

QNMD 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
Enter current month PB & POB volume and track your progress.

___ **2. Team Volume:** I have the volume required averaging 20,000 per month over any 2 consecutive months.
If you have a line that is over 12,000 in Payline Volume, see formula in #6 below.

Month 1: _____ + Month 2: _____ = **Payline Total** _____ **Red = Needed**
_____ **Black = Extra**

For Title & \$4,000 Title Reward, 40,000 Payline Volume is required over any 2 consecutive months.
Consult 12 Mo. Analysis Report to see official Payline Volume for both months.

BONUS REQUIREMENTS

___ **3.** I have 3 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.
PB1: _____	_____	_____	_____ 2 Months
PB2: _____	_____	_____	_____ 2 Months
PB3: _____	_____	_____	_____ 2 Months
		Black = Extra	

___ **4.** I have 2 POB Lines in both my qualifying months. 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.
POB1: _____	_____	_____	_____ 2 Months
POB2: _____	_____	_____	_____ 2 Months
		Black = Extra	

___ **5.** I will only count 12,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

Formula if you have a line over 12,000 for QNMD

Payline Base: _____

- Payline of 60% line _____

= Payline w/out 60% line _____

+ 12,000 counts from 60% line _____

= Adjusted Payline Base: _____



6 QUALIFYING NATIONAL MARKETING DIRECTOR (QNMD)

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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 40,000 Payline Volume over a consecutive 2 mo. period averaging 20,000 per mo.
- Second month Payline Volume must be 20,000 or greater.
- Maximum of 60% of 20,000 Payline Volume (12,000) from any one line can contribute for promotion.

BONUS REQUIREMENTS

- 3 PB Lines with 1,800 PB Volume in PB Volume / Col 4
A PB Line is a line with a Performance Bonus qualifier somewhere in the line.
- 2 POB Lines with 5,400 POB Volume in POB Volume / Col 5
A POB Line is a line with a Promote Out Bonus qualifier somewhere in the line.

YOU EARN

- QNMD Title & \$4,000 Title Reward - Achieve above requirements any 2 consecutive months.
(For complete details consult the "Phase 2 Compensation Plan" document).

ELIGIBLE EARNINGS:

- Promotion to QNMD
- \$4,000 Title Reward
- Benefits Package
- Holiday Check
- Leads from Company
- Leadership School
- Business Investment Bonus
- Sales Profit
- 15% Commission
- 25% on personal JP customers
- 3% Performance Bonus up to 5 Generations
- 3% Promote Out Bonus

- > Meet structure requirements on chart
- > \$1,500 earnings required on previous month's paycheck
- > Up to \$1,000 Payout

PB Line	POB Line	Pay Out
2	1	10%
3	1	15%
3	2	20%