



# EARNINGS PLAN FOR EXECUTIVE LEADER SALES LEADERS

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

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

MONTH \_\_\_\_\_

## DREAMS AND GOALS

GOAL 1	WHEN?	R
GOAL 2	WHEN?	R

TITLE	REQUIREMENTS					COMMISSIONS			
	PERSONAL ORDER	GEN 1 ACTIVES	EXECUTIVE QUALIFYING SALES	GEN 1 LEADERS	EXECUTIVE GEN 1 LEADERS	GEN 1	GEN 2	GEN 3	Exe-GEN 1
EXECUTIVE LEADER	R 700	50	R 250 000	4 X AC+	1 X SL+	10%	3%	2%	1%
ADVANCED EXECUTIVE LEADER	R 700	60	R 285 000	4 X AC+	3 X SL+	10%	3%	2%	1.5%
SENIOR EXECUTIVE LEADER	R 700	70	R 400 000	4 X AC+	5 X SL+	10%	3%	2.5%	2.5%
PREMIER EXECUTIVE LEADER	R 700	80	R 450 000	4 X AC+	7 X SL+	10%	3%	2.5%	2.5%

## PREVIOUS MONTH – WHAT DID YOU ACHIEVE LAST MONTH

TITLE \_\_\_\_\_ LLOA \_\_\_\_\_

<b>ADDITIONS</b> TOTAL ADDITIONS ADDITIONS WITH R700 INVOICED ORDER % INVOICED	<b>1<sup>ST</sup> GEN ACTIVE REPRESENTATIVES</b> NUMBER OF REPS. ACTIVE REPS. ACTIVITY %	<b>PERSONAL ORDER</b> VALUE DISCOUNT POTENTIAL EARNINGS	<b>SALES</b> TOTAL EXECUTIVE QUALIFYING SALES GENERATION 1 GENERATION 2 GENERATION 3 EXECUTIVE GENERATION 1 <b>TOTAL POTENTIAL ON SALES EARNINGS</b>
<b>AVERAGE SPEND OF EACH ACTIVE REP GEN 1 GROUP SALES DIVIDED BY ACTIVE REPS</b> R	<b>BONUS ACHIEVEMENT</b> FAST START      DOWNLINE DEVELOPMENT      ACHIEVE AND MAINTENANCE APPOINTMENT      OTHER <b>TOTAL BONUS</b>		TOTAL POTENTIAL EARNINGS FOR <b>LAST MONTH</b>
<b>OTHER INCENTIVES ACHIEVED LAST MONTH</b>			R

## GENERATION 1 LEADERS - LAST MONTH

NAME _____	TITLE ACHIEVED _____	NAME _____	TITLE ACHIEVED _____
NAME _____	TITLE ACHIEVED _____	NAME _____	TITLE ACHIEVED _____
NAME _____	TITLE ACHIEVED _____	NAME _____	TITLE ACHIEVED _____
NAME _____	TITLE ACHIEVED _____	NAME _____	TITLE ACHIEVED _____

## EXECUTIVE GENERATION 1 LEADERS - LAST MONTH

NAME _____	TITLE ACHIEVED _____	NAME _____	TITLE ACHIEVED _____
EXECUTIVE SUPPORT PHASE MONTH _____		EXECUTIVE SUPPORT PHASE MONTH _____	
BLOCKED SALES AMOUNT R		BLOCKED SALES AMOUNT R	



# EARNINGS PLAN FOR EXECUTIVE LEADER SALES LEADERS – Page 2

CURRENT MONTH – WHAT DO YOU WANT TO ACHIEVE **THIS MONTH** TITLE \_\_\_\_\_

<b>MY GROWTH – CURRENT MONTH</b>			
POTENTIAL REMOVALS <small>2 CAMP INACTIVES BEGINNING OF MONTH</small>	REMOVALS THIS MONTH <small>COMMITMENT TO REMOVALS AT MONTH END</small>	TOTAL ADDITIONS	GROWTH
HOW MANY BROCHURES DO I NEED TO ORDER THIS MONTH? _____			

<b>ADDITIONS</b>	<b>1<sup>ST</sup> GEN ACTIVE REPRESENTATIVES</b>	<b>PERSONAL ORDER</b>	<b>SALES</b>
TOTAL ADDITIONS	NUMBER OF REPS.	VALUE	TOTAL EXECUTIVE QUALIFYING SALES
ADDITIONS WITH R700 INVOICED ORDER	ACTIVE REPS.	R _____	R _____
% INVOICED	ACTIVITY %	DISCOUNT %	GENERATION 1 R _____ X _____ % = R _____
%	%	POTENTIAL EARNINGS	GENERATION 2 R _____ X _____ % = R _____
R _____	R _____	R _____	GENERATION 3 R _____ X _____ % = R _____
<b>AVERAGE SPEND OF EACH ACTIVE REP GEN 1 GROUP SALES DIVIDED BY ACTIVE REPS</b>		<b>BONUS ACHIEVEMENT</b>	
R _____		FAST START	DOWNLINE DEVELOPMENT
R _____		R _____	ACHIEVE AND MAINTENANCE
R _____		APPOINTMENT	OTHER
R _____		R _____	TOTAL BONUS
R _____		R _____	R _____
<b>OTHER INCENTIVES WORKING TOWARDS THIS MONTH</b>			<b>TOTAL POTENTIAL ON SALES EARNINGS</b>
R _____			R _____
<b>TOTAL POTENTIAL EARNINGS FOR THIS MONTH</b>			<b>TOTAL POTENTIAL EARNINGS FOR THIS MONTH</b>
R _____			R _____

GENERATION 1 LEADERS – THIS MONTH			
NAME _____	TITLE ACHIEVED _____	NAME _____	TITLE ACHIEVED _____
NAME _____	TITLE ACHIEVED _____	NAME _____	TITLE ACHIEVED _____
NAME _____	TITLE ACHIEVED _____	NAME _____	TITLE ACHIEVED _____
NAME _____	TITLE ACHIEVED _____	NAME _____	TITLE ACHIEVED _____

EXECUTIVE GENERATION 1 LEADERS – THIS MONTH	
NAME _____ TITLE ACHIEVED _____	NAME _____ TITLE ACHIEVED _____
EXECUTIVE SUPPORT PHASE MONTH _____	EXECUTIVE SUPPORT PHASE MONTH _____
BLOCKED SALES AMOUNT R _____	BLOCKED SALES AMOUNT R _____
ACTION PLAN TO COMPENSATE FOR BLOCKED SALES	
_____	
_____	
_____	

SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_