

# Understanding the Pay Plan . . .

## What is GBP?

▶ GBP stands for **Group Bonus Points**.

Your GBP includes the points from:

1. Your personal purchases
2. Plus all your personal customers' purchases
3. Plus your entire 'personal group' affiliates, their 'personal group' affiliates, and so on.



Remember, until your affiliates reach Gold, they are considered part of your 'personal group' and their points count towards your GBP!

To see who is in your 'personal group' login to the Group Management Tool (GMT) at <http://Vitacorp.com>, click on "Group Activity" and then click on "Personal Group."

You can also see your current week and your four-week GBP totals in the GMT.

---

## What is the Retailing Bonus?

Once you achieve Gold, you earn 20% of your entire GBP in excess of 100 Points.

A. Your purchases \_\_\_\_\_

B. Your customers' purchases \_\_\_\_\_

C. Your 'personal group' affiliate purchases \_\_\_\_\_

**Total of all three ( A + B + C ) is your GBP = \_\_\_\_\_**

Minus 100 Points

**Equals = \_\_\_\_\_**

Times 20%

**Your Retailer Bonus! \_\_\_\_\_**

# What is the PLATINUM Bonus?

► **Qualification:** To qualify for the Platinum bonus you must meet **both** of the following qualifications:

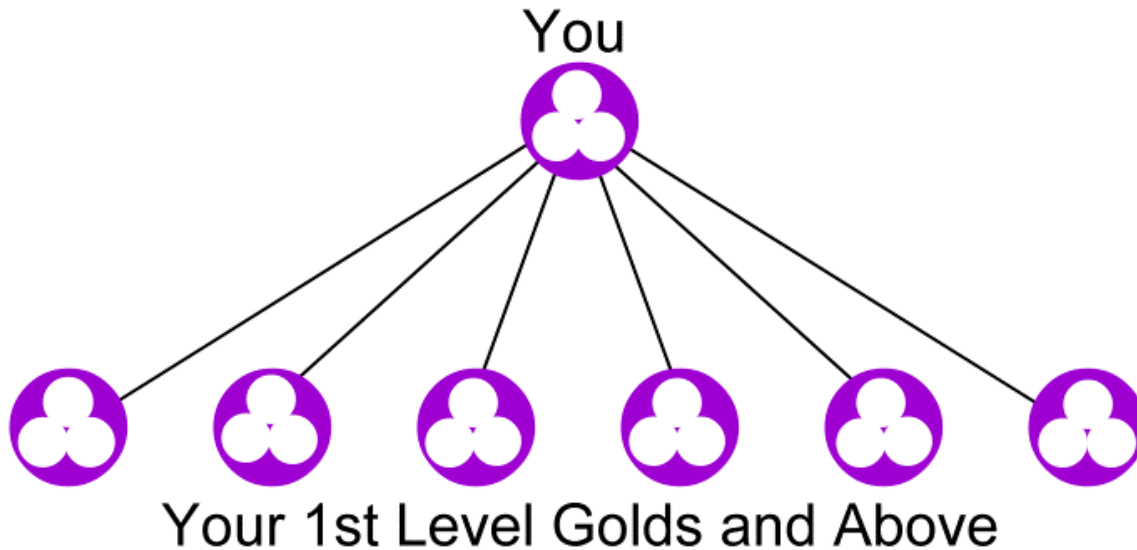
1. You must be a Gold affiliate who has accumulated at least 200 GBP during the current and the three previous weeks combined. In other words, the combined total during these rolling four weeks needs to be 200 GBP. ( *You can view your weekly totals online in the GMT* )
2. During the bonus week, the combined total of **your GBP and the GBP of your first level affiliates** (Gold and above) must be at least 300 BP. (BP = Bonus Points)

## Qualification #1



**Accumulate 200 GBP in four consecutive weeks.**

## Qualification #2



At least **300 BP** during the current week between **your GBP and the combined GBP of all your personally sponsored Gold Affiliates and above.**

### Qualification #1

- A. Your current week GBP = \_\_\_\_\_  
 B. GBP from last week = \_\_\_\_\_  
 C. GBP from two week's ago = \_\_\_\_\_  
 D. GBP from three weeks' ago = \_\_\_\_\_

**Does A + B + C + D equal to or exceed 200 GBP?**

If the answer is **yes**, you've met qualification #1.

### Qualification #2

- A. Your current week GBP = \_\_\_\_\_  
 E. The **combined GBP** of **all** your personally sponsored Golds and above = \_\_\_\_\_

**Does A + E equal to or exceed 300 BP?**

If **yes**, then you've met qualification #2.

## How much does the PLATINUM Bonus pay?

The Platinum Bonus pays **20% of your GBP and the GBP of every member of your organization** down to the next qualified Platinum.

After the first Platinum, the bonus pays on three additional **generations** of Platinums!

- ▶ You earn:
  - 4% until the second Platinum is reached,
  - 4% to the third Platinum and
  - 4% to the fourth Platinum!

### Earn \$24,000 A Year Finding One Customer a Week!

Let's say you market a case of Limu Plus that carries **100 BP**

Here is what the marketing plan would do for an affiliate who gets one just one customer a week using one case of Limu Plus. At the end of the year, you would have **52 customers** using Limu Plus every month.

That means each week 13 customers ( 52 divided by 4 ) would get their 100 BP case of Limu Plus via autoship.

Your weekly points would be 1300 BP ( 13 customers x 100 BP )

Your Retailing Bonus is  $1300 \text{ BP} - 100 \text{ BP} = 1200 \text{ BP} \times 20\% = \$240$

Your Platinum Bonus is  $1300 \text{ BP} \times 20\% = \$260$

- ▶ **Your total weekly bonus is \$500** ( \$240 + \$260 )

**Your yearly income is \$24,000** ( \$500 x 52 weeks ). And you haven't even sponsored a single affiliate nor did you have to buy any product personally if you didn't want to.

If you doubled your efforts and helped **two** customers each week start on a case of Limu Plus, you'd earn **an extra \$53,040 per year!**

### Earn about \$500 with just 25 customers / affiliates order a case of Limu Plus.

- ▶ **25 people under a Gold, but not under a Platinum on your team buy 100 BP each.**

$25 \times \$10 = \$250$  ( Gold generation bonus )

$2500 \text{ BP} \times 20\% = \$500$  ( Platinum Bonus )

**Your weekly bonus = \$750** ( \$250 + \$500 )

- ▶ **25 people under the Platinums on your team buy 100 BP each during one week:**

$25 \text{ BP} \times \$10 = \$250$  ( Gold generation bonus )

$2500 \text{ BP} \times 4\% = \$100$  ( Platinum generation )

2500 BP Diamond Bonus = \$250

**You earn \$600 for the week!**

