

A Quick Look “Fast Track to SSC”

3 Leadership Positions



by Dawn Rathmann
National Marketing Director, 100 Club

COMPENSATION PLAN

Each position enables you to
earn additional benefits

Position enables you to earn additional benefits

Position	Compensation Range	Commission	Performance Bonus	Promote Out Bonus	Business Incentive Bonus	Additional Benefits
Distributor	\$23 / \$39	6%				
Direct Distributor	\$29 / \$49	6%				
Virtual Franchisee	\$37 / \$62	14%				
Sales Coordinator	\$46 / \$76	22%				
Senior Sales Coordinator		22%				
Q-School		22%				
National Marketing Director		22%				health, Vision, Dental, Disability, Life, Prescription, Tuition Reimbursement, Holiday Bonus

Special Incentives		the Fast Track Plan					
<div> <div>\$350</div> <div>1st 30 - 60 Days</div> </div>				<div> <div>6 Months</div> <div>\$500</div> </div>	<div> <div>12 Months</div> <div>\$1,000</div> </div>	<div> <div>(QNMD)</div> <div>Qualifying National Marketing Director</div> </div>	<div> <div>National Marketing Director</div> <div>Benefits Package</div> <div>health, Vision, Dental, Disability, Life, Prescription, Tuition Reimbursement, Holiday Bonus</div> </div>
					<div> <div>(SSC)</div> <div>Senior Sales Coordinator</div> </div>	<div> <div>Q-School</div> </div>	
			<div> <div>Sales Coordinator</div> <div>\$46 / \$76</div> </div>	<div> <div>20% Business Incentive Bonus Up to \$500/mo</div> </div>	<div> <div>20% Business Incentive Bonus Up to \$1,000/mo</div> </div>	<div> <div>20% Business Incentive Bonus Up to \$3,000/mo</div> </div>	
		<div> <div>Virtual Franchisee</div> <div>\$37 / \$62</div> </div>	<div> <div>4% Promote Out Bonus</div> </div>	<div> <div>4% Promote Out Bonus</div> </div>	<div> <div>4% Promote Out Bonus</div> </div>	<div> <div>4% Promote Out Bonus</div> </div>	
		<div> <div>Direct Distributor</div> <div>\$29 / \$49</div> </div>	<div> <div>5% Performance Bonus</div> </div>	<div> <div>5% Performance Bonus</div> </div>	<div> <div>5% Performance Bonus</div> </div>	<div> <div>5% Performance Bonus</div> </div>	
<div> <div>\$50</div> </div>	<div> <div>Distributor</div> <div>\$23 / \$39</div> </div>	<div> <div>Commission 6%</div> <div>Retail Sales Profit</div> </div>	<div> <div>Commission 14%</div> <div>Retail Sales Profit</div> </div>	<div> <div>Commission 22%</div> <div>Retail Sales Profit</div> </div>	<div> <div>Commission 22%</div> <div>Retail Sales Profit</div> </div>	<div> <div>Commission 22%</div> <div>Retail Sales Profit</div> </div>	

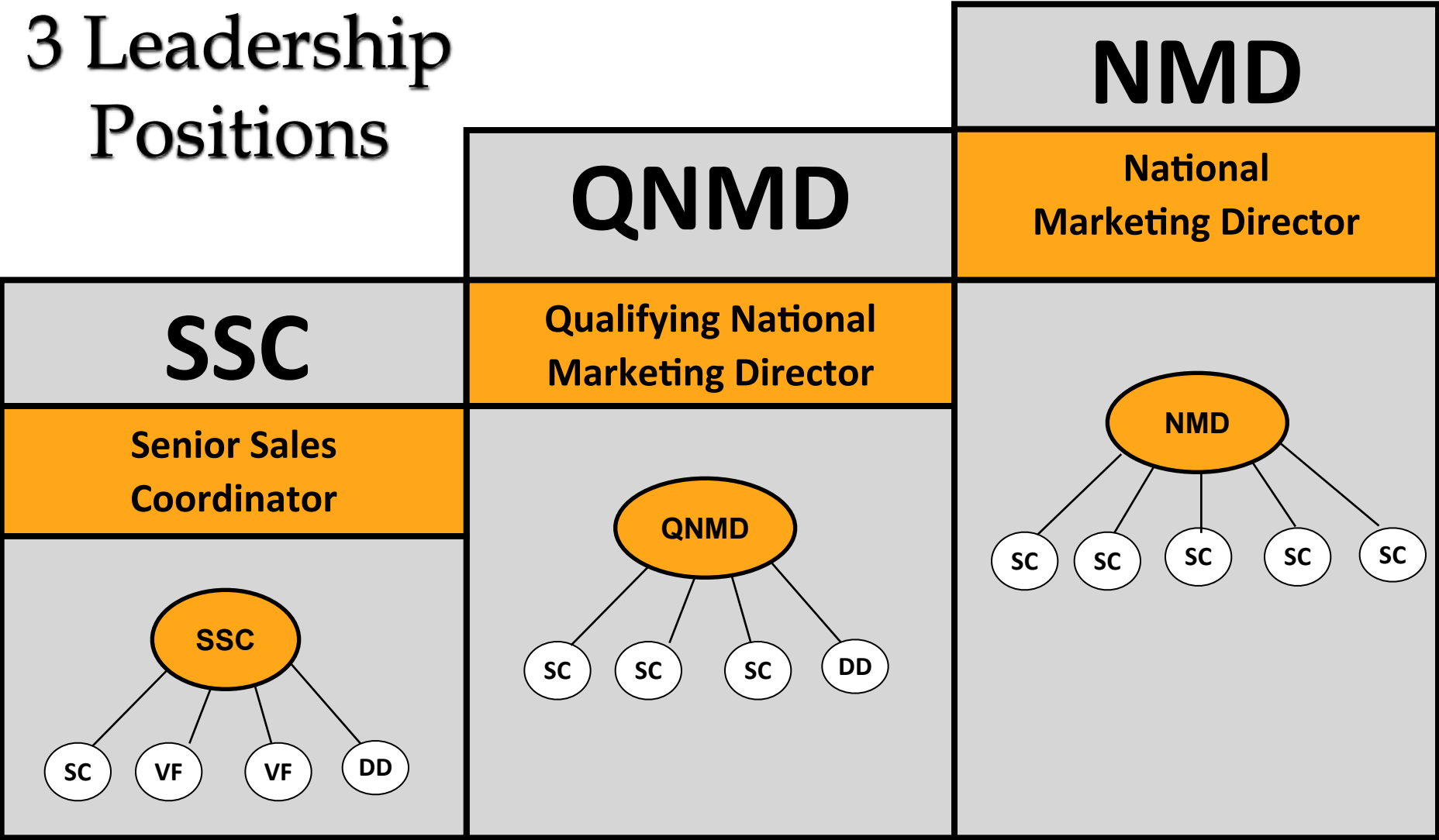


3 Leadership
Positions

		NMD
		National Marketing Director
SSC	QNMD	Up to \$3,000 Bonus/mo. \$1,000 Year-End Bonus ~ <i>Plus</i> ~ Benefits
Senior Sales Coordinator	Qualifying National Marketing Director	
Up to \$500 Bonus/mo. \$250 Year-End Bonus	Up to \$1,000 Bonus/mo \$500 Year-End Bonus	



3 Leadership
Positions

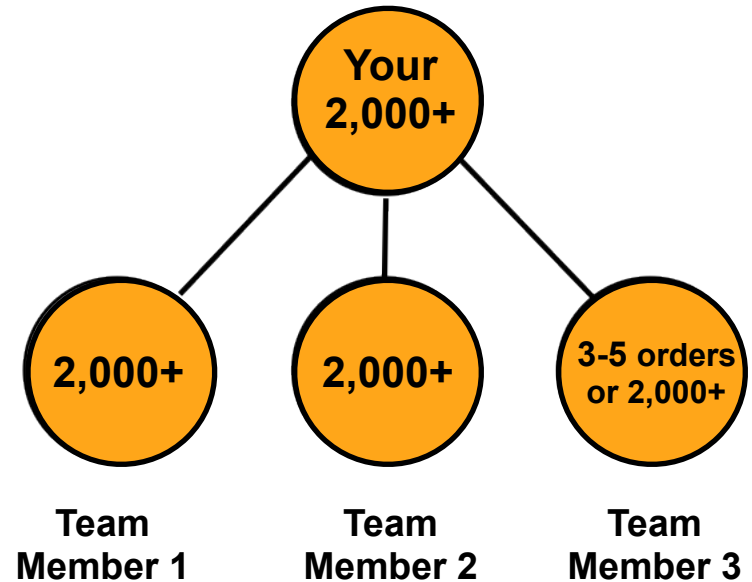
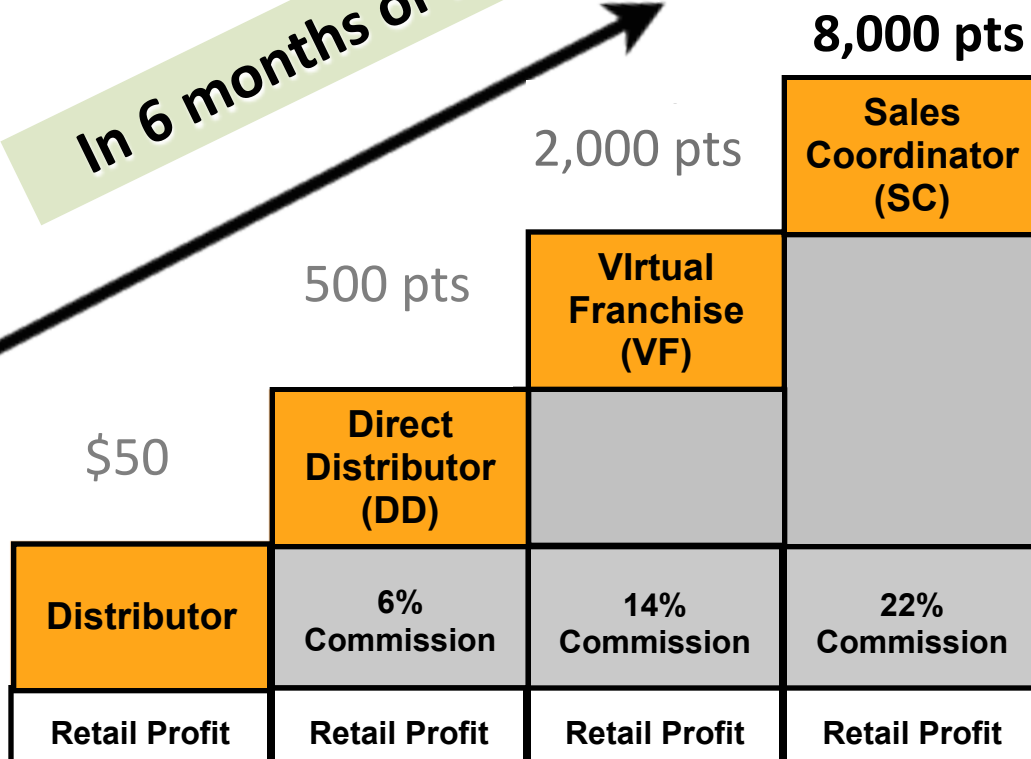




Fast Track to Sales Coordinator

**\$500 Bonus +Free Conf
Ticket + Bus Partner
+Free Leads!**

In 6 months or less

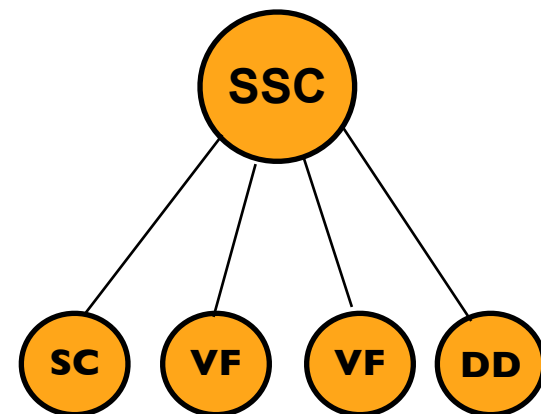
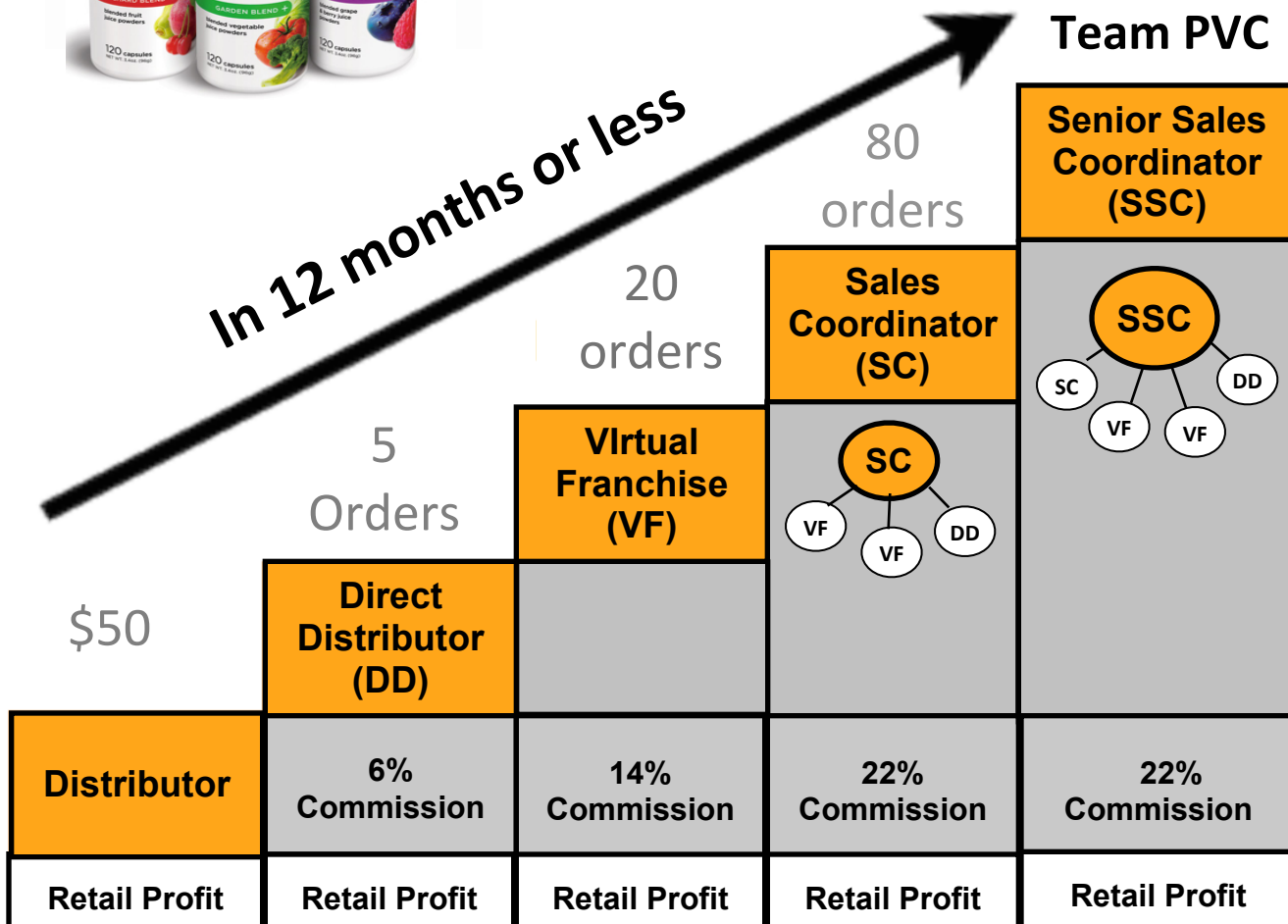


Fast Track to Senior Sales Coordinator



In 12 months or less

8,000 Total Team PVC



1 SC 1 VF 1 VF 1 DD
(1 VF = 10-1-10)

Total Payline = 8,000
3 Club = 3 PB Qualifiers
At least 2 Lines must be PBQ

Qualifying National Marketing Director



20,000 Total Team PVC

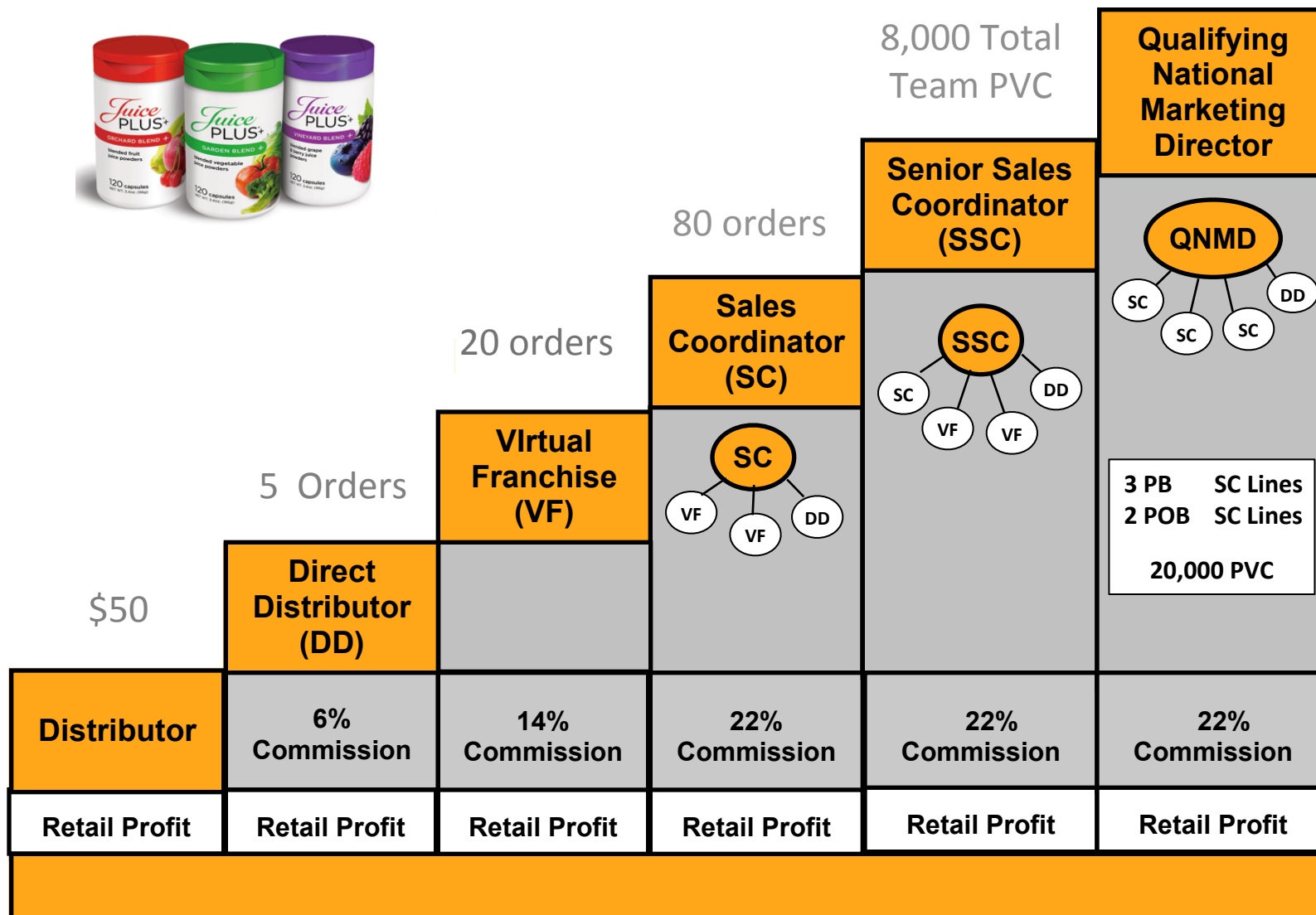
8,000 Total Team PVC

80 orders

20 orders

5 Orders

\$50



Fabulous NMD Benefit Package!

Up to \$70,000 per year in Expense Account

Health Insurance

Dental Insurance ~ Orthodontic included

Vision Insurance ~ Disability Insurance

Life Insurance ~ Long Term Care

Family Tuition ~ Year End Bonus



Part V

Road to “NMD”

This business is a matter of duplicating the basics. Once you Fast Track to Sales Coordinator and qualify your business; sponsor 5 people that will follow those steps.



A diverse group of smiling business professionals in an office setting, with many raising their hands in a celebratory gesture. The group includes men and women of various ethnicities, all appearing happy and engaged. They are dressed in business casual attire. The background shows office glass partitions and bright lighting.

What does NMD Look Like?

Road to National Marketing Director



Road to National Marketing Director



Road to National Marketing Director



Road to National Marketing Director





COMPENSATION PLAN

Fabulous Income Potential

**Monthly
Average**

**Annual
Average**

YOU	1 to 2 team members	\$500	\$6,000
3 Club	3 to 11 team members	\$1,250	\$15,000
12 Club	12 to 38 team members	\$3,300	\$40,000
39 Club	39 or more team members	\$10,000	\$120,000

Actual average earnings for fourth quarter 2010



What is it you want?

To Make a Difference in others Lives

To have more Choices and Financial Stability

Residual Income

To be Part of a Wellness Movement

To have Passion and Purpose

To Invest in the Future



How do I get started?

1. Discuss with your sponsor names of potential clients with whom you'd like to share our product and business.
2. Set dates and times for Wellness Talks / Web Walks
3. In the first 30-60 days...
 - Add 2,000 pts
 - Add 1 New Team Member
 - Add 8 households (*You + 7*)
4. Duplicate the above



**Team Building Bonus \$350
(\$100 + \$250) + conference ticket**



Team Building Bonuses to Sales Coordinator

Your 2,000+ ~ Continue to Add Customers ~ Sponsor 3

Month 1: DD (You + 2) <i>(1st 30 days)</i>	\$100
Month 1 or 2: VF (Your 2,000+) <i>(1st 30 - 60 days)</i>	\$250
Sponsor three 2,000+ <i>(\$250 each)</i>	\$750
Fast Track Sales Coordinator	\$500
2 Conference Tickets <i>(\$100 each)</i>	\$200

Your Team Building Bonus Checks & Conference Tickets.... \$1,800

Example of a 4 Month Plan to SC and Resulting Paycheck

Add 10 Trios and a Team Member each month ~ Help 3 Complete their 2,000+

Month 1:

10 Trio Customers	$(\$39 \times 10)$	= \$390	<i>(Retail Profit)</i>	
Complete HLP & 2,000+	$(\$100 + \$250)$	= \$350	<i>(TBB)</i>	\$740

Month 2:

10 Trio Customers		= \$390	<i>(Retail Profit)</i>	
<i>VF 14% Commission 20 Trio Orders</i>		= \$118	<i>(Commission)</i>	
Sponsor 1st 2,000+ (DD-VF)		= \$250	<i>(TBB)</i>	\$758

Month 3:

10 Trio Customers		= \$390		
<i>VF 14% Commission 30 Trio Orders</i>		= \$178		
Sponsor 2nd 2,000+ (DD-VF)		= \$250		\$818

Month 4:

10 Trio Customers		= \$390		
<i>VF 14% Commission 40 Trio Orders</i>		= \$237		
Sponsor 3rd 2,000+ (DD-VF)		= \$250	FTSC = \$500	\$1,377

Total of your Monthly Checks with this 4 month Plan.....

\$3,693



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COMPENSATION PLAN



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