

QNMD 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
Enter current month PB & POB volume and track your progress.

___ **2. Team Volume:** I have the volume required averaging 20,000 per month over any 2 consecutive months.
If you have a line that is over 12,000 in Payline Volume, see formula in #5 below.

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

For Title & \$4,000 Title Reward, 40,000 Payline Volume is required over any 2 consecutive months.
Consult 12 Mo. Analysis Report to see official Payline Volume for both months.

BONUS REQUIREMENTS

___ **3.** I have 3 PB Lines. (Must be QSC or higher with 1,800 PB volume or more in place for 2 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.
PB1: _____	_____	_____	___ 2 Months
PB2: _____	_____	_____	___ 2 Months
PB3: _____	_____	_____	___ 2 Months
Black = Extra			

___ **4.** I have 2 POB Lines. (Must be SC or higher with 5,400 POB volume or more in place for 2 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.
POB1: _____	_____	_____	___ 2 Months
POB2: _____	_____	_____	___ 2 Months
Black = Extra			

___ **5.** I will only count 12,000 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 12,000 for QNMD

Payline Base: _____
- Payline of 60% line _____
= Payline w/out 60% line _____
+ 12,000 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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6 QUALIFYING NATIONAL MARKETING DIRECTOR (QNMD)

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 40,000 Payline Volume over a consecutive 2 mo. period averaging 20,000 per mo.
- Second month Payline Volume must be 20,000 or greater.
- Maximum of 60% of 20,000 Payline Volume (12,000) from any one line can contribute for promotion.

BONUS REQUIREMENTS

- 3 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.
- 2 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

- QNMD Title & \$4,000 Title Reward - Achieve above requirements any 2 consecutive months.
(For complete details consult the "Phase 2 Compensation Plan" document).

ELIGIBLE EARNINGS:

- Promotion to QNMD
- \$4,000 Title Reward
- Benefits Package
- Holiday Check
- Leads from Company
- Leadership School
- 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
- > \$1,500 earnings required on previous month's paycheck
- > Up to \$1,000 Payout

PB Line	POB Line	Pay Out
2	1	10%
3	1	15%
3	2	20%