

OVERRIDES

AS YOU RECRUIT and develop a downline, you receive a percentage of your downline sales. Starting July 1, 2011, downline overrides in the first level will increase .5 percent starting at supervisor.

SUMMARY

Why change?

Overrides are the way you get paid for recruiting and working with your downline. By increasing the level 1 override, recruiting becomes a more profitable business activity for you.

Objectives of the override changes:

- Increase the incentive to recruit
- Compensate demonstrators more on their first level downline sales

CURRENT					
TITLE	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4	LEVEL 5
Associate	2.0%				
Senior Associate	2.0%				
Supervisor	3.0%				
Senior Supervisor	3.5%	2.0%			
Manager	4.0%	2.5%	2.0%		
Senior Manager	4.5%	3.0%	2.0%	0.5%	
Executive	5.0%	3.5%	2.0%	1.0%	0.5%
Senior Executive	5.5%	4.0%	2.0%	1.0%	1.0%
Director	6.0%	4.5%	2.5%	1.0%	1.0%
Senior Director	6.0%	5.0%	3.0%	1.0%	1.0%
Advisor	6.0%	5.0%	3.0%	1.5%	1.0%
Senior Advisor	6.0%	5.0%	3.0%	1.5%	1.5%

NEW					
TITLE	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4	LEVEL 5
Associate	2.0%				
Senior Associate	2.0%				
Supervisor	3.5%				
Senior Supervisor	4.0%	2.0%			
Manager	4.5%	2.5%	2.0%		
Senior Manager	5.0%	3.0%	2.0%	0.5%	
Executive	5.5%	3.5%	2.0%	1.0%	0.5%
Senior Executive	6.0%	4.0%	2.0%	1.0%	1.0%
Director	6.5%	4.5%	2.5%	1.0%	1.0%
Senior Director	6.5%	5.0%	3.0%	1.0%	1.0%
Advisor	6.5%	5.0%	3.0%	1.5%	1.0%
Senior Advisor	6.5%	5.0%	3.0%	1.5%	1.5%



