

QSSC LEADERSHIP PLANNING WORKSHEET

Compensation Plan: Effective Oct 2021
UNITED STATES

Name: _____ FIN: _____ Start Month: _____

___ **1. Your Qualifications:** I have qualified for PB. _____ **PB** (Required for Title)
Enter current month PB & POB volume and track your progress.

There are 5 ways to get paid in our JP+ Compensation Plan. You've already experienced some of them including Sales Profit, Commissions, Title Rewards and Performance Bonus (PB). To maximize your earnings and consistently earn this 3% bonus, it's important to stay PB qualified. SC's and above are also eligible to qualify for an additional 3% Promote Out Bonus (POB). Although POB is not required for QSSC promotion, it is critical to growing your paycheck and your business. Enter current month POB volume & track progress: _____ **POB**

___ **2. Team Volume:** I have the volume required averaging 5,000 per month over any 2 consecutive months.
If you have a line that is over 3,000 in Payline Volume, see formula in #5 below.

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

For Title & \$1,000 Title Reward, 10,000 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 1 PB Line. (Must be QSC or higher with 1,800 PVC or more in place for 2 months).
Your team's PB volume can be found in PB Col /Col 4 of your PV Report or on their 12 month "Performance Analysis"

Name of PB Lines	PB Volume	Red = Needed	*2 Consecutive Mos.
PB1: _____	_____	_____	_____ 2 Months
		Black = Extra	

The 1,800 PB requirement can be achieved with 24 Trio orders or about 17 Quad orders.

To estimate how many orders you or your team members need to qualify for PB use this formula:
Divide the PV needed (see **Red = Needed** column above) by 75 for Trio orders or 105 for Quad orders.

(Keep in mind that Partner and Partner+ orders also count in your PB volume.)

___ **4.** I will only count 3,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

Formula if you have a line over 3,000 for QSSC

Payline Base: _____
- Payline of 60% line _____
= Payline w/out 60% line _____
+ 3,000 counts from 60% line _____
= Adjusted Payline Base: _____



4 QUALIFYING SENIOR SALES COORDINATOR (QSSC)

Compensation Plan: Effective Oct 2021
UNITED STATES

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 PV is required from you, your customers or your Partner's customers.
- Performance Bonus (PB): 1,800 PB volume is required to receive the 3% PB.
PB volume comes from you, your customers, your Partners and Partner+s.
- Promote Out Bonus (POB): 5,400 POB volume is required to receive the 3% POB.
POB volume comes from you, your customers, your Partners and Partner+s and QSCs.
Qualifying for POB is recommended but not required for promotion to QSSC.

TEAM VOLUME

- A total of 10,000 Payline Volume over a consecutive 2 month period averaging 5,000 per month.
- Second month Payline Volume must be 5,000 or greater.
- Maximum of 60% of 5,000 Payline Volume (3,000) from any one line can contribute for promotion.

BONUS REQUIREMENTS

- 1 PB Line with 1,800 PB Volume in Col 4
A PB Line is a line with a Performance Bonus qualifier somewhere in the line.

YOU EARN

- QSSC Title & \$1,000 Title Reward - Achieve above requirements any 2 consecutive months.
(For complete details consult the "Phase 2 Compensation Plan" document).

ELIGIBLE EARNINGS:

- | | |
|---------------------------------|--|
| • Promotion to QSSC | • Sales Profit |
| • \$1,000 Title Reward | • 15% Commission |
| • Leads from Company | • 25% Payout on personal JP customers |
| • Leadership Development Course | • 3% Performance Bonus up to 4 Generations |
| | • 3% Promote Out Bonus |

• Business Investment Bonus

- > Meet structure requirements on chart
- > \$750 earnings required on previous month's paycheck
- > Up to \$500 Payout

PB Line	POB Line	Pay Out
1	0	5%
1	1	10%
2	1	15%