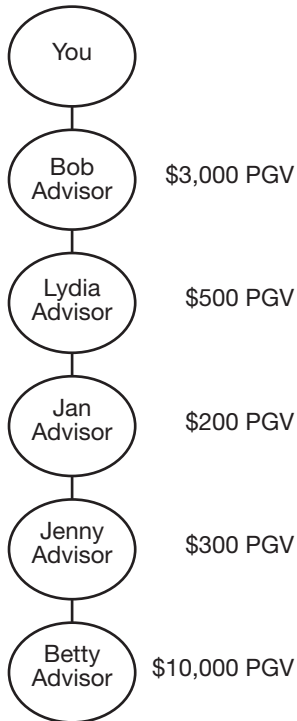


Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?
Yes / No

1. What is the 3rd way we get paid? _____
2. Typically, the business volume is _____% of the retail value/volume.
3. If a box of MNS® Max is valued at \$42.95, what is the business volume? _____
4. If your PGV is \$500, what is your override percentage? (What percentage of the business volume?) _____
5. If your PGV is \$750, what is your override percentage? (What percentage of the business volume?) _____
6. If your PGV is \$1000, what is your override percentage? (What percentage of the business volume?) _____
7. What is the MAXIMUM override percentage you can earn? _____
8. What is the maximum override earning you will earn for a box of MNS®? _____
9. How many pay levels does AdvoCare pay override? _____
10. How much volume (or PGV) does it take for a level to be considered a “pay level?” _____
11. Look at the illustration, and write the names of the people in the 3 levels that are considered a “pay level.”



- a. 1st Pay Level _____
- 2nd Pay Level _____
- 3rd Pay Level _____

For the following questions, write out the formula you will use to get your answer.

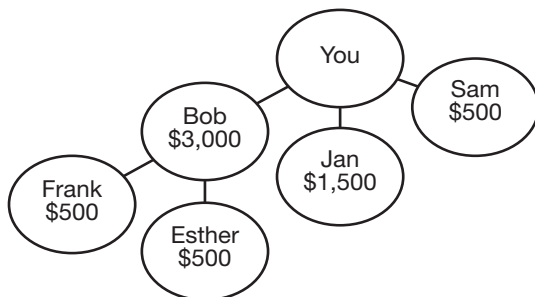
- b. What is your Override earnings from this example?

- c. How much Override dollars did Jan earn?

- d. How much Override dollars did Lydia earn?

- e. How much Override dollars could Lydia have earned if her PGV was at least \$1000?

12. Look at the illustration, and answer the following questions. Write out the formula.



- a. What is your Override earnings from this example?

- b. How much Override earnings did Bob earn?

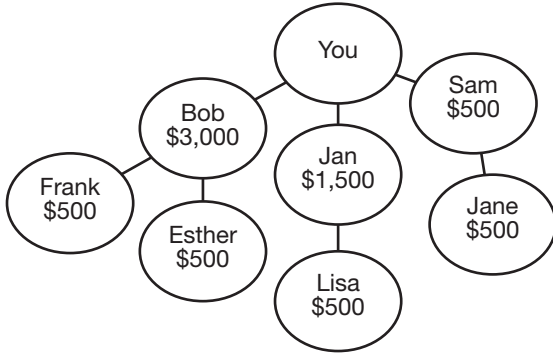
13. Two factors that indicate your Leadership Bonus in your organization are _____ and _____.

14. What is the definition of a “leg?” _____

15. To be a “qualifying leg” or a “star leg” that particular leg must generate at least _____ in override.

16. The maximum amount of Leadership Bonuses an individual can earn is _____.

17. Use the illustration below to answer the following questions:



a. What is your Override earnings from this example?

b. How many “star legs” do you have?

c. Based upon the above 2 answers, and looking at the chart above, what leadership level are you at?

d. What are your total Leadership Bonuses?

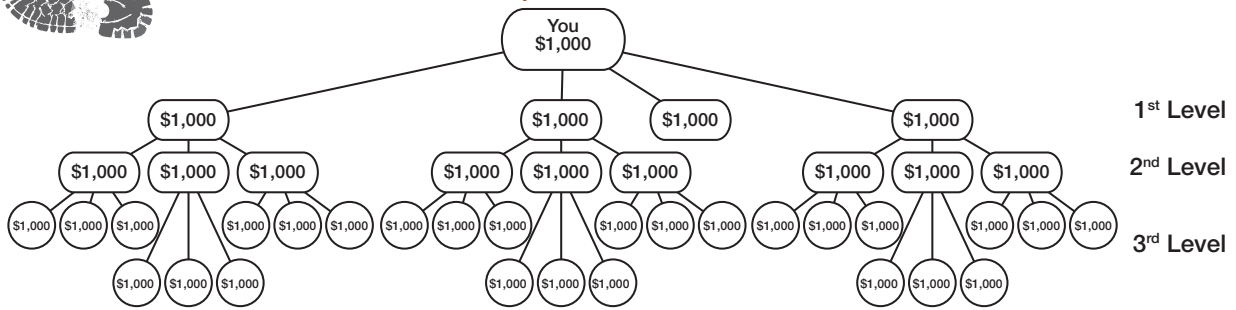
e. What is your total pay check?

Lets bring everything together and get a better understanding of how you build a RUBY organization.

18. How many “star legs” do you need in order to build RUBY? _____

19. What’s the minimum number of BUSINESS BUILDERS you need to build RUBY? _____

20. How much organizational volume do you need to have in your 3 pay levels in order to build RUBY? _____



21. How much PGV is on the 1st level? _____
22. How much PGV is on the 2nd level? _____
23. How much PGV is on the 3rd level? _____
24. Because YOUR PGV is _____ ... what is the percentage that will be used to calculate override? ____%
25. How much BV is on the 1st level? _____
26. How much BV is on the 2nd level? _____
27. How much BV is on the 3rd level? _____
28. What is the TOTAL BV in the organization? _____
29. How many separate legs are represented? _____ How many star legs? _____
30. What is the TOTAL override in this illustration? _____
31. The following chart is the Leadership Bonus Schedule. Using this chart, which leadership level did you achieve in the example above? Remember to look at "star legs" and override to determine the leadership level. _____

Leadership Pin	Override	Star Legs	% Bonus
Silver	\$100	0	3
Gold	\$500	0	2
Gold 3 Star	\$500	3	2
Ruby	\$1,000	3	2
Ruby 6 Star	\$1,000	6	2
Emerald	\$2,000	6	2
Emerald 9 Star	\$2,000	9	2
Diamond	\$4,000	12	4
Platinum	\$8,000	18	0.25
Double Diamond	\$12,000	24	0.25

32. Continuing with our example, calculate the Leadership Bonus for each level achieved. Remember, you will use the BV from question #28 to multiply by the % Bonus of each level.

Leadership Pin	BV	x	% Bonus	=	Leadership Bonus
Silver			3		_____
Gold			2		_____
Gold 3 Star			2		_____
Ruby			2		_____
Ruby 6 Star		N/A			N/A
Emerald		N/A			N/A
Emerald 9 Star		N/A			N/A
Diamond		N/A			N/A
Platinum		N/A			N/A
Double Diamond		N/A			N/A
TOTAL LEADERSHIP BONUS					_____

33. What was your TOTALS for the following?

a. OVERRIDE _____ b. LEADERSHIP BONUS _____ c. WEEK CHECK _____
d. MONTH _____ e. YEAR _____



Homework

Name _____

Class # 12: Pay Plan: Part 2

Homework: Complete the following assignments. Please let your Student Host know you finished this assignment, even though you will not hand in an actual homework page.

1. The top 7 rookie bonus earners will earn a combined _____ dollars.
2. 1st place bonus earner receives _____ dollars.
3. USE THE BACK of this paper to explain the Ruby pay plan to another person. We prefer you choose someone who does not know how the pay plan works. (It can be a newer Distributor of yours who you need to teach this to anyway or you may ask a friend or family member to help you with this assignment by being the "student" as you teach it to them.)

NOTE: Ask the other person if they understand what you are teaching. Ask questions like, "Is this part clear to you?" Tell them that the goal of the assignment is to be able to explain it in a way that the other person understands what you are teaching. You may need to re-explain parts as you go according to their feedback.

4. Review the Leadership Bonus Schedule from the worksheet. You can also find this on the last page of the Policy and Procedures document on AdvoCare.com. Please fill out the chart below with the purpose of memorizing it.

Leadership Pin	Override	Star Legs	% Bonus
Silver	_____	_____	_____
Gold	_____	_____	_____
Gold 3 Star	_____	_____	_____
Ruby	_____	_____	_____
Ruby 6 Star	_____	_____	_____
Emerald	_____	_____	_____
Emerald 9 Star	_____	_____	_____
Diamond	_____	_____	_____
Platinum	_____	_____	_____
Double Diamond	_____	_____	_____

MENTORSHIP MOMENT: A helpful way to remember the override pay is that the amounts are the same for the "GOLD's" and the "RUBIES" and so on. So, both Gold and Gold 3 Star have an override requirement of \$500. Where they differ is in the required number of star legs. So, Gold has no star leg requirement, but Gold 3 Star requires 3 star legs (hence, the "3 star" in the name). Additionally, a helpful hint to remember the increase in % Bonus for each level is to recognize that Silver starts with 3% and then the percentages continue at 2% all the way up to Diamond, which then jumps to 4%. The next two levels are each 0.25%.

POINT PUSH! How many points do you have at the conclusion of your last group class? _____
 You have 7 days from this last class to finish out your points and report your final points to your Student Host.
 What is your final goal to report on that day? _____
 To reach that goal, how many points do you need to accumulate this week? _____

My Total Points for Boot Camp _____

Congratulations! You have a strong start to the journey ahead. Ruby is a journey, not a destination. In fact, you may enjoy building lives so much that you decide to build Ruby "again" — this would technically be an **Emerald** organization. If you build Ruby 3 times — this would technically be an **Emerald 9 Star** organization. Want to achieve **Diamond**? Build Ruby 4 times! The point is, if you know how to build to Ruby, you know how to reach the highest Leadership Bonus level in AdvoCare. You have no limits, except for those you place on yourself. Finally, review and refine your purpose constantly. With consistent action in the right direction, you can see your "preferred future" come to pass. Let's impact our nation, our friends and our family together. **Get ready, get set ... get Ruby!**