

I BELIEVE I CAN

# STEP UP TO STAR DIRECTOR & ABOVE

### To Achieve Title:

- Promote one new Director from your Director team

### To Maintain and Be Paid as a Star Director – in a Tupperware sales month:

- Hold personal parties each week – 1 or more standard personal parties (\$500 or more in personal sales)
- Teach your team to hold personal parties each week – 20 or more standard team parties (\$10,000 or more team retail sales)

*Note: Directors are allowed 3 qualification "misses" in a calendar year. On the 4th miss in a calendar year, they are repositioned to the level they performed at during the sales month of the 4th miss.*



- 1 PROMOTE 1 new Manager per Director team each week
- 2 HOLD 2 personal parties each week
- 1 PROMOTE 1 Director in your organization each quarter

### 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 — Profit Plus Bonus

Based on CV of Total Team Sales **Team Retail Sales of: %**

\$20,000 & above = 8%

\$15,000 – \$19,999 = 7%

\$10,000 – \$14,999 = 6%

*example:* Team Retail Sales = \$10,000 x .75 = \$7,500  
\$7,500 x .06 = \$450 Profit Plus

### Earnings — Leadership Commission

8.5% CV on your 1st Generation as a Star Director. See the chart on page 2 for 1st Generation bonus levels for 2 Star Director and above.

*example:* 1st Generation Sales = \$10,000 x .75 = \$7,500  
\$7,500 x 8.5 = \$637.50 Leadership Commission

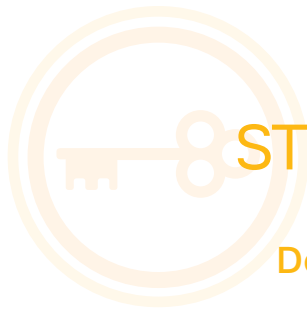
### Earnings — Director Development Bonus

Based on your title: \$1,500 Director through Star Director  
\$2,000 2 Star Director through 5 Star Director  
\$2,500 Executive Director and above

### What's Your Drive? Car Program

Star Directors and above can drive a company car based on total organization sales. For more details, visit your Sales Force website and go to For You > What's Your Drive? Car Program or see the Career Guide.

*Note: The Tupperware sales month runs from the first Saturday after the month-end close, through the last Friday of the calendar month. Commissionable volume (CV) is 75% of team's total retail sales.*



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Develop Directors Wide and Deep to Earn More!

Leadership Commission	Director	Star Director	2 Star Director	3 Star Director	5 Star Director	Executive Director	Star Executive Director	Presidential Director
1st Generation		8.5%	8.5%	8.5%	8.5%	8.5%	9%	10%
2nd Generation			3%	8.5%	8.5%	8.5%	9%	10%
3rd Generation				3%	3%	8.5%	9%	10%
4th Generation					3%	3%	9%	10%
5th Generation						3%	3%	3%
6th Generation							3%	3%
7th Generation								3%