

IMD LEADERSHIP PLANNING WORKSHEET

Compensation Plan: *Effective Oct 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 80,000 per month for any 4 consecutive months.
If you have a line that is over 48,000 in Payline Volume, see formula in #5 below.

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

For Title & \$6,250 Title Reward, 240,000 Payline Volume is required over any 3 consecutive months.

For remaining \$6,250 Title Reward, 320,000 Payline Volume is required over any 4 consecutive months.

Black = Extra

BONUS REQUIREMENTS

___ **3.** I have 6 PB Lines.

You can easily find your PB lines at a glance in the PV Column on your PV Report, or on their 12 mo. "Performance Analysis"

Name of PB Lines	PB Volume	Red = Needed	*3 Consecutive Mos.	**4 Consecutive Mos.
PB1: _____	_____	_____	___ 3 Months	___ 4 Months
PB2: _____	_____	_____	___ 3 Months	___ 4 Months
PB3: _____	_____	_____	___ 3 Months	___ 4 Months
PB4: _____	_____	_____	___ 3 Months	___ 4 Months
PB5: _____	_____	_____	___ 3 Months	___ 4 Months
PB6: _____	_____	_____	___ 3 Months	___ 4 Months

* For Title & \$6,250 Title Reward, 6 PB Lines are required over any 3 consecutive months.

** For remaining \$6,250 Title Reward, 6 PB Lines are required over any 4 consecutive months.

___ **4.** I have 4 POB Lines.

You can easily find your POB Lines at a glance in the POB Column on your PV Report, or on their 12 mo. "Performance Analysis"

Name of POB Lines	POB Volume	Red = Needed	*3 Consecutive Mos.	**4 Consecutive Mos.
POB1: _____	_____	_____	___ 3 Months	___ 4 Months
POB2: _____	_____	_____	___ 3 Months	___ 4 Months
POB3: _____	_____	_____	___ 3 Months	___ 4 Months
POB4: _____	_____	_____	___ 3 Months	___ 4 Months

* For Title & \$6,250 Title Reward, 4 POB Lines are required over any 3 consecutive months.

** For remaining \$6,250 Title Reward, 4 POB Lines are required over any 4 consecutive months.

___ **5.** I will only count 48,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

(The calculator below can help you plan the volume needed to achieve PB, POB or a new PB Line.)

Formula if you have a line over 48,000 for IMD

Payline Base: _____
 - Payline of 60% line _____
 = Payline w/out 60% line _____
 + 48,000 counts from 60% line _____
 = Adjusted Payline Base: _____

Calculator to plan volume for next steps & Club Rewards

Select Product, P+ or QSC Quantity PV Total

_____ _____ _____

* Explore the Club Rewards # Clubs PB Lines

_____ _____ _____

A Partner will receive a "3 Club" Reward of \$300 when they have 3 PB qualifiers in their Payline.

* For more details on Clubs, Club Rewards and PB Lines, review our Compensation Plan, Phase 2, page 5 & 10.

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UNITED STATES



8 INTERNATIONAL MARKETING DIRECTOR (IMD)

To track your qualifications, see dashboard on Partner Portal. To track PB and POB from previous months, select Reports, then 12 month "Performance Analysis"

YOUR QUALIFICATIONS

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

TEAM VOLUME

- A total of 320,000 Payline Volume over a consecutive 4 mo. period averaging 80,000 per mo.
- Fourth month Payline Volume must be 80,000 or greater.
- Maximum of 60% of 80,000 Payline Volume (48,000) from any one line can contribute for promotion.

BONUS REQUIREMENTS

- 6 PB Lines
- 4 POB Lines

YOU EARN

- IMD Title & \$6,250 Title Reward-Achieve above requirements any 3 consecutive months.
- Remaining \$6,250 Title Reward-Achieve above requirements any 4 consecutive months.
(For complete details consult the "Phase 2 Compensation Plan" document).

ELIGIBLE EARNINGS:

- **Promotion to IMD**
- **\$12,500 Title Reward (50% / 50%)**
- **Benefits Package**
- **Holiday Check**
- **NMD Support**
- **Business Investment Bonus**
- **Sales Profit**
- **15% Commission**
- **25% on personal JP customers**
- **3% Performance Bonus up to 5 Generations**
- **3% Promote Out Bonus**

- > Meet structure requirements on chart
- > \$2,500 earnings required on previous month's paycheck
- > Up to \$3,000 Payout

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

EMD LEADERSHIP PLANNING WORKSHEET

Compensation Plan: *Effective Oct 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 120,000 per month over 4 consecutive months.
If you have a line that is over 72,000 in Payline Volume, see formula in #5 below.

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

For Title & \$7,500 Title Reward, 360,000 Payline Volume is required over any 3 consecutive months.

For remaining \$7,500 Title Reward, 480,000 Payline Volume is required over any 4 consecutive months.

Black = Extra

BONUS REQUIREMENTS

___ **3.** I have 6 PB Lines.

You can easily find your PB lines at a glance in the PV Column on your PV Report, or on their 12 mo. "Performance Analysis"

Name of PB Lines	PB Volume	Red = Needed	*3 Consecutive Mos.	**4 Consecutive Mos.
PB1: _____	_____	_____	___ 3 Months	___ 4 Months
PB2: _____	_____	_____	___ 3 Months	___ 4 Months
PB3: _____	_____	_____	___ 3 Months	___ 4 Months
PB4: _____	_____	_____	___ 3 Months	___ 4 Months
PB5: _____	_____	_____	___ 3 Months	___ 4 Months
PB6: _____	_____	_____	___ 3 Months	___ 4 Months

* For Title & \$7,500 Title Reward, 6 PB Lines are required over any 3 consecutive months.

** For remaining \$7,500 Title Reward, 6 PB Lines are required over any 4 consecutive months.

___ **4.** I have 4 POB Lines.

You can easily find your POB Lines at a glance in the POB Column on your PV Report, or on their 12 mo. "Performance Analysis"

Name of POB Lines	POB Volume	Red = Needed	*3 Consecutive Mos.	**4 Consecutive Mos.
POB1: _____	_____	_____	___ 3 Months	___ 4 Months
POB2: _____	_____	_____	___ 3 Months	___ 4 Months
POB3: _____	_____	_____	___ 3 Months	___ 4 Months
POB4: _____	_____	_____	___ 3 Months	___ 4 Months

* For Title & \$7,500 Title Reward, 4 POB Lines are required over any 3 consecutive months.

** For remaining \$7,500 Title Reward, 4 POB Lines are required over any 4 consecutive months.

___ **5.** I will only count 72,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

(The calculator below can help you plan the volume needed to achieve PB, POB or a new PB Line.)

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

Payline Base: _____
- Payline of 60% line _____
= Payline w/out 60% line _____
+ 72,000 counts from 60% line _____
= Adjusted Payline Base: _____

Calculator to plan volume for next steps & Club Rewards

Select Product, P+ or QSC Quantity PV Total

_____ _____ _____

* Explore the Club Rewards # Clubs PB Lines

_____ _____ _____

A Partner will receive a "3 Club" Reward of \$300 when they have 3 PB qualifiers in their Payline.

* For more details on Clubs, Club Rewards and PB Lines, review our Compensation Plan, Phase 2, page 5 & 10.

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UNITED STATES



9 EXECUTIVE MARKETING DIRECTOR (EMD)

To track your qualifications, see dashboard on Partner Portal. To track PB and POB from previous months, select Reports, then 12 month "Performance Analysis"

YOUR QUALIFICATIONS

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

TEAM VOLUME

- A total of 480,000 Payline Volume over a consecutive 4 mo. period averaging 120,000 per mo.
- Fourth month Payline Volume must be 120,000 or greater.
- Maximum of 60% of 120,000 Payline Volume (72,000) from any one line can contribute for promotion.

BONUS REQUIREMENTS

- 6 PB Lines
- 4 POB Lines

YOU EARN

- EMD Title & \$7,500 Title Reward-Achieve above requirements any 3 consecutive months.
- Remaining \$7,500 Title Reward-Achieve above requirements any 4 consecutive months.
(For complete details consult the "Phase 2 Compensation Plan" document).

ELIGIBLE EARNINGS:

- Promotion to EMD
- \$15,000 Title Reward (50% / 50%)
- Benefits Package
- Holiday Check
- NMD Support
- Sales Profit
- 15% Commission
- 25% Payout on personal JP customers
- 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

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

PMD LEADERSHIP PLANNING WORKSHEET

Compensation Plan: *Effective Oct 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 160,000 per month for any 4 consecutive months.
If you have a line that is over 96,000 in Payline Volume, see formula in #5 below.

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

For Title & \$8,750 Title Reward, 480,000 Payline Volume is required over any 3 consecutive months.

For remaining \$8,750 Title Reward, 640,000 Payline Volume is required over any 4 consecutive months **Black = Extra**

BONUS REQUIREMENTS

___ **3.** I have 6 PB Lines.

You can easily find your PB lines at a glance in the PV Column on your PV Report, or on their 12 mo. "Performance Analysis"

Name of PB Lines	PB Volume	Red = Needed	*3 Consecutive Mos.	**4 Consecutive Mos.
PB1: _____	_____	_____	___ 3 Months	___ 4 Months
PB2: _____	_____	_____	___ 3 Months	___ 4 Months
PB3: _____	_____	_____	___ 3 Months	___ 4 Months
PB4: _____	_____	_____	___ 3 Months	___ 4 Months
PB5: _____	_____	_____	___ 3 Months	___ 4 Months
PB6: _____	_____	_____	___ 3 Months	___ 4 Months

* For Title & \$8,750 Title Reward, 6 PB Lines are required over any 3 consecutive months.

** For remaining \$8,750 Title Reward, 6 PB Lines are required over any 4 consecutive months.

___ **4.** I have 4 POB Lines.

You can easily find your POB Lines at a glance in the POB Column on your PV Report, or on their 12 mo. "Performance Analysis"

Name of POB Lines	POB Volume	Red = Needed	*3 Consecutive Mos.	**4 Consecutive Mos.
POB1: _____	_____	_____	___ 3 Months	___ 4 Months
POB2: _____	_____	_____	___ 3 Months	___ 4 Months
POB3: _____	_____	_____	___ 3 Months	___ 4 Months
POB4: _____	_____	_____	___ 3 Months	___ 4 Months

* For Title & \$8,750 Title Reward, 4 POB Lines are required over any 3 consecutive months.

** For remaining \$8,750 Title Reward, 4 POB Lines are required over any 4 consecutive months.

___ **5.** I will only count 96,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

(The calculator below can help you plan the volume needed to achieve PB, POB or a new PB Line.)

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

Payline Base: _____
- Payline of 60% line _____
= Payline w/out 60% line _____
+ 96,000 counts from 60% line _____
= Adjusted Payline Base: _____

Calculator to plan volume for next steps & Club Rewards

Select Product, P+ or QSC Quantity PV Total

_____ _____ _____

* Explore the Club Rewards # Clubs PB Lines

_____ _____ _____

A Partner will receive a "3 Club" Reward of \$300 when they have 3 PB qualifiers in their Payline.

* For more details on Clubs, Club Rewards and PB Lines, review our Compensation Plan, Phase 2, page 5 & 10.

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10 PRESIDENTIAL MARKETING DIRECTOR (PMD)

To track your qualifications, see dashboard on Partner Portal. To track PB and POB from previous months, select Reports, then 12 month "Performance Analysis"

YOUR QUALIFICATIONS

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

TEAM VOLUME

- A total of 640,000 Payline Volume over a consecutive 4 mo. period averaging 160,000 per mo.
- Fourth month Payline Volume must be 160,000 or greater.
- Maximum of 60% of 160,000 Payline Volume (96,000) from any one line can contribute for promotion.

BONUS REQUIREMENTS

- 6 PB Lines
- 4 POB Lines

YOU EARN

- PMD Title & \$8,750 Title Reward-Achieve above requirements any 3 consecutive months.
- Remaining \$8,750 Title Reward-Achieve above requirements any 4 consecutive months.
(For complete details consult the "Phase 2 Compensation Plan" document).

ELIGIBLE EARNINGS:

- Promotion to PMD
- \$17,500 Title Reward (50% / 50%)
- Benefits Package
- Holiday Check
- NMD Support
- Sales Profit
- 15% Commission
- 25% on personal JP customers
- 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

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

PMD+ LEADERSHIP PLANNING WORKSHEET

Compensation Plan: *Effective Oct 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 300,000 per month for any 4 consecutive months.
If you have a line that is over 180,000 in Payline Volume, see formula in #5 below.

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

For Title & \$10,000 Title Reward, 900,000 Payline Volume is required over any 3 consecutive months.

For remaining \$10,000 Title Reward, 1,200,000 Payline Volume is required over any 4 consecutive months.

Black = Extra

BONUS REQUIREMENTS

___ **3.** I have 6 PB Lines.

You can easily find your PB lines at a glance in the PV Column on your PV Report, or on their 12 mo. "Performance Analysis"

Name of PB Lines	PB Volume	Red = Needed	*3 Consecutive Mos.	**4 Consecutive Mos.
PB1: _____	_____	_____	___ 3 Months	___ 4 Months
PB2: _____	_____	_____	___ 3 Months	___ 4 Months
PB3: _____	_____	_____	___ 3 Months	___ 4 Months
PB4: _____	_____	_____	___ 3 Months	___ 4 Months
PB5: _____	_____	_____	___ 3 Months	___ 4 Months
PB6: _____	_____	_____	___ 3 Months	___ 4 Months

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

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

___ **4.** I have 4 POB Lines.

You can easily find your POB Lines at a glance in the POB Column on your PV Report, or on their 12 mo. "Performance Analysis"

Name of POB Lines	POB Volume	Red = Needed	*3 Consecutive Mos.	**4 Consecutive Mos.
POB1: _____	_____	_____	___ 3 Months	___ 4 Months
POB2: _____	_____	_____	___ 3 Months	___ 4 Months
POB3: _____	_____	_____	___ 3 Months	___ 4 Months
POB4: _____	_____	_____	___ 3 Months	___ 4 Months

* 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.

___ **5.** I will only count 180,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

(The calculator below can help you plan the volume needed to achieve PB, POB or a new PB Line.)

Formula if you have a line over 180,000 for PMD+

Payline Base: _____
 - Payline of 60% line _____
 = Payline w/out 60% line _____
 + 180,000 counts from 60% line _____
 = Adjusted Payline Base: _____

Calculator to plan volume for next steps & Club Rewards

Select Product, P+ or QSC Quantity PV Total

_____ _____ _____

* Explore the Club Rewards # Clubs PB Lines

_____ _____ _____

A Partner will receive a "3 Club" Reward of \$300 when they have 3 PB qualifiers in their Payline.

* For more details on Clubs, Club Rewards and PB Lines, review our Compensation Plan, Phase 2, page 5 & 10.

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11 PRESIDENTIAL MARKETING DIRECTOR+ (PMD+)

To track your qualifications, see dashboard on Partner Portal. To track PB and POB from previous months, select Reports, then 12 month "Performance Analysis"

YOUR QUALIFICATIONS

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

TEAM VOLUME

- A total of 1,200,000 Payline Volume over a consecutive 4 mo. period averaging 300,000 per mo.
- Fourth month Payline Volume must be 300,000 or greater.
- Maximum of 60% of 300,000 Payline Volume (180,000) from any one line can contribute for promotion.

BONUS REQUIREMENTS

- 6 PB Lines
- 4 POB Lines

YOU EARN

- PMD+ 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 PMD+
- \$20,000 Title Reward (50% / 50%)
- Benefits Package
- Holiday Check
- NMD Support
- Sales Profit
- 15% Commission
- 25% on personal JP customers
- 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

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