

# Planning my Month-End "Sweet Spots"

Income-focused Demonstrators										Bonus stuff			
All Demonstrators													
	Column A	Column B	Column C			Column D				Column E			
	My sales so far this month	Instant Income/Discount on this amount (usually 20%)	Volume Rebate earned on this amount (see chart below)	Instant Income + Volume Rebate (Column B + Column C)	Does this sales volume meet the monthly sales I need to maintain max. downline override pay according to my CURRENT title?	Does this sales volume meet the monthly sales I need to maintain max. downline override pay according to my NEXT (promotion) title?	My personal sales from any/all prior months of this current quarter (same figure in both boxes)	Total "locked in" Great Rewards points earned this quarter ("0", if total quarterly pts = less than 1000..... otherwise 1 pt for each \$ of quarterly sales PLUS 250 pts for ea. 1st level promotion this qtr.) (Columns A + D + 250 for each 1st level promotion.)	May & Oct Evaluate FREE mailed Seasonal Catalogs Earned	My incentive trip pts earned from any/all prior months of this current SU year (same figure in both boxes)	Incentive trip points earned (usually 1 point for each \$ of personal sales, but see your activity stmt for other options, too.) (Columns A + E + any add'l incentive pts.)	On track for Annual Sales Award? (\$20,000 or more per year....avg. \$1667 or more per month) My personal goal:	On track for \$500 Quarterly Sales Performance Bonus? (Min. \$10,000 personal sales per quarter.... avg. \$3334 per month)
My current monthly personal sales	\$	\$	\$	\$	Yes No	Yes No	\$				Yes No Perhaps	Yes No Perhaps	
The next "Sweet Spot" level (see chart below)	\$	\$	\$	\$	Yes No	Yes No	\$				Yes No Perhaps	Yes No Perhaps	
"Sweet Spot" Difference	Box 1 \$	\$	\$	Box 2 \$	<p>The bottom line is: \$_____ (Box 1) in additional sales to customers would earn me an additional \$_____ (Box 2) in personal earnings. (Not counting any additional downline override or other awards/compensation I may earn, too.)                      OR, if I decide to purchase the difference myself, I'll get \$_____ -worth (Box 1) of additional product for only \$_____ (Box 1 minus Box 2) more. (Not counting s/h or tax I may pay.... or additional hostess benefits I may earn on my order.)</p>								

*(Please note it's always best-practice to "sell" the product to boost you to the next Sweet Spot rather than "buy" it with your own money. But if you're quite close to the next level it may be worthwhile to bump yourself up anyway. Handy tip: If you're VERY close to the next level, but the potential \$6.95 s/h bothers you, remember digital downloads are quick to purchase, you don't have to own My Digital Studio in order to purchase them, they have no s/h fee or minimum purchase requirement, and they can cost as little as 95-cents!)*

"Sweet Spot" chart for Personal Earnings			
Monthly Personal Sales		Instant Income*	Volume Rebate
From	To		
\$0	\$399.99	20%	-
\$400	\$699.99	20%	5%
\$700	\$999.99	20%	7%
\$1,000	\$1,499.99	20%	10%
\$1,500	\$2,499.99	20%	14%
\$2,500	\$3,499.99	20%	16%
\$3,500	\$4,999.99	20%	18%
\$5000 +		20%	20%

\* "Instant Income" (as included on this chart) includes commission (from sales to other people), plus your demonstrator discount on any products you've purchased yourself.

"Sweet Spot" levels are shown in pink

Title Promotions & Full DL Overrides		
	Req. 12-month rolling sales for promotion to this title	Min. monthly sales for max. DL overrides at this title***
Associate	n/a	\$300
Sr. Associate	\$1,000	\$300
Supervisor	\$3,600	\$300
Sr. Supervisor	\$4,800	\$400
Manager	\$7,200	\$600
Sr. Manager	\$10,800	\$900
Executive	\$14,400	\$1,200
Sr. Executive	\$18,000	\$1,500
Director	\$21,600	\$1,800
Sr. Director	\$21,600	\$1,800
Advisor	\$21,600	\$1,800
Sr. Advisor	\$21,600	\$1,800

\*\*\* Also requires a minimum # of active 1st-level demonstrators; see demo manual for specifics

"Sweet Spot" Chart for Free Mailed Seasonal Catalogs			
Personal Sales during Performance Period (5 months cumulative)		Avg. monthly sales to be on target to qualify	Free mailed Seasonal Catalogs earned
From	To		
\$3,000	\$5,999	\$600	15
\$6,000	\$8,999	\$1,200	30
\$9,000	\$11,999	\$1,800	45
\$12,000	\$14,999	\$2,400	90
\$15,000		\$3,000	180

Performance Period (to earn)	
Jan - May	Holiday Catalog
Jun - Oct	Spring Catalog

"Sweet Spot" levels are shown in green