PMD LEADERSHIP PLANNING WORKSHEET

Compensation Plan: *Effective April 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 192,000 per month for any 4 consecutive months.

If you have a line that is over 96,000 in Payline Volume, see formula in #6 below.

Mo 1 _____ *+ Mo 2* _____ *+ Mo 3* _____ *+ Mo 4* _____ = **Payline Total** 0 | **Red = Needed** 0 | **Black = Extra**

For Title & $12,500 Title Reward, 576,000 Payline Volume is required over any 3 consecutive months.
For remaining $12,500 Title Reward, 768,000 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 & $12,500 Title Reward, 7 Active PB Lines are required over any 3 consecutive months.
** For remaining $12,500 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. _____

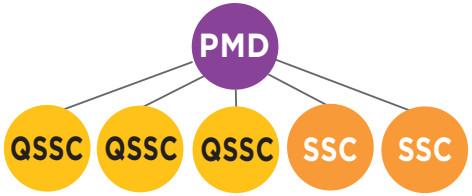
For Title & $12,500 Title Reward, 5 POB Lines are required over any 3 consecutive months.
For remaining $12,500 Title Reward, 5 POB Lines are required over any 4 consecutive months.

☐ **6.** I will only count 96,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

Formula if you have a line over 96,000 for PMD

Payline Base: _____
- Payline of 50% line _____
= Payline w/out 50% line 0
+ 96,000 counts from 50% line _____
= Adjusted Payline Base: 0

PMD TEAM STRUCTURE



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

10 PRESIDENTIAL MARKETING DIRECTOR (PMD)

Compensation Plan: *Effective April 2021*
UNITED STATES

YOUR QUALIFICATIONS

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

TEAM VOLUME

- A total of 768,000 Payline Volume over a consecutive 4 month period averaging 192,000 per month.
- Fourth month Payline Volume must be 192,000 or greater.
- Maximum of 50% of 192,000 Payline Volume (96,000) 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.

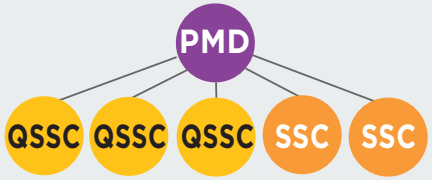
YOU EARN

- PMD Title & $12,500 Title Reward-Achieve above requirements any 3 consecutive months.
- Remaining $12,500 Title Reward-Achieve above requirements any 4 consecutive months.
- For complete details consult the "Phase 2 Compensation Plan" document.

;ELIGIBLE EARNINGS: _____

- **Promotion to PMD**
- **$25,000 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%