

Silver Leadership:

- achieving \$100 in override earnings in a pay period
- it takes \$3000 of volume through Advisors to achieve \$100 in override
- override is 7% of Business Volume (BV), BV is 50% of Retail Volume (RV)

So 50% of \$3000RV = \$1500BV

7% of \$1500BV = \$105 override

\$100 in override qualifies you for an extra **3% Silver Leadership Bonus...** so

3% of \$1500BV = approx \$45

- To earn your Silver "Pin" and be called a "Silver", you've got to do this 2 PP's in a row
- Your \$3000 through Advisors can come from 1 Advisor who enrolls an Advisor, or they may have 10 distributors who each order \$300, doesn't matter as long as there is 3K of volume.
- For you to "qualify" and earn override through your Advisors, you do need \$1000 of PGV (personal/group volume), which is volume through NON Advisors, in order to earn your 7% override.
- For example, when your existing Advisors order, notice that because they are now Advisors, it does NOT count toward YOUR PGV.
- Your PGV is comprised of your orders and your Distributor (non-Advisors at the 20%, 25%, 30% level) orders

Simply Put:

- keep retailing; this keeps up your pgv
- keep enrolling distributors; this keeps up your pgv
- move people toward Advisor; not only do you get serious pgv on their way to Advisor, eventually they will contribute to your override
- work through your Advisors to help them move product and enroll distributors; this gets them paid and helps you achieve override toward Silver, Gold, etc...

Remember, we get paid 5 ways:

1. Retail Sales
2. Wholesale Commissions
3. Override
4. Leadership
5. Bonuses and Incentives

Over time you'll get paid multiple ways in a single pay period; this is a sign of a productive and duplicating organization who's meeting people where they are, but "moving the ball down the field" with people who see and want more.

Head check: If you're confused, you're thinking too much! There is an answer to every question you have... DO NOT get caught in "analysis paralysis". GET PEOPLE TO ADVISOR AND GET THEM PAID! You learn the comp plan as you WORK and SERVE others! All you need to know is that we've been around 18 years, it works, you'll get paid, and so will your teammates! As Richard Wright says, "GO TO WORK!"

The Next Levels:

Gold (2% bonus): \$500 in override (need \$15,000 volume through Advisors)

Gold math: \$15000RV = \$7500BV (see above), 7% of \$7500BV = \$500+ override. Additional 3% Silver and 2% Gold leadership bonuses = 5% leadership bonus... 5% of \$7500BV = \$375 Leadership Bonus in addition to your override!

Gold 3 Star (2% bonus): same override as Gold, but 3 legs must each contribute at least \$100 in override

Ruby (2% bonus): \$1000 in override (\$30000 volume through Advisors), with 3 legs each contributing \$100 in override

Ruby 6 Star (2% bonus): same override as Ruby, with 6 legs at \$100 in override

*Notice at the Ruby level, your accumulated leadership bonuses (9%) exceed your override (7%), this is when the compensation plan starts to really reward leadership!

Emerald (2% bonus): \$2000 in override (\$60000 through Advisors), 6 legs at \$100

Emerald 9 Star (2% bonus): same override as Emerald, with 9 legs at \$100

Diamond (4% bonus): \$4000 in override (\$120,000 volume through Advisors) with 12 legs at \$100

*Diamond checks are typically a minimum of 15K for a 2 week pay period (ex: 4K oride + 11K leadership) = 30K per month minimum income