

# NMD LEADERSHIP PLANNING WORKSHEET

Compensation Plan: *Effective Oct 2021*  
UNITED STATES

Name: \_\_\_\_\_ FIN: \_\_\_\_\_ Start Month: \_\_\_\_\_

\_\_\_ 1. **Your Qualifications:** I have qualified for PB & POB. \_\_\_\_\_ PB \_\_\_\_\_ POB

\_\_\_ 2. **Team Volume:** I have the volume required averaging 40,000 per month over any 3 consecutive months.

*If you have a line that is over 24,000 in Payline Volume, see formula in #6 below.*

Month 1: \_\_\_\_\_ + Month 2: \_\_\_\_\_ + Month 3: \_\_\_\_\_ = **Payline Total** **Red = Needed**

For Title & \$3,750 Title Reward, 80,000 Payline Volume is required over any 2 consecutive months.

For the remaining \$3,750 Title Reward, 120,000 Payline Volume is required over any 3 consecutive months.

**Black = Extra**

## BONUS REQUIREMENTS

\_\_\_ 3. I have 5 PB Lines. *(Must be QSC or higher with 1,800 PVC 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.	**3 Consecutive Mos.
PB1: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB2: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB3: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB4: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB5: _____	_____	_____	_____ 2 Months	_____ 3 Months

\* For Title & \$3,750 Title Reward, 5 PB Lines are required over any 2 consecutive months.

\*\* For remaining \$3,750 Title Reward, 5 PB Lines are required over any 3 consecutive months.

\_\_\_ 4. I have 3 POB Lines. List name of each POB Qualified Line.

*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	PB Volume	Red = Needed	*2 Consecutive Mos.	**3 Consecutive Mos.
POB1: _____	_____	_____	_____ 2 Months	_____ 3 Months
POB2: _____	_____	_____	_____ 2 Months	_____ 3 Months
POB3: _____	_____	_____	_____ 2 Months	_____ 3 Months

\* For Title & \$3,750 Title Reward, 3 POB Lines are required over any 2 consecutive months.

\*\* For remaining \$3,750 Title Reward, 3 POB Lines are required over any 3 consecutive months.

\_\_\_ 5. I will only count 24,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

### Formula if you have a line over 24,000 for NMD

Payline Base: \_\_\_\_\_

- Payline of 60% line \_\_\_\_\_

= Payline w/out 60% line \_\_\_\_\_

+ 24,000 counts from 60% line \_\_\_\_\_

= Adjusted Payline Base: \_\_\_\_\_



# 7 NATIONAL MARKETING DIRECTOR (NMD)

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*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 120,000 Payline Volume over a consecutive 3 mo. period averaging 40,000 per mo.
- Third month Payline Volume must be 40,000 or greater.
- Maximum of 60% of 40,000 Payline Volume (24,000) from any one line can contribute for promotion.

## BONUS REQUIREMENTS

- 5 PB Lines
- 3 POB Lines

## YOU EARN

- NMD Title & \$3,750 Title Reward - Achieve above requirements any 2 consecutive months.
- Remaining \$3,750 Title Reward - Achieve above requirements any 3 consecutive months.  
*(For complete details consult the "Phase 2 Compensation Plan" document).*

## ELIGIBLE EARNINGS:

- |                                    |  |
|------------------------------------|--|
| • Promotion to NMD                 | • Sales Profit                             |
| • \$7,500 Title Reward (50% / 50%) | • 15% Commission                           |
| • Benefits Package                 | • 25% Payout on personal JP customers      |
| • Holiday Check                    | • 3% Performance Bonus up to 5 Generations |
| • NMD Support                      | • 3% Promote Out Bonus                     |

### • Business Investment Bonus

> Meet structure requirements on chart

> \$2,500 earnings required on previous month's paycheck

> Up to \$3,000 Payout

PB Line	POB Line	Pay Out
4	2	10%
4	3	15%
5	3	20%