

# BUILD YOUR COMMISSION CHECK

	Team/Unit Size							
	16 Consultant	25 Director	50 Director	75 Director	100 Director	125 Director	175 Director	200 Director
Unit Wholesale* Production	\$5,000	\$8,750	\$14,500	\$21,250	\$28,500	\$33,750	\$43,250	\$50,000
# of New Great Start* (GS) Team Members	2	5	7	10	10	10	10	10
Director Personal Team Building Check (13%) on personal team (\$4,400 and \$600 personal order)	\$572	\$572	\$572	\$572	\$572	\$572	\$572	\$572
Career Car Program Choose Car or Cash Comp (\$425-\$900 month)	Grand Achiever \$425	Grand Achiever \$425	Premier \$500	Cadillac \$900	Cadillac \$900	Cadillac \$900	Cadillac \$900	Cadillac \$900
Personal Team Building Bonus (based on 2 pers. GS qualified)	\$100	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Unit Development. Bonus (\$400-\$1,000; Up to 10 qualified)	-	\$500	\$700	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Director Commission (23% of production over \$5,500)	-	\$2,013	\$3,335	\$4,888	\$6,555	\$7,762	\$9,947	\$11,500
Senior Director Commission on First Line Director	-	-	-	2 @ \$8,000 5% = \$800	4 @ \$8,000 6% = \$1,920	4 @ \$8,000 6% = \$1,920	5 @ \$8,000 7% = \$2,800	8 @ \$8,000 7% = \$4,480
Senior Director Commission on 2nd Line	-	-	-	-	-	-	5 @ 8,000 1% = \$400	5 @ 8,000 2% = \$800
<b>MONTHLY CHECK</b>	<b>\$1,097</b>	<b>\$3,710</b>	<b>\$5,307</b>	<b>\$8,360</b>	<b>\$11,147</b>	<b>\$12,355</b>	<b>\$15,820</b>	<b>\$19,452</b>
Star Consultant Bonus (Earned Quarterly)	-	5 Stars/qtr \$1,200 Year	6 Stars/qtr \$1,400 Year	8 Stars/Qtr \$1,800 Year	10 Stars/Qtr \$2,200 Year	15 Stars/Qtr \$3,200 Year	20 Stars/Qtr \$4,200 Year	25 Stars/Qtr \$5,200 Year
Wellness Bonus (Yearly)	-	\$800	\$1,300	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
First Line Director Development Bonus		\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
<b>YEARLY INCOME</b>	<b>\$13,164</b>	<b>\$47,520</b>	<b>\$67,384</b>	<b>\$105,120</b>	<b>\$138,964</b>	<b>\$154,460</b>	<b>\$197,040</b>	<b>\$241,624</b>
Unit Club	—		\$300,000	\$500,000	\$650,000	\$800,000	\$1,000,000	\$1,200,000
<i>Special Recognition &amp; Prizes</i>			Bar Pin	Cadillac Plus + Bar Pin + Half Million Prize	Cadillac Plus + Bar Pin + Half Million Prize + Trip	Cadillac Plus + Bar Pin + Half Million Prize + Both Trips	Cadillac Plus + Bar Pin + Half Million Prize + Both Trips + \$5,000 Million \$ Bonus	Cadillac Plus + Bar Pin + Half Million Prize + Both Trips + \$5,000 Million \$ Bonus

## Disclaimers:

- ◆ The information provided in this document is for illustrative purposes and accuracy or projected income is not guaranteed.
- ◆ Unit Wholesale amount is based on 1/3 of the unit ordering \$450 plus an average new consultant order of \$1000
- ◆ This illustration does not include any profit from product sales.
- ◆ These figures do not include any income tax withholding or business expenses.
- ◆ Great Start qualified is a new consultant ordering at least \$600 wholesale within the first 4 months.

# SCHEDULE YOUR DIRECTOR CHECK

## Commission: **\$2,385 a month; \$28,620 a year**

- *Need to Average \$5,500 a month unit wholesale production (includes \$4,000 personal team prod.)*
- *30 Unit Members*
- *20 hours a week (\$29 per hour)*
- *Office Help - 3 hours a week*

3 hours.....	Meeting/Glamour Event with 2 Personal Guests
8 hours.....	2 Beauty Experiences*/1 Training (2 hours)
4 hours.....	6 Dream Sessions/Inventory (45 min. each)
1.5 hours.....	20 minutes daily - (personal booking/prospects/key/new)
1.5 hours.....	20 minutes daily - Paperwork and Notes (before 9:00 am and after 9:00 pm)
2 hours.....	Pearls / New / Key Connections

- ⇒ Weekly Faces:..... 12.....At least 10 need to be personal faces
- ⇒ Weekly Dream Sessions:..... 6.....At least half need to be personal Dream Sessions
- ⇒ New Monthly Recruits: ..... 6.....4 Qualified, of which 2 need to be Personal

## Commission: **\$3,520 a month; \$42,240 a year**

- *Need to Average \$10,000 a month unit wholesale production (includes \$4,000 personal team prod.)*
- *50 Unit Members*
- *30 hours a week (\$ 29 per hour)*
- *Office Help - 5 hours a week*

3 hours.....	Meeting/Glamour Event with 2 Personal Guests
11 hours.....	3 Beauty Experiences / 1 Training (2 hours)
7.5 hours.....	10 Dream Sessions/Inventory (45 min. each)
1.5 hours.....	20 minutes daily - (personal booking/prospects/key/new)
1.5 hours.....	20 minutes daily - Paperwork and Notes (before 9:00 am and after 9:00 pm)
5 hours.....	Pearls / New / Key Connections

- ⇒ Weekly Faces:..... 25.....At least 10 need to be personal faces
- ⇒ Weekly Dream Sessions:..... 10.....At least half need to be personal Dream Sessions
- ⇒ New Monthly Recruits: ..... 10.....5 Qualified, of which 2 need to be Personal

\*Beauty Experience = 3 or more people

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NSD Diana Sumpter August 2019

# SCHEDULE YOUR DIRECTOR CHECK

## Commission: **\$6,780 a month; \$81,360 a year**

- *Need to Average \$22,000 a month unit wholesale production (includes \$4,000 personal team prod.)*
- *100 Unit Members*
- *40 hours a week (\$42 per hour)*
- *Office Help / 10 hours a week*

6 hours	2 Meeting/Glamour Events a week
11 hours	3 Beauty Experiences/1 Training (2 hours)
12 hours	15 Dream Sessions/Inventory (45 min. each)
1.5 hours	20 minutes daily (personal booking/prospects/key/new)
1.5 hours	20 minutes daily - Paperwork and Notes (before 9:00 am and after 9:00 pm)
8 hours	Pearls / New / Key Connections

- ⇒ Weekly Faces: ..... 25.....At least 10 need to be personal faces
- ⇒ Weekly Dream Sessions: ..... 15.....At least 10 for unit/5 personal Dream Sessions
- ⇒ New Monthly Recruits: ..... 15..... 10 Qualified, of which 2 need to be Personal

*NOTE: Additional recruiting will come from Key people holding their own appointments and doing their own follow-up*

### **If Base Is Low**

- Promote Retail Sales and New Faces on calls and meetings
- Weekly 60/40 Call with New & Key
- Know what their family goal is for MK money, put together vision boards, goal posters
- Star Consultant Program needs more focus

### **If Team Building Is Low:**

- Track your Dream Sessions; look for patterns of success
- Your "Why" story needs spiced up
- Create a Sense of Urgency for her to join NOW
- Create situations to be in the field with your people
- Dovetail more appointments to your people
- Refine your Key people list

### **If Average Order Is Low:**

- Teach appointments with a full create-a-rollup product selection that is delivered on-the-spot.
- Have Welcome package ready to go through inventory within 24-48 hours with strong close (3 types of women) don't give her more than 4 sheets of paper.
- Have first week/first month focus in place.
- Have bank contacts to work with and do some prequalifying to determine where to send them for inventory financing.

*\*Beauty Experience = 3 or more people*

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