



# EARNINGS PLAN FOR CANDIDATE LEADERS

SL NAME \_\_\_\_\_

UPLINE/ASM NAME \_\_\_\_\_

MONTH \_\_\_\_\_

## DREAMS AND GOALS

|        |       |   |
|--------|-------|---|
| GOAL 1 | WHEN? | R |
| GOAL 2 | WHEN? | R |

| TITLE       | PERSONAL AWARD SALES | GEN 1 ACTIVE REPRESENTATIVES | GROUP AWARD SALES | COMMISSION GENERATION 1 |
|-------------|----------------------|------------------------------|-------------------|-------------------------|
| COORDINATOR | R 700                | 4                            | R 6 000           | 4%                      |

## CURRENT MONTH – WHAT DO YOU ACHIEVE THIS MONTH

TITLE \_\_\_\_\_

| ADDITIONS  | GEN 1 ACTIVE REPRESENTATIVES | PERSONAL AWARD SALES                               | GROUP AWARD SALES             | BONUS ACHIEVEMENT                      |
|--|------------------------------|--|-------------------------------|--|
| TOTAL ADDITIONS  | NUMBER OF REPS.              | VALUE<br>R _____                                   | VALUE<br>R _____              | FAST START<br>R _____                  |
| ADDITIONS INVOICED<br>ORDER ABOVE R700                                     | ACTIVE REPS.                 | DISCOUNT _____ %                                   | COMMISSION _____ %            | APPOINTMENT<br>R _____                 |
| % INVOICED _____ %   | ACTIVITY % _____ %           | POTENTIAL EARNINGS<br>R _____                      | POTENTIAL EARNINGS<br>R _____ | ACHIEVEMENT AND MAINTENANCE<br>R _____ |
| AVERAGE SPEND<br>GEN 1 GROUP AWARD SALES DIVIDED BY ACTIVE REPS<br>R _____ |                              | TOTAL POTENTIAL EARNINGS FOR THIS MONTH<br>R _____ |                               | OTHER<br>R _____                       |
| OTHER<br>R _____   |                              |  |                               |  |

INCENTIVES \_\_\_\_\_

NOTES: \_\_\_\_\_

## MONTHLY PLANNER

| MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--------|---------|-----------|----------|--------|----------|--------|
|        |         |           |          |        |          |        |
|        |         |           |          |        |          |        |
|        |         |           |          |        |          |        |
|        |         |           |          |        |          |        |
|        |         |           |          |        |          |        |

HOW MANY BROCHURES DO I NEED TO ORDER THIS MONTH? \_\_\_\_\_

SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_