



# I BELIEVE I CAN STEP UP TO EXECUTIVE MANAGER

## To Achieve Executive Manager Title

### — In a Tupperware sales month:

- Hold personal parties each week – 1 or more standard personal parties (\$500 or more in personal sales)
- Teach your unit to hold personal parties each week – 15 or more standard unit parties (\$7,500 or more in unit retail sales 3 levels deep)
- 9 or more active\* personally recruited level 1 unit members.

*Note: Your title is effective the month after you qualify.*



- 1 Welcome 1 new Consultant to your unit each week
- 2 HOLD 2 personal parties each week
- 1 Support every Consultant in your unit to HOLD 1 party each week

## To Maintain and Be Paid as an Executive Manager Title — In a Tupperware sales month:

- 1 or more standard personal parties (\$500 or more in personal sales)
- 15 or more standard unit parties (\$7,500 or more in unit retail sales 3 levels deep)
- 9 or more active\* level 1 unit members. These level 1 unit members do not need to be personally recruited, they may be those who have moved up through compression.

*Note: Executive Managers are allowed 3 qualification “misses” in a calendar year. On the 4th miss in a calendar year, you are repositioned to the level you achieved during the sales month of the 4th miss.*

## Earnings — Commissions

- 25% on personal retail sales.

## Earnings — Personal Sales Volume Bonus (PSVB)

- 3 standard parties (\$1,500 in personal sales) = \$50 total
  - Plus, for each additional standard party over 3 parties (\$1,500) = \$50 more
- 8 standard parties (\$4,000 in personal sales) you enter the Party Pro level and your bonus = \$400 total
  - Plus, for each additional standard party over 8 parties (\$4,000) = \$50 more

## Earnings — First Time Step Up Bonus

Sales Force Members earn a one-time \$200 bonus the first time they step up to Executive Manager.

## Earnings — Profit Plus Bonus

- 4% on commissionable volume 3 levels deep.  
Commissionable volume (CV) is 75% of the unit’s total retail sales.
- For example: unit retail sales = \$7,500 x .75 = \$5,625 (CV)  
\$5,625 x .04 = \$225 Profit Plus Bonus

## Earnings — Executive Manager Bonus: See page 3

## Earnings — Vanguard Bonus on Retail Sales 3 Levels Deep

- Vanguard bonus amounts are awarded as follows in this chart.

	MONTHLY UNIT SALES	VANGUARD BONUS AMOUNT
V <sup>4</sup>	FOR EACH ADDITIONAL \$2,000	\$25
	\$16,000	\$210
V <sup>3</sup>	\$14,000	\$185
	\$12,000	\$160
	\$10,500	\$140
V <sup>2</sup>	\$9,000	\$120
	\$7,500	\$105
	\$6,000	\$90
	\$5,000	\$80
V <sup>1</sup>	\$4,000	\$70
	\$3,000	\$60
	\$2,500	\$50

*Notes: The Tupperware sales month runs from the first Saturday after the month-end close, through the last Friday of the calendar month.*

*\*To be considered “active”, a Sales Force Member must have \$600 or more in sales during a rolling six-month period.*



# POTENTIAL EXECUTIVE MANAGER EARNINGS

Personally Hold Parties and Build a Unit that Holds Parties

## You holding ONE standard party/week

$\$500 \times 4 = \$2,000 \times .25 = \$500$  = \$500.00 Personal Profit  
 Personal Sales Volume Bonus = \$100.00 PSVB

## 15 standard unit parties a month

$15 \times \$500 = \$7,500$  (unit sales) +  $\$2,000$  (personal sales) = \$9,500  
 $\$9,500 \times .75 = \$7,125 \times .04 = \$285$  = \$285.00 Profit Plus  
 $\$9,500$  unit retail sales (V3 bonus) (based on retail sales 3 levels deep) = \$120.00 Vanguard Bonus  
 Executive Manager Bonus (if qualified- see below for details) = \$150.00

**Totals = \$1,155.00 Potential Earnings**

## You holding TWO standard parties/week

$\$500 \times 2 = \$1,000 \times 4$  weeks =  $\$4,000 \times .25 = \$1,000$  = \$1,000.00 Personal Profit  
 Personal Sales Volume Bonus = \$400.00 PSVB

## 15 standard unit parties a month

$15 \times \$500 = \$7,500$  (unit sales) +  $\$4,000$  (personal sales) = \$11,500  
 $\$11,500 \times .75 = \$8,625 \times .04 = \$345$  = \$345.00 Profit Plus  
 $\$11,500$  unit retail sales (V3 bonus) (based on retail sales 3 levels deep) = \$140.00 Vanguard Bonus  
 Executive Manager Bonus (if qualified- see below for details) = \$150.00

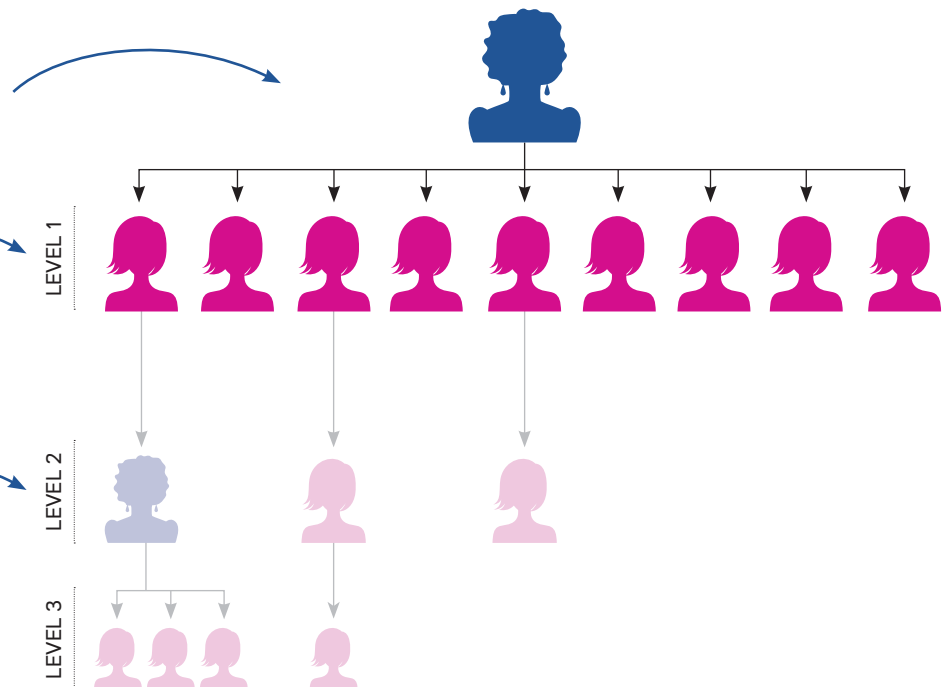
**Totals = \$2,035.50 Potential Earnings**

## UNIT STRUCTURE

In this structure, you can also have Managers at any one of these levels.

To become an Executive Manager, you need 9 or more active, personally recruited level 1 unit members.

If someone below you fully leaves the business (inactive closed) anyone they recruited will move up a level. This is referred to as compression.



Note: Earnings information provided is for illustration purposes only and should not be relied on as a projection of your future earnings or profits.



# EXECUTIVE MANAGER BONUS

Executive Managers qualify for an Executive Manager bonus when they meet or exceed qualifications to be paid as an Executive Manager for two consecutive months. After the two consecutive month qualification period, Executive Managers will receive a \$150 bonus every month they meet or exceed the qualifications to be paid as an Executive Manager.

## Example of Bonus Qualification Period



## Example of Bonus Qualification Period with a Miss Month

