



Manager

Hold Personal Parties
&
Build a Unit that
Holds Personal Parties

RECEIVE MANAGER EARNINGS AND MAINTAIN TITLE

Hold personal parties and build a unit that holds parties

Manager

5 Unit parties

Meet or exceed
\$3,000 Unit Sales (3L)

3 Active Level 1 Unit Members*

\$600 Personal Sales

Star Manager

10 Unit parties

Meet or Exceed
\$6,000 Unit Sales (3L)

6 Active Level 1 Unit Members *

\$600 Personal Sales

Executive Manager

15 Unit parties

Meet or Exceed
\$9,000 Unit Sales (3L)

9 Active Level 1 Unit Members*

\$600 Personal Sales

*Active level 1 Consultants to receive earnings and maintain title can be your personal recruits **or** those who have moved up through **compression**.

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MANAGER to EXECUTIVE MANAGER

Achieve Title & Receive Pay Example

August
\$3,000
unit sales

Achieve title. Your title
will be effective
September.

September
\$3,000
unit sales

Receive title & eligible to be
paid as Manager.



FIRST TIME STEP UP BONUS!

1st Time Manager Step Up Bonus

\$100

1st Time Star Manager Step Up Bonus

\$150

1st Time Executive Manager Step Up Bonus

\$200

Paid the month that you qualify to achieve title. They can be combined, based on the title you achieve (for the first time) in one month.



Your new unit structure





MANAGER

LEVEL COMPRESSION

- When a Consultant in a Manager's unit at any level goes inactive closed (12 months), anyone below her **moves up**, including someone at level 4 who would move into their level 3, level 3 would move to 2, level 2 would move to 1
- One-time compression occurs at time of transition
- Monthly compression starting end of August



EARNINGS

Profit Plus

(based on title)

Executive Manager = 4%

Star Manager = 3%

Manager = 2%



Commissionable
unit volume 3 levels deep

Vanguard Bonus on Unit Retail Sales



For each additional +\$2,400 add \$25

\$19,200 \$210



\$16,800 \$185

\$14,400 \$160

\$12,600 \$140



\$10,800 \$120

\$ 9,000 \$105

\$ 7,200 \$ 90

\$ 6,000 \$ 80



\$ 4,800 \$ 70

\$ 3,600 \$ 60

\$ 3,000 \$ 50

Potential Manager Earnings

Personally Hold Parties and Build a Unit that Holds Parties

You holding **TWO \$600 parties/week**

$\$1,200 \times 4 \text{ weeks} = \$4,800 \times .25 = \$1,200$ = \$ 1,200 *Personal Profit*

Personal Sales Volume Bonus* = \$ 300 *PSVB*

5 Unit parties a month (25% of your Unit holding 1 party/week)

$5 \times \$600 = \$3,000$ (Unit Sales) + $\$4,800$ (personal sales) = $\$7,800$

Profit Plus $\$7,800 \times .75 = \$5,850 \times .02 = \$117$ = \$ 117 *Profit Plus*

$\$7,800$ Unit Sales (V2 bonus) (based on retail sales 3 levels deep) = \$ 90 *Vanguard Bonus*

Totals = **\$ 1,707** *Monthly Income*

* PSVB for personal sales = \$50 for your first \$1,800 + \$50 for each \$600 over \$1,800

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Potential Star Manager Earnings

Personally Hold Parties and Build a Unit that Holds Parties

You holding **TWO \$600 parties/week**

$$\$600 \times 2 = \$1,200 \times 4 \text{ weeks} = \$4,800 \times .25 = \$ 1,200 \text{ Personal Profit}$$

$$\text{Personal Sales Volume Bonus*} = \$ 300 \text{ PSVB}$$

10 Unit parties a month (25% of your Unit holding 1 party/week)

$$10 \times \$600 = \$6,000 \text{ (Unit Sales)} + \$4,800 \text{ (personal sales)} = \$10,800$$

$$\$10,800 \times .75 = \$8,100 \times .03 = \$243 = \$ 243 \text{ Profit Plus}$$

$$\$10,800 \text{ Unit retail sales (V2 bonus) (based on retail sales 3 levels deep)} = \$ 120 \text{ Vanguard Bonus}$$

$$\text{Totals} = \$ 1,863 \text{ Monthly Income}$$

* PSVB for personal sales = \$50 for your first \$1,800 + \$50 for each \$600 over \$1,800

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Potential Executive Manager Earnings

Personally Hold Parties and Build a Unit that Holds Parties

You holding **TWO parties/week**

$$\begin{aligned} \$600 \times 2 = \$1,200 \times 4 \text{ weeks} &= \$4,800 \times .25 &&= \$ 1,200 \text{ Personal Profit} \\ \text{Personal Sales Volume Bonus}^* &&&= \$ 300 \text{ PSVB} \end{aligned}$$

15 Unit parties a month (25% of your Unit holding 1 party/week)

$$\begin{aligned} 15 \times \$600 &= \$9,000 \text{ (Unit Sales)} + \$4,800 \text{ (personal sales)} = \$13,800 \\ \$13,800 \times .75 &= \$10,350 \times .04 = \$414 &&= \$ 414 \text{ Profit Plus} \end{aligned}$$

$$\$13,800 \text{ Unit retail sales (V3 bonus) (based on retail sales 3 levels deep)} = \$ 140 \text{ Vanguard Bonus}$$

$$\textbf{Totals} = \textbf{\$ 2,054 Monthly Income}$$

* PSVB for personal sales = \$50 for your first \$1,800 + \$50 for each \$600 over \$1,800

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EXECUTIVE MANAGER BONUS

When you become an Executive Manager and have \$9,000 or more in unit retail sales for **2 consecutive months**, you qualify for a \$150 bonus the following month and for each month thereafter in which you achieve \$9,000 or more in unit retail sales and continue to hold Executive Manager title.



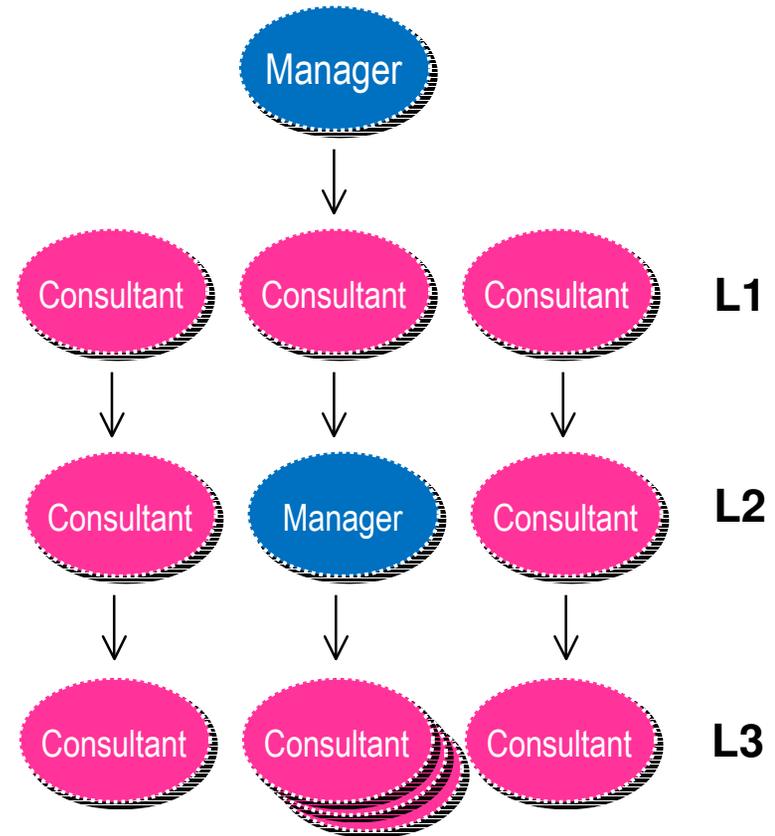
YOUR STRUCTURE

With this structure, you can now have a **Manager** within your unit **3 levels deep** and have them still count toward your unit sales.

A **Manager** at **Level 1** and her/his personal recruits and their personal recruits are still part of your unit structure.

A **Manager** at **Level 2** and her/his personal recruits are still part of your unit structure.

If you develop a **Manager** at **Level 3** you would only count that Manager's personal sales toward your total unit sales — but not their personal recruits' sales.





Don't party alone

start building
your own unit