



		Sales Associate	Sales Manager	Senior Sales Manager	Executive Sales Manager	Sales Director	Senior Sales Director	Executive Sales Director	
Qualifiers	Personal Sales ⁽⁴⁾	1	5	10	15	25	25	25	
	Team Sales ⁽⁵⁾	1	10	100	250	500	1000	5000	
	Test	Y	Y	N	N	Y	N	N	
Compensation	Personal Sales	40% 5%	60% 5%	60% 5%	60% 5%	60% 5%	60% 5%	60% 5%	
	Team Sales	1st Generation	50%	16% 1% 50%	16% 1% 50%	16% 1% 50%	16% 1% 50%	16% 1% 50%	16% 1% 50%
		2nd Generation		8% 1% 25%	8% 1% 25%	8% 1% 25%	8% 1% 25%	8% 1% 25%	8% 1% 25%
		3rd Generation				8% 1%	8% 1% 25%	8% 1% 25%	8% 1% 25%
		4th Gen. ⁽³⁾					4% 1%	4% 1%	4% 1%
		5th Gen. ⁽³⁾						4% 1%	4% 1%
	Rewards ⁽⁶⁾	Training			Training Kit		Specialized	Advanced	Leadership
		1% Bonus Pool					1 Share in Pool	2 Shares in Pool	5 Shares in Pool
		Hybrid Car Bonus						\$500/mo	\$1,000/mo

(1) The Matching Bonus is calculated from the Team Sales of people you sponsor (50%), people they sponsor (25%), and people they sponsor – your third-level (25%).
 (2) Whether or not Compensation is paid on each Generation is dependent upon Rank: Matching Bonuses and IRA are paid through the Sponsor Tree – Sales Commissions via the Placement Tree.
 (3) Compensation paid on these Generations are paid on Generations of Directors.
 (4) When determining Personal Sales qualifications, if a person you sponsor is also a Customer, that sale is calculated as your Personal Sale, not theirs.
 (5) No more than 35% can come from any one leg and they are calculated from the Sponsor Tree. Personal Sales are included in Team Sales when determining Team Sales qualifications.
 (6) All Rewards are based on installed systems.