

ELIGIBLE EARNINGS:

- Promotion to EMD
- \$20,000 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

EMD TEAM STRUCTURE



6 Active PB Lines / 6 Active Team / 4 POB Lines

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