

# SSC 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 SSC 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 10,000 per month over any 2 consecutive months.

If you have a line that is over 6,000 in Payline Volume, see formula in #5 below.

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

For Title & \$2,000 Title Reward, 20,000 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 2 PB Lines. (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
PB2: _____	_____	_____	_____ 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 6,000 Payline Volume from any one line. Use formula to adjust your payroll if needed.

### Formula if you have a line over 6,000 for SSC

Payline Base: \_\_\_\_\_  
 - Payline of 60% line \_\_\_\_\_  
 = Payline w/out 60% line \_\_\_\_\_  
 + 6,000 counts from 60% line \_\_\_\_\_  
 = Adjusted Payline Base: \_\_\_\_\_



# 5 SENIOR SALES COORDINATOR (SSC)

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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 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 SSC.

## TEAM VOLUME

- A total of 20,000 Payline Volume over a consecutive 2 mo. period averaging 10,000 per mo.
- Second month Payline Volume must be 10,000 or greater.
- Maximum of 60% of 10,000 Payline Volume (6,000) from any one line can contribute for promotion.

## BONUS REQUIREMENTS

- 2 PB Lines 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

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

## ELIGIBLE EARNINGS:

- |                               |  |
|-------------------------------|--|
| • Promotion to SSC            | • Sales Profit                             |
| • \$2,000 Title Reward        | • 15% Commission                           |
| • Holiday Check               | • 25% on personal JP customers             |
| • Leads from Company          | • 3% Performance Bonus up to 4 Generations |
| • Personal Development Course | • 3% Promote Out Bonus                     |

### • Business Investment Bonus

- > Meet structure requirements on chart
- > \$1,000 earnings required on previous month's paycheck
- > Up to \$750 Payout

PB Line	POB Line	Pay Out
2	0	10%
2	1	15%
3	2	20%