

Director vs. Consultant Commission

WHAT IS THE DIFFERENCE BETWEEN A CONSULTANT COMMISSION AND A DIRECTOR COMMISSION?

For Example:

Both the Director and Consultant earn a GOLD MEDAL (5 new recruits) for the month. Nobody else in the Director's unit orders one dollar of product.

Evaluate the commission scale and make your own evaluation.

AS A CONSULTANT

Personal wholesale order required to receive 13% \$600.00

New consultant's qualified order: \$2,000.00
 New consultant's qualified order: \$1,800.00
 New consultant's qualified order: \$600.00
 New consultant's order: \$400.00
 New consultant's order: \$200.00

Total Team Production : \$5,000.00

AS A DIRECTOR

Personal wholesale order required to receive 13% \$600.00

New consultant's qualified order: \$2,000.00
 New consultant's qualified order: \$1,800.00
 New consultant's qualified order: \$600.00
 New consultant's order: \$400.00
 New consultant's order: \$200.00

Total Team Production : \$5,000.00



Plus personal production \$600.00
Total unit production: \$5,600.00

Personal Team-Building Bonus (\$50 x 3 qualified) \$150.00
 Team Production (13%) \$650.00
TOTAL COMMISSION \$800.00

Unit Volume Commission (13%) \$728.00
 Unit Volume Bonus (10%) \$500.00
 Unit Development Bonus \$300.00
 Personal Team-Building Bonus (\$100 x 3) \$300.00
 Team Production (13%) \$650.00
TOTAL COMMISSION \$2,478.00

Difference of \$1678 for the same amount of work !!!

For career path status and compensation purposes, a qualified team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company