

This sheet is an example of how Overrides and Leadership Bonuses are calculated for one pay period. In this example, we will say that each business builder in your organization has 10 customers and/or wholesale customers ordering \$100 of retail product each pay period. This is merely an example and is not intended to guarantee performance or income.

YOU

- Advisor at 40%
- Have 10 Retail or Wholesale Customers
- \$1000 RV

Business Builder #1
Advisor-40%
 Has 10 Retail or Wholesale Customers
\$1000

Business Builder #2
Advisor-40%
 Has 10 Retail or Wholesale Customers
\$1000

Business Builder #3
Advisor-40%
 Has 10 Retail or Wholesale Customers
\$1000

Retail Volume (RV) → \$3000

#1 \$1000 #2 \$1000 #3 \$1000

#1 \$1000 #2 \$1000 #3 \$1000

#1 \$1000 #2 \$1000 #3 \$1000

→ \$9000

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1 1 1
K K K

1 1 1
K K K

→ \$27000

Retail Volume in this Leg
\$13,000 RV

Retail Volume in this Leg
\$13,000 RV

Retail Volume in this Leg
\$13,000 RV

→ **Total RV = \$39,000**

“Let’s say \$40,000 to make the math simple!”

1. The GREEN group is a “Leg”; the RED group is a “Leg”; & the BLUE group is a “Leg”
2. A “STAR” leg must obtain at least \$3000 of RV, which calculates in to an approximate \$100 override
 The GREEN leg has \$13,000 RV, the RED leg has \$13,000 RV, & the BLUE leg has \$13,000 RV
 This means... YOU HAVE THREE STAR LEGS.. because they all produced more than \$100 override
3. Leadership Bonuses are calculated based upon override achievement and “Star Leg” production

OVERWRITE PAYMENT	→ 7% 1 ST 3 Levels of Advisors	\$ 1,400
LEADERSHIP BONUSES	→ 3% Silver \$100 or more override	600
	2% Gold \$500 or more override	400
Leadership Bonuses can be earned as deep as your organization grows!	2% 3 Star Gold 3 Legs at \$100 + override	400
	2% Ruby \$1000 or more override	400
	2 Week Total	\$ 3,200
	1 Month AVG.	\$ 6,400
	Yearly AVG.	\$76,800

Calculate Override (OR) Payment

1. First, you must know your “Business Volume” (BV)
 $BV = RV / 2$
 $\$40,000 \text{ RV divided by } 2 = \$20,000 \text{ BV}$
2. Next, you calculate OR by multiplying BV by .07 (7%)

\$20,000	Approximate Business Volume (BV)
<u>x .07</u>	
\$1,400	Pay Period Override Earnings