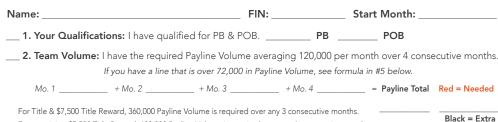
## **EMD** LEADERSHIP PLANNING WORKSHEET



For remaining \$7,500 Title Reward, 480,000 Payline Volume is required over any 4 consecutive months.

#### BONUS REQUIREMENTS

#### I have 6 PB Lines.

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"

Compensation Plan: Effective March 2024

Name of PB Lines	PB Volume	Red = Needed	*3 Consecutive Mos.	**4 Consecutive Mos
PB1:			3 Months	4 Months
PB2:			3 Months	4 Months
PB3:			3 Months	4 Months
PB4:			3 Months	4 Months
PB5:			3 Months	4 Months
PB6:			3 Months	4 Months

\* For Title & \$7,500 Title Reward, 6 PB Lines are required over any 3 consecutive months.

\*\* For remaining \$7,500 Title Reward, 6 PB Lines are required over any 4 consecutive months.

#### 4. I have 4 POB Lines.

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	POB Volume	Red = Needed	*3 Consecutive Mos.	**4 Consecutive Mos.
POB1:			3 Months	4 Months
POB2:			3 Months	4 Months
POB3:			3 Months	4 Months
POB4:			3 Months	4 Months

\* For Title & \$7,500 Title Reward, 4 POB Lines are required over any 3 consecutive months.

\*\* For remaining \$7,500 Title Reward, 4 POB Lines are required over any 4 consecutive months.

\_\_\_\_5. I will only count 72,000 Payline Volume from any one line. Use formula to adjust your payline if needed. (The calculator below can help you plan the volume needed to achieve PB, POB or a new PB Line.)

Formula if you have a line over 72,000 for EMD	Calculator to plan volume for next steps & Club Rewards			
Payline Base:	Select Product, P+ or QSC Quantity PV Total			
- Payline of 60% line				
= Payline w/out 60% line				
+ 72,000 counts from 60% line	* Explore the Club Rewards # Clubs PB Lines			
= Adjusted Payline Base:				

A Partner will receive a "3 Club" Reward of \$300 when they have 3 PB qualifiers in their Payline. \* For more details on Clubs, Club Rewards and PB Llnes, review our Compensation Plan, Phase 2, page 5 & 10.



# **EXECUTIVE** MARKETING DIRECTOR (EMD)

To track your qualifications, see dashboard on Partner Portal. To track PB and POB from previous months, select Reports, then 12 month "Perfomance Analysis"

## YOUR QUALIFICATIONS

- Commissions
- Performance Bonus (PB)
- Promote Out Bonus (POB)

#### **TEAM VOLUME**

- A total of 480,000 Payline Volume over a consecutive 4 mo. period averaging 120,000 per mo.
- Fourth month Payline Volume must be 120,000 or greater.
- Maximum of 60% of 120,000 Payline Volume (72,000) from any one line can contribute for promotion.

#### BONUS REQUIREMENTS

- 6 PB Lines
- 4 POB Lines

## **YOU EARN**

- EMD Title & \$7,500 Title Reward-Achieve above requirements any 3 consecutive months.
- Remaining \$7,500 Title Reward-Achieve above requirements any 4 consecutive months. (For complete details consult the "Phase 2 Compensation Plan" document).

### **ELIGIBLE EARNINGS:** –

- Promotion to EMD
- \$15,000 Title Reward (50% / 50%)
- Benefits Package
- Holiday Check
- NMD Support
- Business Investment Bonus
- > Meet structure requirements on chart
- > \$2,500 earnings required on previous month's paycheck
- > Up to \$3,000 Payout

- Sales Profit
- 15% Commission
- 25% Payout on personal JP customers
- 3% Performance Bonus up to 5 Generations
- 3% Promote Out Bonus

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