

SALES REPRESENTATIVE vs. UNFRANCHISE OWNER

Sales Representative	Qualified UnFranchise Owner
Pays no subscription fee.	Pays subscription fee.
Cannot participate in MPCP.	Can participate in MPCP.
Does not accrue BV or IBV.	Accrues BV and IBV toward earning commissions.
Will receive 3 BDC's.	Will receive 3 BDC's.
Does not get Subscription Kit (includes SHOP.COM site, Global.SHOP.COM site, and custom product sites)	Gets Subscription Kit (includes SHOP.COM site, Global.SHOP.COM site, and custom product sites)
Quarter based on Start Date .	Quarter based on Q-date .
Must submit Form 1000 each quarter	Must submit Form 1000 each quarter
Must submit Annual Renewal form only (no fee), cannot use Auto Renewal.	Must submit Annual Renewal form and fee, can use Auto Renewal.

Commissions Cycle

GBV		Commission	UnFranchise Level	Monthly Accrual Option (BV)	Other Requirements
L	R				
1200	1200	\$300.00	UnFranchise Owner to Coordinator	50 to 100	- Form 925 - Form 1001
2400	2400	\$300.00		100	
3600	3600	\$300.00		100	
5000	5000	\$600.00	Coordinator to Executive Coordinator	100 to 150	- ECCT
Management Bonus (Triple Flush)		\$600.00	Executive Coordinator to Master Coordinator	150	

RED FLUSH VS. PURGE

RED FLUSH is dependent on Monthly Accrual Option criteria	PURGE is dependent on Quarterly Activity Requirements
Can occur monthly .	Can occur quarterly or annually .
Monthly Accrual Option criteria: 1. UFMS 2. 50/100/150 PBV in BDC-001 3. 10/20/30 PIBV in BDC-001 4. Complete Shopping Annuity Assessment	Quarterly Activity Requirements: 1. Form 1000 2. 150 PBV personally in BDC-001 3. Annual Renewal
PBV amount is dependent on UnFranchise Level. PIBV amount is dependent on IBV Level.	PBV requirement is the same for everyone.
Red Flush resets GBV <i>or</i> GIBV in all personal BDC's to 0.	Purge resets GBV, GIBV, PBV, and PIBV in all personal BDC's to 0.
Red Flush does not affect the upline's GBV.	Purge does directly affect the upline's GBV if they have not already flushed on your volume.
Does not affect Qualification or "Active" status.	Causes loss of Qualification and you are no longer considered "Active" until you requalify with 200 PBV.
Volume starts to accumulate again the next day.	Must requalify with 200 PBV before volume will accrue.
Does not affect activation status of sponsor.	May cause sponsor to no longer be activated until you requalify.
Does not pertain to Sales Reps or unqualified UnFranchise Owners since they cannot accrue volume.	Pertains to all UnFranchise Owners and Sales Reps.

Red Flush/Purge Practice Sheet

1. Q-date: 1-13

PBV Orders			UFMS Ordered	Form 1000
Date	PBV Amount	PBV Assigned to		
1-10	325	BDC- 001, 002, 003	5-2	4-12
2-27	50	BDC-001	5-30	6-17
5-2	50	BDC-001		
5-31	50	BDC-002		
7-14	50	BDC-001		

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August

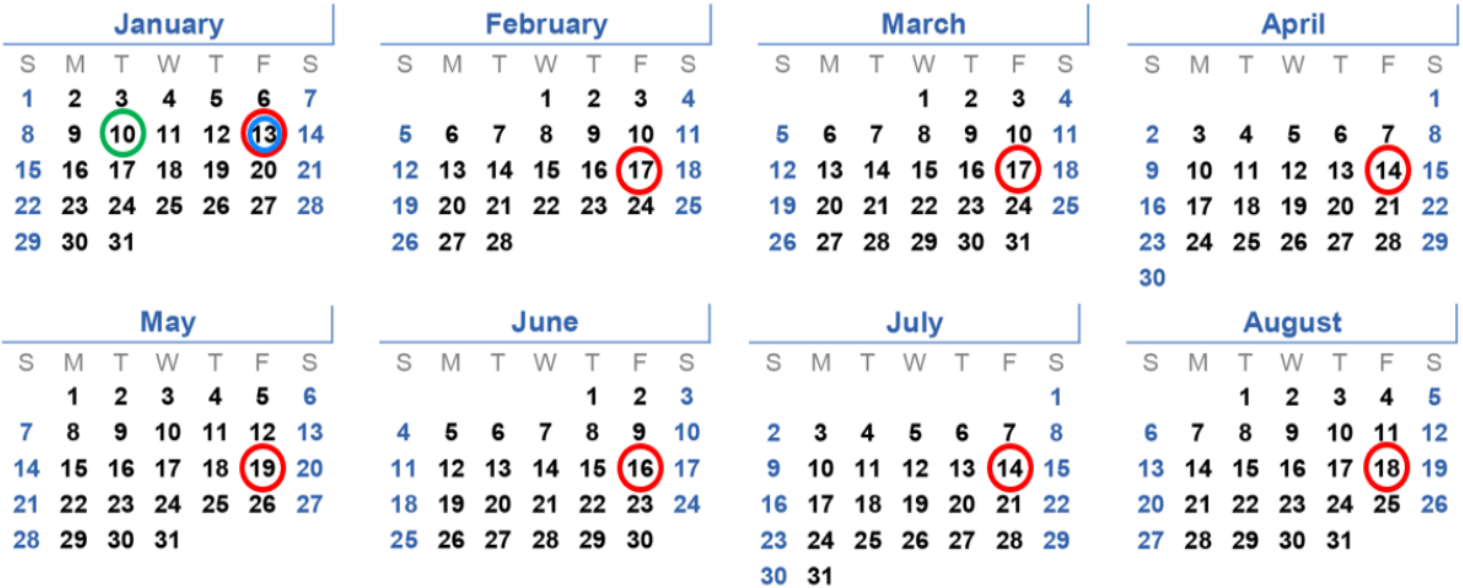
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Based on the given information, answer the following questions.

- | | | | |
|--|-----|----|-----|
| A. Will the UnFranchise Owner purge on 4-14? | Yes | No | N/A |
| B. Will the UnFranchise Owner red flush on 4-14? | Yes | No | N/A |
| C. Will the UnFranchise Owner red flush on 5-19? | Yes | No | N/A |
| D. Will the UnFranchise Owner red flush on 6-16? | Yes | No | N/A |
| E. Will the UnFranchise Owner purge on 7-14? | Yes | No | N/A |
| F. Will the UnFranchise Owner red flush on 7-14? | Yes | No | N/A |

2. Q-date: 1-13

PBV Orders			UFMS Ordered	Form 1000
Date	PBV Amount	PBV Assigned to		
1-10	603	BDC- 001, 002, 003	4-20	4-13
4-14	50	BDC-001	6-16	
4-20	50	BDC-001	6-19	
5-19	50	BDC-001		
7-14	50	BDC-001		

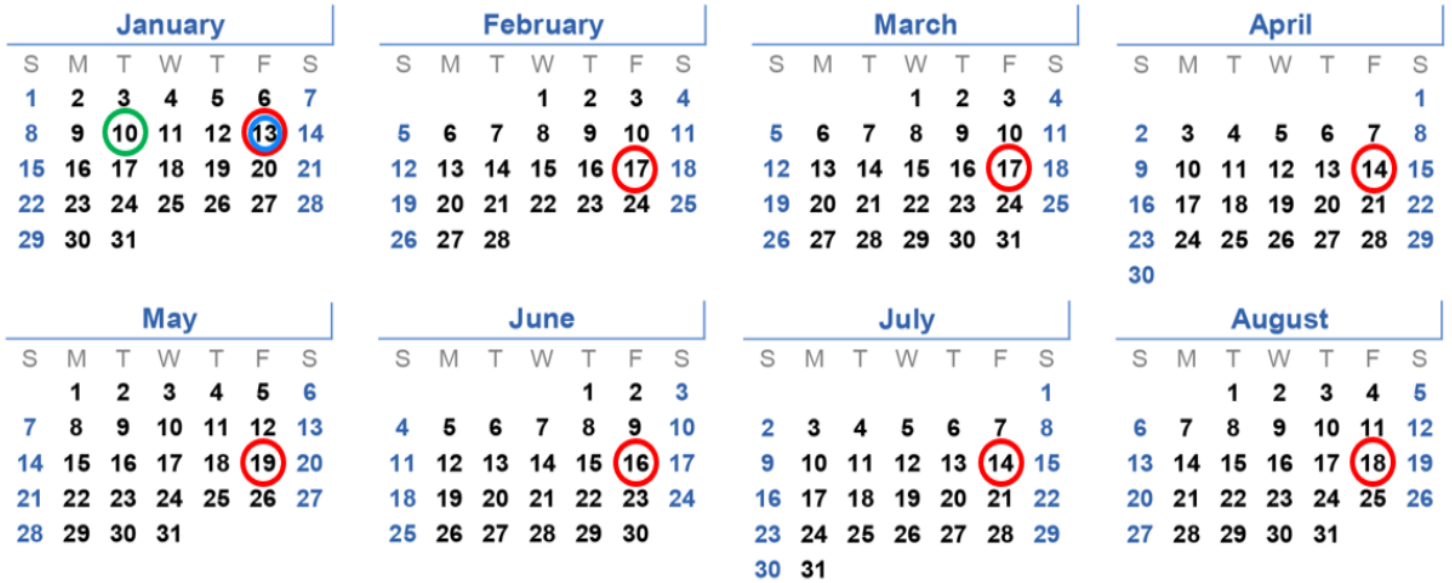


Based on the given information, answer the following questions.

- | | | | |
|--|-----|----|-----|
| A. Will the UnFranchise Owner purge on 4-14? | Yes | No | N/A |
| B. Will the UnFranchise Owner red flush on 4-14? | Yes | No | N/A |
| C. Will the UnFranchise Owner red flush on 5-19? | Yes | No | N/A |
| D. Will the UnFranchise Owner red flush on 6-16? | Yes | No | N/A |
| E. Will the UnFranchise Owner purge on 7-14? | Yes | No | N/A |
| F. Will the UnFranchise Owner red flush on 7-14? | Yes | No | N/A |

3. Q-date: 1-13

PBV Orders			UFMS Ordered	Form 1000
Date	PBV Amount	PBV Assigned to		
1-10	300	BDC- 001, 002, 003	4-10	1-31
5-1	200	BDC-001	5-1	7-13
6-5	50	BDC-001	6-21	
7-14	50	BDC-001		

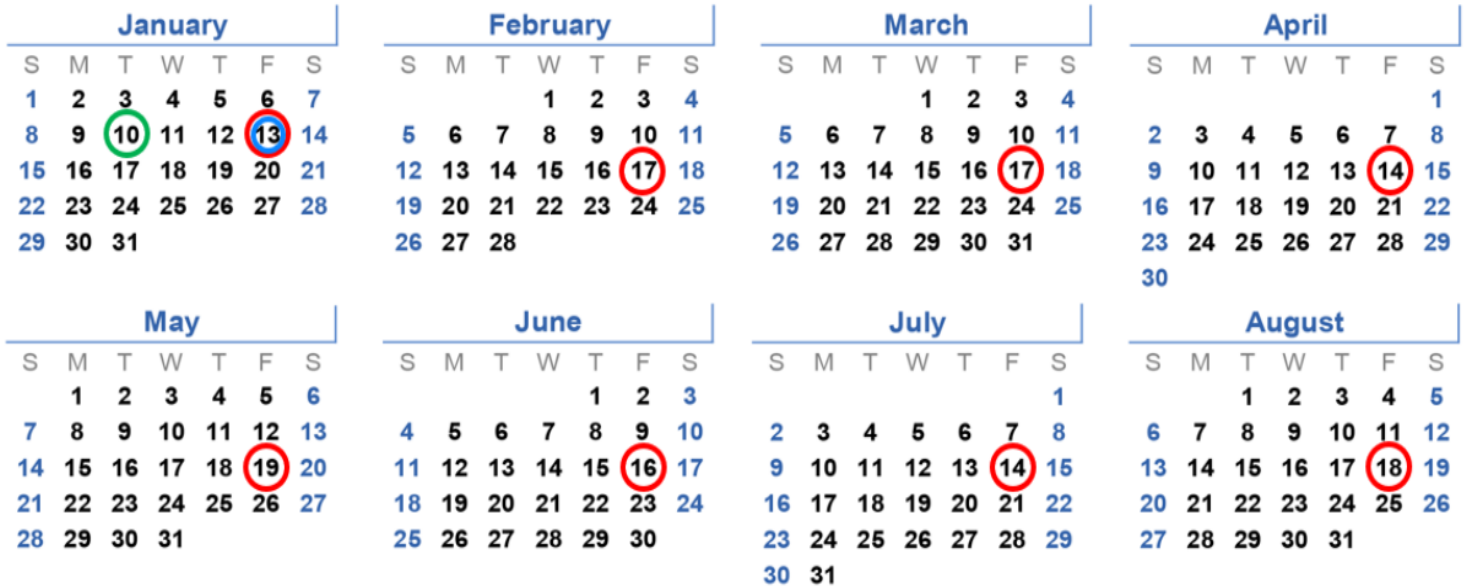


Based on the given information, answer the following questions.

- | | | | |
|--|-----|----|-----|
| A. Will the UnFranchise Owner purge on 4-14? | Yes | No | N/A |
| B. Will the UnFranchise Owner red flush on 4-14? | Yes | No | N/A |
| C. Will the UnFranchise Owner red flush on 5-19? | Yes | No | N/A |
| D. Will the UnFranchise Owner red flush on 6-16? | Yes | No | N/A |
| E. Will the UnFranchise Owner purge on 7-14? | Yes | No | N/A |
| F. Will the UnFranchise Owner red flush on 7-14? | Yes | No | N/A |

4. Q-date: 1-13

PBV Orders			UFMS Ordered	Form 1000
Date	PBV Amount	PBV Assigned to		
1-10	300	BDC- 001, 002, 003	4-14	4-24
4-14	50	BDC-001	5-19	
4-19	200	BDC-001	6-20	
6-8	50	BDC-001		



Based on the given information, answer the following questions.

- | | | | |
|--|-----|----|-----|
| A. Will the UnFranchise Owner purge on 4-14? | Yes | No | N/A |
| B. Will the UnFranchise Owner red flush on 4-14? | Yes | No | N/A |
| C. Will the UnFranchise Owner red flush on 5-19? | Yes | No | N/A |
| D. Will the UnFranchise Owner red flush on 6-16? | Yes | No | N/A |
| E. Will the UnFranchise Owner purge on 7-14? | Yes | No | N/A |
| F. Will the UnFranchise Owner red flush on 7-14? | Yes | No | N/A |

Annual Renewal – Frequently Asked Questions

(1) What does the Annual Renewal fee cover?

A: The Annual Renewal fee renews the Entry Subscription fee that the UnFranchise Owner originally submitted to become a UnFranchise Owner (as opposed to a Sales Representative), which allows him/her to continue to participate in the Management Performance Compensation Plan (MPCP).

(2) Do Sales Representatives have to renew each year?

A: Sales Representatives are required to renew annually with a completed Annual Renewal Form, but they do not submit the renewal fee.

(3) What happens if an existing Sales Representative fails to submit a valid Annual Renewal Form?

A: The Sales Representative will purge any existing personal business volume (PBV).

(4) If an existing Sales Representative wants to upgrade to UnFranchise Owner status, can s/he submit an Annual Renewal Form along with the Annual Renewal fee?

A: No; an existing Sales Representative would need to submit an Application and Agreement form along with the Entry Subscription fee to upgrade to UnFranchise Owner status. This includes UnFranchise Owners who have been reduced to Sales Representatives previously due to non-renewal.

(5) What happens to existing UnFranchise Owners who fail to submit an Annual Renewal Form altogether?

A: They will be locked out of the UnFranchise Business Account until they do a late renewal, lose their original Q-date, and have all personal business volume (PBV) and group business volume (GBV) reset to 0 (they will purge).

(6) What happens to existing UnFranchise Owners who fail to submit an Annual Renewal fee with their Annual Renewal Form?

A: They will be reduced to Sales Representative status, lose their original Q-date, and have all group business volume (GBV) reset to 0 (they will in essence Red Flush, but they will not purge).

- (7) If an UnFranchise Owner has been inactive 270 days (nine months) or more, can s/he submit an Annual Renewal Form and/or fee to become active again?
A: No; UnFranchise Owners who have been inactive 270 days (nine months) or more must submit a new Application and Agreement with a new placement under the original inactive BDC. Now UnFranchise Owners can reapply online after 270 days with a correct payment and BV to be considered active again in the computer database.
- (8) When do UnFranchise Owners renew each year?
A: Before the end of their Start Month (refer to the UnFranchise Manual). The month of your Start Date becomes your Start Month.
- (9) What are the deadlines for Annual Renewal?
A: The deadline is the last business day of the UnFranchise Owner's Start Month.
- (10) When is the business volume actually purged from the system for non-renewal?
A: Very similarly to the weekly purge for BV and Form 1000 requirements, the purge for non-renewal is run two weeks (approximately 12 days) after the Friday of the week in which the last business day of the UnFranchise Owner's Start Month.
- (11) Will I see if a particular UnFranchise Owner is in danger of purging for non-renewal on my Purge Warning Report on UFMS?
A: Yes.
- (12) How do UnFranchise Owners who have already purged for non-renewal become active UnFranchise Owners again?
A: They must submit a new Application and Agreement filled out completely except for the Sponsor Information and the Placement Information (leave these blank), with the Late Annual Renewal box checked. If they want to remain at Sales Representative status, then they only need to submit the Late Renewal Application, but if they want to regain or upgrade to UnFranchise Owner status, then they also must submit the Entry Subscription fee along with the Late Renewal Application.
- (13) What happens to the quarter dates of UnFranchise Owners who have been reduced to Sales Representative status due to non-renewal?
A: Their quarter dates are now based on their Start Date instead of their original Q-date, which they lost when they were reduced to Sales Representative status.

(14) When UnFranchise Owners who have already purged for non-renewal reestablish their active status by submitting a Late Renewal Application and Agreement along with an Entry Subscription fee, are they required to requalify their Business Development Centers (BDCs) at the time they submit their Late Renewal?

A: No, but if they want to be considered a Qualified UnFranchise Owner who is eligible to accrue group business volume in the MPCP, or to count for Activation for their Sponsor, they must requalify at least their BDC-001 with 200 personal business volume (PBV). They can wait to requalify any other personal BDCs whenever it is convenient for them to do so.

(15) When UnFranchise Owners who have already purged for non-renewal reestablish their active status by submitting a Late Renewal Application and Agreement along with an Entry Subscription fee, and they requalify at least their BDC-001 with 200 personal business volume, do they receive a new First-Quarter Grace Period along with their new Q-date?

A: Yes

(16) If an UnFranchise Owner is canceling his/her UnFranchise business, can s/he receive a refund of the Annual Renewal fee?

A: No; the Annual Renewal fee is non-refundable.

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2021

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2022

Executive Coordinator Certification Training Evaluation Form

Trainer's Name: _____ Training Date: _____

Your Name: _____ Business Name: _____

Please check one: I am an UNFRANCHISE OWNER. 9-Digit ID#: _____
 I am a GUEST attending today.

Phone: _____ E-mail: _____

Training Location (City/State): _____

Course Material Evaluation

1. How satisfied are you with the depth of each topic covered in this course?

2. How well do the slides, illustrations and examples used in this course cover the material?

3. Was the length of this course suitable to cover the material in sufficient range and depth?

4. Overall, how satisfied are you that this course has prepared you to manage your business?

Number of hours spent in class today: _____ Number of previous ECCTs you have attended: _____

Other Comments/Recommendations: _____

Certified Trainer (Instructor) Evaluation

Trainer's Name: _____ Training Date: _____

1. Was your Certified Trainer knowledgeable and able to answer questions?

2. Did your Certified Trainer follow the PowerPoint and materials?

3. Was the material conveyed in an effective manner (use relevant examples, stories, etc.)?

Other Comments/Recommendations: _____

(write on reverse if necessary)