Management Plan Effective January 1, 2013



Sales Manager

District Manager

Director

HOW TO GET THERE

Personally purchase or upgrade to a Wholesale Training Package



Personally Sponsor two (2) or more Wholesale Customers or **Independent Distributors**

\$1,000

Organization Volume/Contract to Date



Personally Sponsor six (6) or more Wholesale Customers or Independent Distributors

\$7,500

Organization Volume/3 out of 6 cycles

Develop 2 Sales Managers



Personally Sponsor twelve (12) or more Wholesale Customers or **Independent Distributors**

\$15,000

Organization Volume/3 out of 6 cycles

Develop 2 District Managers

WHAT YOU EARN

5[%] Commission Rate on Personal Organization Volume

 $6^{\%}$ Commission Rate on Personal Organization Volume

 $8^{\%}$ Commission Rate (Potentially up to 11%) on Personal Organization Volume

Management Development Rate

3[%] on 1st Generation

1[%] on 2nd Generation

1/2% on 3rd Generation

3% on 1st Generation

1[%] on 2nd Generation

1/2% on 3rd Generation

Varies depending on Director level

Varies depending on Director level

Varies depending on Director level

HOW TO MAINTAIN YOUR MANAGEMENT LEVEL

Performance Standards

Meet organization volume requirements of \$7,500 (Current 12 cycle total)

Meet organization volume requirements of \$90,000 (Current 12 cycle total)

Meet organization volume requirements of \$180,000 (Current 12 cycle total)

Performance Standard volume based on total of personal organization volume plus first generation volume.



Maintain two (2) or more personallysponsored active Wholesale Customers or Independent Distributors.



Maintain six (6) or more personallysponsored active Wholesale Customers or Independent Distributors.

Maintain twelve (12) or more personallysponsored active Wholesale Customers or Independent Distributors.

Maintain two (2) or more active personally-sponsored or frontline Sales Managers.

Maintain two (2) or more active personally-sponsored or frontline District Managers.

Personal Purchase Level (for Commission Eligibility)

\$50 per cycle or \$3,000 in 12 cycles

\$100 per cycle or \$3,000 in 12 cycles

\$200 per cycle or \$3,000 in 12 cycles