

# THE STEP PLAN

Step-by-Step to Leadership

JOIN THE PARTY.



| Rank                | Commision Level | Monthly Sales |
|---------------------|-----------------|---------------|
| Sales Manager 1     | 21 %            | \$ 25,000.00  |
|                     | 20 %            | \$ 22,000.00  |
| Executive Partner 2 | 19 %            | \$ 19,000.00  |
|                     | 18 %            | \$ 16,000.00  |
| Executive Partner 1 | 17 %            | \$ 14,000.00  |
|                     | 16 %            | \$ 12,000.00  |
|                     | 15 %            | \$ 10,000.00  |
|                     | 14 %            | \$ 9,000.00   |
| Senior Partner      | 13 %            | \$ 8,000.00   |
|                     | 12 %            | \$ 7,000.00   |
|                     | 11 %            | \$ 6,000.00   |
|                     | 10 %            | \$ 5,000.00   |
| Junior Partner      | 6 %             | \$ 4,000.00   |
|                     | 6 %             | \$ 3,000.00   |
|                     | 4 %             | \$ 2,000.00   |
|                     | 2 %             | \$ 1,000.00   |

**EXAMPLE:** Your **Personal Volume (PV)** is approximately \$1,050.00 (based on total sales of \$1,500.00, minus a **30 % direct discount** of \$450.00). This qualifies you for a **2% commission level**. In the same month, **five other consultants** in your structure each achieve **\$800.00 PV**, resulting in a total of **\$4,000.00 PV** (5 x \$800.00). Together with your PV, your team reaches an **Organizational Sales Volume (OSV)** of \$5,050.00. By reaching this level, you advance to a **10 % commission level**. This means you now earn an additional 10% commission on your consultants' sales: **a) 10 % on \$800.00 = \$80.00 x 5 consultants = \$400.00. b) 10 % on your own PV (\$1,050.00) = \$105.00**. In addition to your **30 % direct discount (\$450.00)**, you receive a **total commission of \$505.00**. Your **total earnings for this month amount to \$955.00**.

\* The continuation of the step-by-step plan is regulated in the sales concept for managers and will be handed out to you (from the level of team leader II onwards) by the responsible JP manager.