

# PMD+ 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 400,000 per month for any 4 consecutive months.  
If you have a line that is over 200,000 in Payline Volume, see formula in #6 below.

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

For Title & \$15,000 Title Reward, 1,200,000 Payline Volume is required over any 3 consecutive months. \_\_\_\_\_ **Black = Extra**  
For remaining \$15,000 Title Reward, 1,600,000 Payline Volume is required over any 4 consecutive months.

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

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

## BONUS REQUIREMENTS

\_\_\_ 4. I have 7 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
PB 7: _____	_____ Active Team Members	___ For 3 Months	___ For 4 Months

\* For Title & \$15,000 Title Reward, 7 Active PB Lines are required over any 3 consecutive months.  
\*\* For remaining \$15,000 Title Reward, 7 Active PB Lines are required over any 4 consecutive months.

\_\_\_ 5. I have 5 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. \_\_\_\_\_ 5. \_\_\_\_\_

For Title & \$15,000 Title Reward, 5 POB Lines are required over any 3 consecutive months.  
For remaining \$15,000 Title Reward, 5 POB Lines are required over any 4 consecutive months.

\_\_\_ 6. I will only count 200,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

**Formula if you have a line over 200,000 for PMD+**

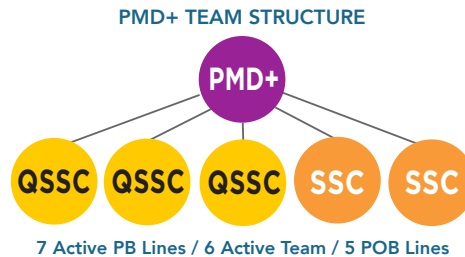
Payline Base: \_\_\_\_\_

- Payline of 50% line \_\_\_\_\_

= Payline w/out 50% line \_\_\_\_\_

+ 200,000 counts from 50% line \_\_\_\_\_

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



# 12 PRESIDENTIAL MARKETING DIRECTOR (PMD+)

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## YOUR QUALIFICATIONS

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

## TEAM VOLUME

- A total of 1,600,000 Payline Volume over a consecutive 4 month period averaging 400,000 per month.
- Fourth month Payline Volume must be 400,000 or greater.
- Maximum of 50% of 400,000 Payline Volume (200,000) can contribute for promotion from any one line.

## TEAM STRUCTURE

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

## BONUS REQUIREMENTS

- 7 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.*
- 5 POB Lines.

## YOU EARN

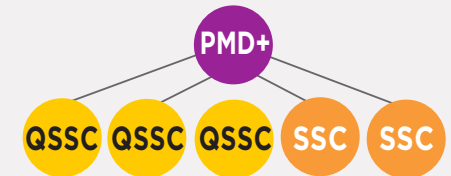
- PMD+ Title & \$15,000 Title Reward-Achieve above requirements any 3 consecutive months.
- Remaining \$15,000 Title Reward-Achieve above requirements any 4 consecutive months.
- For complete details consult the "Phase 2 Compensation Plan" document.

## ELIGIBLE EARNINGS:

- Promotion to PMD+
- \$30,000 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

### PMD+ TEAM STRUCTURE



**7 Active PB Lines / 6 Active Team / 5 POB Lines**

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