

## EXPLAINING THE NEWAYS COMPENSATION PLAN (have the plan in front of you)

**There are 2 checks paid in Neways.** One on the 10<sup>th</sup>, and another on the 25<sup>th</sup>. We are only going to talk about the FIRST check (paid on the 10th of the month) right now. Look at the graph at the top of the page that says "**MULTIPLEX**". This part of the plan compensates everyone on the FIRST \$100 spent (ordered) by any distributor. Everything OVER that first \$100 is paid on the 2nd check ("AFFINITY"). We'll discuss that in a moment.

The figures across the top represent YOUR monthly personal volume (PV). As you can see, you can earn an override with as little as a \$50 purchase in a month (5%) - but you **MAXIMIZE** your bonus (& qualify for BOTH checks) when you are on the \$150 per month **GOLD direct ship plan** (you can change your products each month). I'm going to assume you are on the \$150 per month gold direct ship, so look at the BLUE column that says 10%. This shows you that you are paid 10% on the FIRST \$100 ordered by EVERY DISTRIBUTOR in your organization, down through the 4th level, and 5% on levels 5 and 6.

AN EXAMPLE: You may sponsor one person, and that person sponsors 10 people who are all on direct ship. You'd be paid on all eleven of them (\$110). OR, 100 people @ \$100 = \$10,000 volume, and \$1,000 monthly bonus (approx.). *Note: You are not paid a % on the first \$100 YOU order, because that QUALIFIES you to receive your bonuses.*

If you look to the columns to the left, you'll see that as you recruit more people on your front line to the auto purchase plan, you also pick up additional bonuses which can go as deep as your organization goes. I won't confuse you with the details - just know that the wider you sponsor, the deeper you get paid and the higher the bonus.

**Now let's talk about the 2nd check... AFFINITY - where all the volume over \$100 per distributor is paid every month.**

Look at the 2nd graph, **Group Development Bonus**. When a person registers as a distributor, they are at the CONSULTANT level (unless they join as a 'lateral transfer' or 'convert your life' distributor - talked about later).

As a consultant, you receive product at a 30% discount, and receive the multiplex bonus from the first graph, but don't receive additional bonuses - until you ACCUMULATE \$1,000 volume (your own sales, and those in your group). At that point, you become a **SUPERVISOR**. The **easiest way to get to SUPERVISOR**, though, is to take advantage of the **\$300 to Supervisor promotion**, and purchase the "Convert Your Health" pack during your **first month** as a new distributor!

As a Supervisor, you also receive a 10% personal rebate on all purchases over your initial \$100 per month, PLUS a 10% bonus on the orders of your CONSULTANTS on all purchases over \$100. (To receive the Affinity check, you must be on the \$150 gold direct ship, or have an additional \$100 qualifying volume)

Once you accumulate \$3,000 in Group Volume, you advance to the **MANAGER** level - where you receive a 15% personal rebate, 5% on your Supervisors, and 15% on your consultants.

Once you become an **EXECUTIVE**, you receive 25% personal rebate on all purchases over \$100 per month, plus 10% bonus on your managers, 15% on your Supervisors, and 25% on your Consultants. **Executive is the place you want to get to right away. There are 2 ways to become an Executive:**

1. **Accumulate** \$6,000 in Group Volume, with \$1,000 in the qualifying month.
2. \$4,000 in any one or two consecutive months

NOTE: When Preferred Customers order product, it is considered YOUR OWN personal volume - so, as an executive, you would receive the 25% personal rebate on all those orders. It's a great win-win situation! Your customers can purchase direct from the company at wholesale, but you are still able to earn an override - and you don't even have to keep inventory or deliver product!

Once distributors in your group achieve the level of Executive themselves, you are no longer paid on them in THIS graph - they move to the 3rd graph - **EXECUTIVE LEADERSHIP BONUSES**.

**The third graph compensates you on EXECUTIVES** that you promote from your organization (meaning they have attained that level themselves). You are paid on individuals in your group on the 2nd graph, until THEY become executives. At that point, you are compensated for them in the BOTTOM graph - and as you build executives, you build more wealth. At the Senior Executive level you have the opportunity to earn a car - paid for by NEWAYS!

**As a reminder, no matter what their level or status you are paid on the first \$100 ordered by every distributor in your organization, on the Multiplex check on the 10th of each month**