



**marketing  
plan**

**Supervisor  
Earnings Optimization**



# Supervisor Earnings Optimization

## Supervisor Areas of Potential Earnings

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**As a Supervisor you can work multiple dimensions of the Marketing Plan to increase your earning potential.**

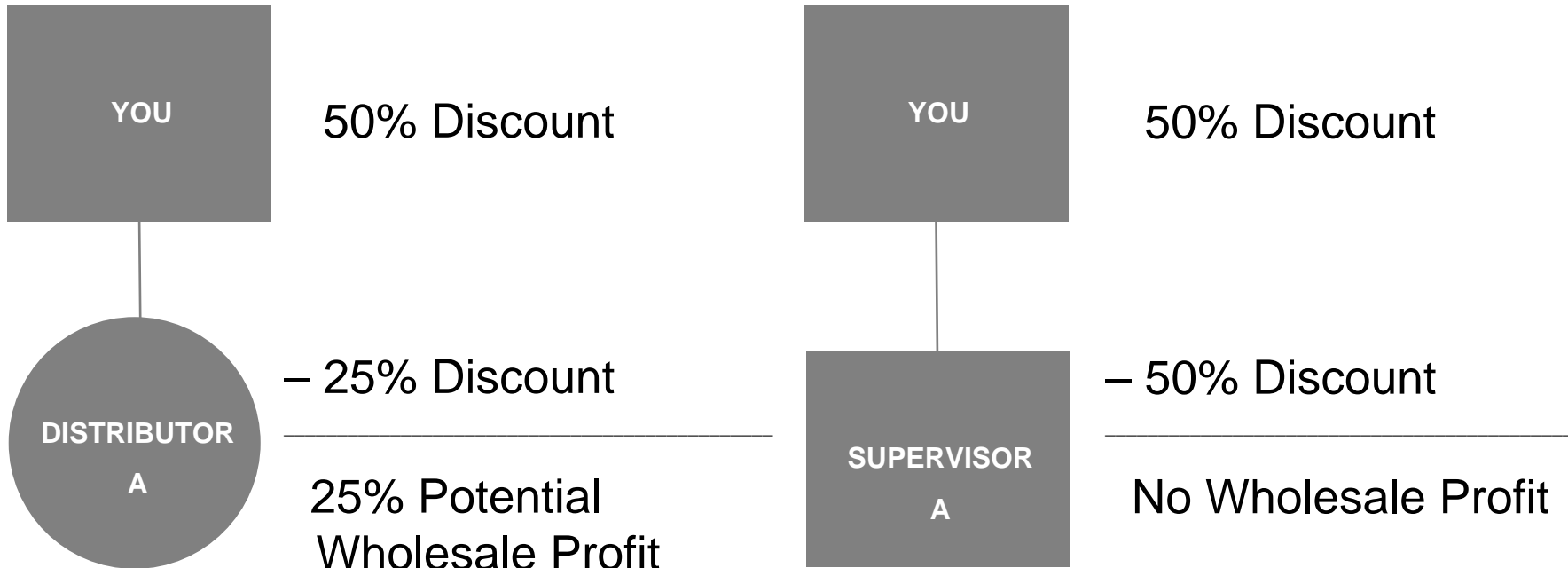
### **Six Areas of Potential Income and Incentives**

- Retail Profit
- Wholesale Profit
- Royalty Overrides
- Monthly Production Bonus
- Annual Bonus (Mark Hughes Bonus)
- Promotions

# Supervisor Earnings Optimization

## Potential Wholesale Profit at the Supervisor Level

As you mentor your downline and they reach the Supervisor level just like you, your discount levels will be the same and you will no longer earn Wholesale Profit on their volume.



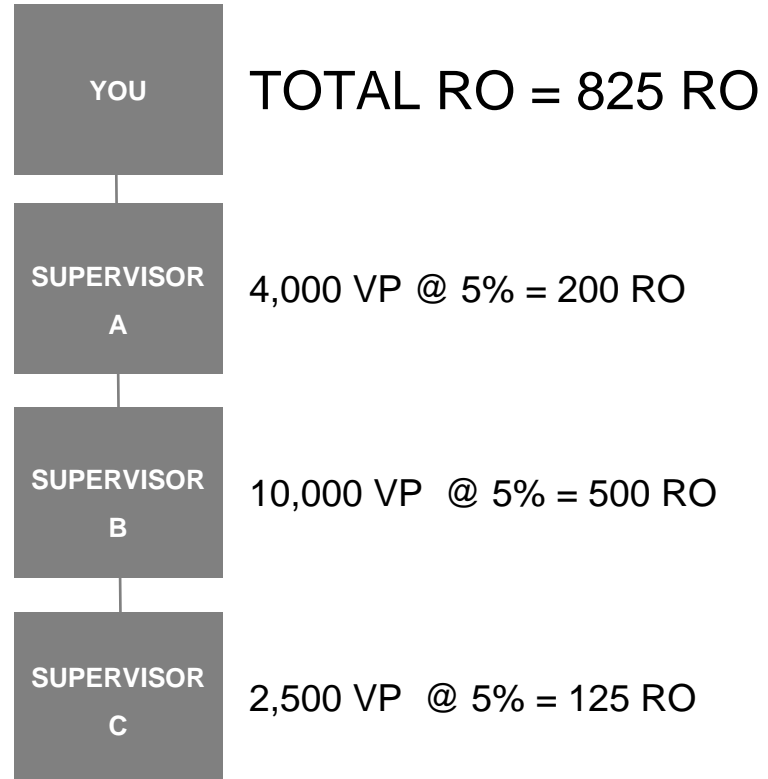
# Supervisor Earnings Optimization

## Potential Royalty Overrides at the Supervisor Level

**As a Supervisor, you can earn Royalty Overrides based on the volume of Supervisors in your downline instead of Wholesale Profit.**

### Royalty Overrides

1% to 5% payment made to Fully Qualified Supervisors based on the monthly Total Volume of your first two levels of active downline Supervisors PLUS the Personal Volume for the third level of active Supervisors in your downline.

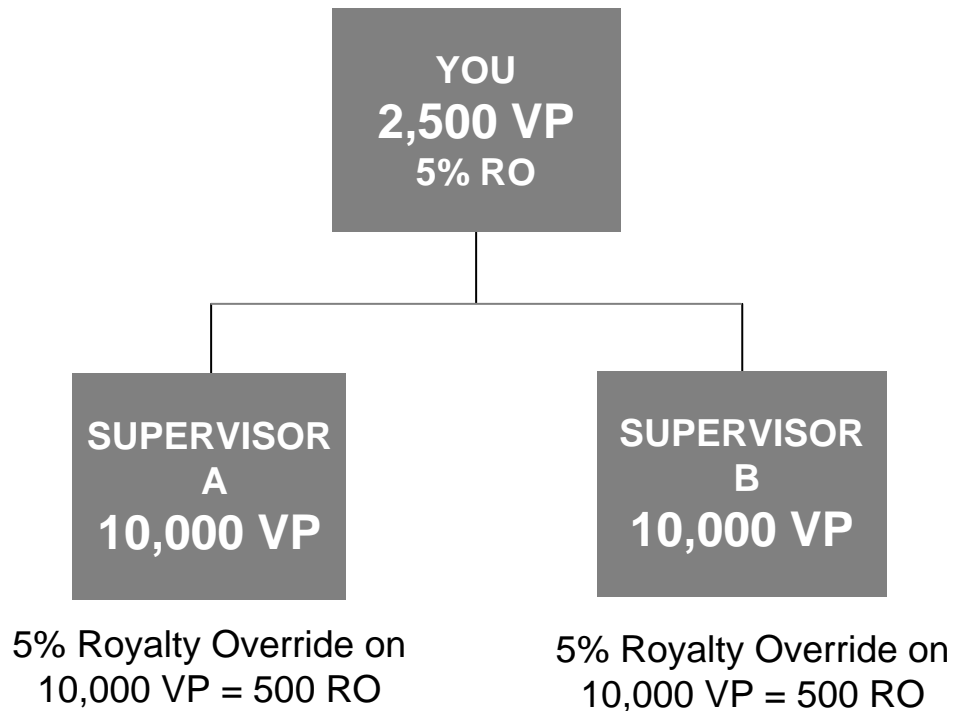


# Supervisor Earnings Optimization

## Royalty Overrides on Multiple Downline lineages

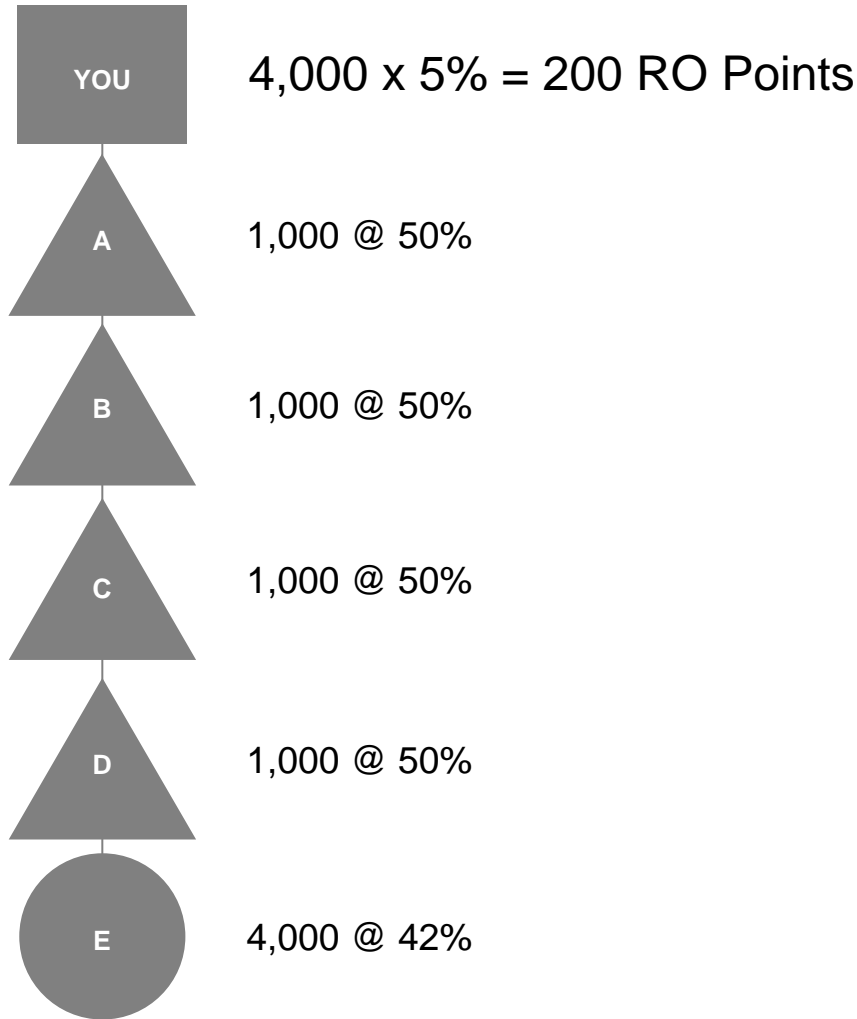
You can increase your earning potential by developing and retaining Supervisors in multiple downline lineages.

TOTAL RO = 1,000 RO



# Supervisor Earnings Optimization

## Royalty Overrides in a Downline's Qualification Month



- In this example, Distributor E qualifies for Supervisor by achieving 4,000 VP in one month.
- As long as each Distributor in Distributor E's upline has 1,000 Unencumbered Volume Points, they can qualify as well.
- Since Distributor E orders at 42% discount, Distributor E's volume would not count toward your Royalty Overrides (RO).
- Royalty Overrides can only be earned on volume ordered at a 50% or temporary 50% discount.

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## Example: RO in a Downline's Qualification Month

When you have Supervisors in multiple downlines, Royalty Overrides can add up.

