

NMD LEADERSHIP PLANNING WORKSHEET

Compensation Plan: *Effective March 1, 2022*
UNITED STATES

Name: _____ FIN: _____ Start Month: _____

___ **1. Your Qualifications:** I have qualified for PB & POB. _____ PB _____ POB

___ **2. Team Volume:** I have the volume required averaging 40,000 per month over any 3 consecutive months.
If you have a line that is over 24,000 in Payline Volume, see formula in #5 below.

Month 1: _____ + Month 2: _____ + Month 3: _____ = **Payline Total** **Red = Needed**

For Title & \$3,750 Title Reward, 80,000 Payline Volume is required over any 2 consecutive months.

For the remaining \$3,750 Title Reward, 120,000 Payline Volume is required over any 3 consecutive months.

Black = Extra

BONUS REQUIREMENTS

___ **3.** I have 5 PB Lines. (Must be QSC or higher with 1,800 PB volume or more in place for 3 months.)
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	*2 Consecutive Mos.	**3 Consecutive Mos.
PB1: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB2: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB3: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB4: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB5: _____	_____	_____	_____ 2 Months	_____ 3 Months

* For Title & \$3,750 Title Reward, 5 PB Lines are required over any 2 consecutive months.

** For remaining \$3,750 Title Reward, 5 PB Lines are required over any 3 consecutive months.

___ **4.** I have 3 POB Lines. (Must be SC or higher with 5,400 POB volume or more in place for 3 months.)
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	*2 Consecutive Mos.	**3 Consecutive Mos.
POB1: _____	_____	_____	_____ 2 Months	_____ 3 Months
POB2: _____	_____	_____	_____ 2 Months	_____ 3 Months
POB3: _____	_____	_____	_____ 2 Months	_____ 3 Months

* For Title & \$3,750 Title Reward, 3 POB Lines are required over any 2 consecutive months.

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

___ **5.** I will only count 24,000 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 24,000 for NMD

Payline Base: _____
- Payline of 60% line _____
= Payline w/out 60% line _____
+ 24,000 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
_____	_____	_____

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7 NATIONAL MARKETING DIRECTOR (NMD)

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: 175 commission volume is required to receive commissions.
- Performance Bonus (PB): 1,800 PB volume is required to receive the 3% PB.
- Promote Out Bonus (POB): 5,400 POB volume is required to receive the 3% POB.

TEAM VOLUME

- A total of 120,000 Payline Volume over a consecutive 3 mo. period averaging 40,000 per mo.
- Third month Payline Volume must be 40,000 or greater.
- Maximum of 60% of 40,000 Payline Volume (24,000) from any one line can contribute for promotion.

BONUS REQUIREMENTS

- 5 PB Lines with 1,800 PB Volume in PB Volume in PB Col / Col 4 on PV Report.
A PB Line is a line with a Performance Bonus qualifier somewhere in the line. PB qualifier must be a QSC or above.
- 3 POB Lines with 5,400 POB Volume in POB Col on PV Report.
A POB Line is a line with a Promote Out Bonus qualifier somewhere in the line. POB qualifier must be a SC or above.

YOU EARN

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

ELIGIBLE EARNINGS:

- Promotion to NMD
- \$7,500 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%

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.