

2013 Business Income Plan in a Nutshell

Join Sunrider! 2 Account to Choose from:

1. **Member:**

- Free account
- Shop at retail

Member VIP:

- Accumulate \$500/year - shop with discounts - up to 10%
 - Less than \$100 purchases – 0% discount = shop retail
 - \$100-\$199 = 5% discount
 - 200+ = 10% discount
- Accumulate \$500/year to keep VIP discounts
- May upgrade to an IBO by filling out application and purchasing the \$100 IBO Fortune Delight Business Pack

2. **IBO** – Purchase \$100 Fortune Delight Business Pack

Shopping Discount:

- Receive 20% shopping discount: on own purchases at check out (this is the Retail Profit discount)
- To keep account active: Purchase \$200 (IBO\$) once a year
- 9 Bonuses to earn

Immediate & Ongoing Income:

- \$50 training bonus for sponsoring in new IBOs
- Up to 20% Retail Profit on Members's purchases
- 20% Retail Profit for direct sales – Selling at Retail

Plus

IBO Bonuses: (5%-20%)

- IBOs must make their own \$200 IBO\$ purchase
 - To earn the **IBO Bonus** on their own purchases
 - To earn the **IBO Bonus** on their IBO's purchases
- **IBO Bonus** is determined by a Stair Step Payout System of **5-20%**.
- **IBO Bonus %** is split between what your rank payout % is and your downline's rank% is. (Example: You qualify for a 10% IBO bonus and they qualify for a 5% IBO Bonus=you earn 5% IBO bonus on them, another example: You qualify for 20% IBO bonus and they qualify for 5% IBO bonus=you earn 15% bonus on them.

Stair Step Payout System for the IBO Bonus: 5-20%

- Every Stair Step is a Rank. Your IBO Bonus % depends on the rank that you qualified in that month. Your Rank can change each month. (A Rank is different than a Business Leader Title, Group Leader Title, Golden Group Leader Title).
- To qualify or be paid at a rank, the IBO needs to qualify in all 3 areas:
 1. **Personal Purchase:** \$200 personal purchases (IBO\$)
 2. **Accumulation** of total purchases of Group over the years: - if an IBO terminates or reactivates – accumulation starts over at time of rejoining
 3. **Personal Group Totals** for the current month

- Ranks:
 - Trainer 5%, Supervisor 10%, Manager 15%, Business Leader 20%
 - Trainer** 5%
 - Personal Purchase: \$200 IBO\$
 - Group Accumulation: \$500
 - Group Total - current month: \$200+
 - Supervisor** -10%
 - Personal Purchase: \$200 IBO\$
 - Group Accumulation: \$3000
 - Group Total – current month: \$1000
 - Manager** -15%
 - Personal Purchase: \$200 IBO\$
 - Group Accumulation: \$6000
 - Group Total – current month: \$3000
 - Potential BL-20%**
 - Personal Purchase: \$200 IBO\$
 - Group Accumulation: \$10,000
 - Group Total Current Month: \$5,000
 - Business Leader-20%**
 - Personal Purchase: \$200 IBO\$
 - Group Accumulation: \$10,000
 - Group Total Current Month: \$5000 (2 months in a row)

Very Important Note to all Business Leaders:

To earn **Any Leadership Bonuses**

- Leaders must have \$5000 Group Total – current month
- Attend convention at least every other year
- Must qualify (\$5000) once every 3 months
 - **Serious:** Unqualified for over 3 mo. – permanently loses downline leaders and their downlines – compresses up to next qualified leader

There are 9 Bonuses that IBOs can Earn:

1. **Retail Profit: 10-20%**
 - Of Members and Member VIP's purchases
 - Also when you sell from your home, car, store, or office – you are earning 20% retail bonus when you sell at retail.
2. **IBO Bonus:** 5-20%
 - 5-20% depending on Your Rank and the Rank of your downline
 - figured new each month
3. **Business Leader Performance Bonus: 5% of Total Group**
 - **\$5000 Total Group** - 2nd mo. in a row and each month you reach \$5000
 - At \$5000 Group, you will be earning approximately \$1000.
4. **High Performance Bonus** – 1-5% for each \$1000 above \$6000 total Group
 - must SPONSOR – 3 IBOs every 3 mo. /10 active IBOs)

5. **Leadership Development**
 - reward for building leaders with their groups
 - Paid up to 6 levels deep -
 - Point value for % depends on total country sales/month
 - To earn, must attend Grand Convention every other year
 - For Group Leaders & above to earn – must attend GC every year
6. **Group Performance Bonus** – 6%/2%/1% 3 levels deep
 - **Bonus is for Group Leaders and above** - Reward for large and growing organizations
 - \$5000 personal group
 - 4 Director qualifying legs – each with \$5000
 - **Must Sponsor:** 3 new IBOs/3mo, 10 IBO/mo active (\$200)
 - Attend Grand Convention – every year
7. **Profit Sharing** – 6%,2%,1% on 1st, 2nd, 3rd, level leaders
 - recognizes leadership efforts of **Lead and above**
 - \$5000 Personal Group total
 - **Must Sponsor:** 3 new IBO/3 mo., 10 active IBOs (\$200)
 - Attend Grand Convention (Every Year)
 - Paid out every 6 months
8. **Travel Incentive** – To make possible Convention attendance
 - Usually covers all convention expenses, registration, travel, accommodations
 - Reward for Business Leaders, Lead Business Leaders, 5 or less mo. as Group Leader
 - Qualify as Business Leader with \$5,000 6, 9, 12 months = earn 1/3, 2/3, or full TIF
 - Must qualify Last 3 mo. before convention
 - Attend convention to receive TIF
9. **International Sponsoring**
 - Bonuses earned on that country – qualify within that country

- Your Paycheck is a measuring stick of how many people you are helping!
- The world needs what you have!
- Who can you thank for the benefits you have already received from SR!
- Someone is waiting to thank you!
- Go bless them!
- Perfect love casts out all fear!