

# Consultant vs Director Commission Comparison

**\$10,000 month**

## Commission for Independent Beauty Consultant - \$10,000 team

### CONSULTANTS

- Assumes small personal team (1-3)
- Grow by 5 Qualified team members in one month

|                 |                        |  |   |
|-----------------|------------------------|--|---|
| \$3,000         | Team Member #1         | A Beauty Consultant is paid 13% on her team production (-her own order). When she has 5+ active team members ordering in the month <u>AND</u> she places a minimum \$600 w/s personally within the month | <b>Commission Calculation</b>   |
| 2,400           | Team Member #2         |  | \$1,222 = 13% commission on \$9,400 team w/s<br><i>(\$10,000 - Dir \$600 = \$9,400 x .13 = \$1,222)</i> |
| 1,800           | Team Member #3         |  | 250 = Bonus @ \$50 x 5 personal<br>A+1 Qualified  |
| 600             | Team Member #4         |  | <b>\$1,472</b> = Total Commission paid to<br>Team Building as a Consultant                              |
| 600             | Team Member #5         |  | 2,000 = Profit from Sales @ \$1,000 weekly<br>sales   |
| 400             | Existing Team          |  | <b>\$3,472</b> = <b>Get Excited Consultant!!!</b>   |
| 600             | Personal Wholesale     |  |   |
| <b>\$10,000</b> | <b>Team Production</b> |  |   |

## Commission for Independent Sales Director - \$10,000 team

\*Assumes Director adds minimum 5 qualified personal within month and that \$10,000 w/s comes from her personal order + personal team

|                |   |
|----------------|---|
| \$1,300        | Unit Commission 13% \$10,000 x .13 = \$1,300. As a Director, you are paid on your own order.      |
| 1,222          | 13% personal team commission \$9,400 x .13 = \$1,222 (This is minus your personal order)          |
| 1,000          | Unit Volume Bonus \$100 for every \$1,000   |
| 500            | Unit Recruiting Bonus for 5+ Unit A+1 qualified   |
| 500            | Personal Team Building Bonus - \$100 per person A+1 qualified                                     |
| \$4,522        | vs \$1,222 Consultant Commission on same \$10,000   |
| 550            | Cash Compensation for Career Car ( <i>Pam Shaw thinks that a trophy on wheels has no price!</i> ) |
| <b>\$5,072</b> | <b>vs \$1,472 Consultant Commission on same \$10,000</b>  |
| 2,000          | Profit from selling Director - \$1,000 week   |
| <b>\$7,072</b> | <b>vs \$3,472 Consultant Commission YOU CHOOSE!</b>   |

## AND CHECK THIS OUT! OTHER BONUSES!!!

|         |  |  |
|---------|--|--|
| \$1,000 | New Director "On the Move" First 90 Days                   | Plan Your Commission                             |
| \$1,000 | New Director Fabulous 50's first 6 months                  | Personal Wholesale Order                         |
| \$1,000 | New Director "Honor Society" First 12 months               | 13% Personal Team (Base)                         |
| \$1,000 | Cadillac Bonus (Every time)                                | 13% New Consultant (Personal)                    |
| \$1,000 | Higher Unit Club by \$50,000 retail                        | 13% New Consultant (Unit)                        |
| \$1,800 | Wellness Bonus (\$750 - \$1,800 based on annual wholesale) | 13% Base Unit                                    |
| ---     | Senior Director Commission                                 | New Consultant Personal Recruiting Bonus \$1,000 |
| ---     | NSD Commission   | New Consultant Unit Bonus \$3 - \$500            |
| ---     | Trips  | Unit Volume Bonus \$100 per \$1,000              |
| ---     | Jewelry  | Senior Director Commission                       |
|         |  | Big 5 Bonus                                      |
|         |  | *Work Focus Folder for Activity to hit Results   |

**THE SKY IS THE LIMIT!!!**

**Know where you can earn**

**SET YOUR GOAL! Create a set Plan! Work & Track your Results!**