

TEAM BUILDING - What are the benefits?

Cleta Mitchell, FESD 02/04

Level/Title	# of ACTIVE MEMBERS	% Commission Earned	Apparel or Jewelry	Perks/Requirements
Consultant	0	0	MK Pin	50% profit on Sales
Sr. Consultant	1 - 2	4% on PTM (Personal Team Members)	SC Pin Enhancer Black skirt/white top	Team Members must be ACTIVE - ordered \$200 in last 3 months
Star Recruiter/Red Jacket	3 - 4	4%+\$50 bonus Every New Qualified \$600 PTM	Red Jacket & Enhancer	Special Seating & Recognition at all MK functions / \$50 is on 4th PTM and beyond
Team Leader	5 - 7	9% - 13% on PTM	TL Enhancer	13% if YOU order \$600 and 5 Team Members order \$200+ in same month
On-Target Car	5	9% - 13% on PTM	\$4000 Team Production	Monthly min. \$4000 / 1-4 months / \$18,000 total (only \$4000 of YOUR wholesale counts)
Future Director	8	9% - 13% on PTM	Future Director Scarf & enhancer	Can go DIQ at 1st of following month!
Director in Qualification	8 by 1st of month/30 to finish	9% - 13% on PTM		Monthly min. \$4000 / 1-4 months / \$16,000 total (only \$4000 of YOUR wholesale counts) includes production of New TM of your PTM your DIQ month and beyond
Director	30 Active Unit Members	9-13% on PTM / 9-13% on UNIT	Director Suit & New Director Pin!!!!	Bonuses \$500-\$5000 per month / \$300 monthly bonus with 3 new Q Unit TM, \$600 more for 9 in a Quarter
Sr. Director	1-2 1st Line Offspring Director	4%-5% Commission on Offspring Units	Sr. Director Enhancer / wings	Special classes and recognition!
Future Exec. Director	3 - 4 1st Line Offspring Directors	3 offsprings - 4-5% 4-6 offsprings 4.5%-5.5%	Pin Enhancer/wings	Special classes and recognition!
Exec. Sr. Director	5-7 1st Line Offspring Directors	4-6 offsprings 4.5% - 5.5% 7+ offsp 5%-6%	Pin Enhancer/wings	ESD Lounge at Seminar - On-stage Recognition/ classes with food & taught by NSDs
Elite Exec. Sr. Director	8+ 1st Line Offspring Directors	5%-6% commission	Pin Enhancer/wings/ special sweater	Lounge/ NIQ classes/ lots of recognition/ teach at MK functions
National in Qualification	12 1st line/6 Srs 11 1st line/7 Srs 10 1st line/8 Srs	same	4 month qualification - all units must average \$5000 per month (\$20,000 total) and have 30 unit members	No more than \$8000 can be in last month
National Sales Director	18+ offsprings - all lines	5%-8% on 1st lines 3% on 2nd lines 2% on 3rd lines	St John Suit!!!	\$5000 bonus for New Directors / \$1000 on her Unit Anniversary each year if total \$60,000 wholesale/\$10,000 annual bonus on new offspring NSD/ Eligible for Family Security Plan retirement program

Circle of Achievement	\$300,000 - \$499,000 Retail production in one Seminar Year	30-50 STARS in the year	Diamond & Gold Bar pin / plaque!	On-stage Recognition at Seminar/ banner/ Royalty Reception
Half-Million Unit Club	\$500,000- \$649,000 Retail production in one Seminar year	50-65 STARS in the year	Diamond & Gold Bar pin / plaque/ diamond ring or choice of gift	On-stage Recognition at Seminar/ banner/ Royalty Reception
Circle of Excellence/Trip	\$650,000 Retail production in one Seminar year	66+ STARS	Diamond & Gold Bar pin / plaque/ diamond ring or choice of gift / Top Director TRIP - 1st class	All expenses paid for you and your husband week long trip!!!
Extended Trip	\$800,000 Retail production in one Seminar year	80-99 STARS	Diamond & Gold Bar pin / plaque/ diamond ring or choice of gift / Top Director TRIP + Extended trip	Get 4-5 EXTRA days at another location before or after the Top Directors Trip!!
Million Dollar Circle	\$1,000,000 Retail production in one Seminar year	100+ STARS	Diamond & Gold Bar pin / plaque/ diamond ring or choice of gift / Top Director TRIP + Extended trip +\$5000 bonus!	Million Dollar Slumber party/ Million Dollar Weekend in Dallas in Feb with 5 of your top people!
National Ct. of Recruiting	24 Q PTM in Seminar year	9%-13% on each PTM	Diamond & Gold Bumble Pin	On-stage Recognition at Seminar/ banner/ Royalty Reception
National Ct. of Sales	\$36,000 Retail production in Seminar year	50% profit!	Diamond Ring or choice of prize	On-stage Recognition at Seminar/ banner/ Royalty Reception / STAR prizes each quarter / Special luncheon

What is your goal? Where do you see yourself in one year, 5 years, 10 years?
