



EARNINGS PLAN FOR LEADER LEVEL

SL NAME

UPLINE/ASM NAME

MONTH

DREAMS AND GOALS

GOAL 1	WHEN?	R
GOAL 2	WHEN?	R

TITLE	REQUIREMENTS				COMMISSIONS		
	PERSONAL AWARD SALES	GENERATION 1 ACTIVE REPRESENTATIVES	GROUP AWARD SALES	GEN 1 DOWNLINE LEADERS	GEN 1	GEN 2	GEN 3
LEADER	R 700	20	R 60 000	1 AC+	7%	2%	1%
ADVANCED LEADER	R 700	30	R120 000	2 AC+	8%	2.5%	1%
SENIOR LEADER	R 700	40	R180 000	3 AC+	9%	2.5%	1%
PREMIER SENIOR LEADER	R 700	50	R240 000	4 AC+	9.5%	2.5%	1.5%

PREVIOUS MONTH – WHAT DID YOU ACHIEVE LAST MONTH

TITLE

LLOA

ADDITIONS	1ST GEN ACTIVE REPRESENTATIVES	PERSONAL ORDER	GROUP AWARD SALES
TOTAL ADDITIONS	NUMBER OF REPS.	VALUE	TOTAL GROUP AWARD SALES
ADDITIONS WITH R700 INVOICED ORDER	ACTIVE REPS.	R	R
% INVOICED	ACTIVITY %	DISCOUNT %	GENERATION 1
		POTENTIAL EARNINGS	R X % = R
		R	GENERATION 2
			R X % = R
			GENERATION 3
			R X % = R
			TOTAL POTENTIAL EARNINGS
			R
AVERAGE SALES OF G REPRESENTATIVE GEN 1 GROUP SALES DIVIDED BY ACTIVE REPS	BONUS ACHIEVEMENT		TOTAL POTENTIAL EARNINGS FOR LAST MONTH
R	FAST START	DOWNLINE DEVELOPMENT	R
	R	R	
	APPOINTMENT	OTHER	
	R	R	
		TOTAL BONUS	
		R	

OTHER INCENTIVES

MY DOWNLINE SALES 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

NOTES



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

MY GROWTH – CURRENT MONTH

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

ADDITIONS	1ST GEN ACTIVE REPRESENTATIVES	PERSONAL ORDER	GROUP AWARD SALES												
TOTAL ADDITIONS	NUMBER OF REPS.	VALUE	TOTAL GROUP AWARD SALES												
ADDITIONS WITH R700 INVOICED ORDER	ACTIVE CONS.	R _____	R _____												
% INVOICED	ACTIVITY %	DISCOUNT %	GENERATION 1												
%	%	POTENTIAL EARNINGS	R _____ X _____ % = R _____												
AVERAGE SALES OF EACH ACTIVE REPRESENTATIVE <small>GEN 1 GROUP SALES DIVIDED BY ACTIVE REPS</small> R _____		R _____	GENERATION 2												
		R _____	R _____ X _____ % = R _____												
BONUS ACHIEVEMENT <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 33%; padding: 5px;">FAST START</td> <td style="width: 33%; padding: 5px;">DOWNLINE DEVELOPMENT</td> <td style="width: 33%; padding: 5px;">ACHIEVE AND MAINTENANCE</td> </tr> <tr> <td style="padding: 5px;">R _____</td> <td style="padding: 5px;">R _____</td> <td style="padding: 5px;">R _____</td> </tr> <tr> <td style="padding: 5px;">APPOINTMENT</td> <td style="padding: 5px;">OTHER</td> <td style="padding: 5px;">TOTAL BONUS</td> </tr> <tr> <td style="padding: 5px;">R _____</td> <td style="padding: 5px;">R _____</td> <td style="padding: 5px;">R _____</td> </tr> </table>		FAST START	DOWNLINE DEVELOPMENT	ACHIEVE AND MAINTENANCE	R _____	R _____	R _____	APPOINTMENT	OTHER	TOTAL BONUS	R _____	R _____	R _____	R _____	GENERATION 3
		FAST START	DOWNLINE DEVELOPMENT	ACHIEVE AND MAINTENANCE											
R _____	R _____	R _____													
APPOINTMENT	OTHER	TOTAL BONUS													
R _____	R _____	R _____													
TOTAL POTENTIAL EARNINGS FOR THIS MONTH R _____		R _____	TOTAL POTENTIAL EARNINGS												
		R _____	R _____												

OTHER INCENTIVES

MY DOWNLINE SALES 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 _____

NOTES

SIGNATURE _____

DATE _____