

# Career Path to National

## National Sales Director

Personal Unit of 24+ Unit Members  
 20 total offspring Directors including:  
 (12/3/8) 12 first-line, 3 seniors, 8 second line  
 (11/3/9) 11 first-line, 3 seniors, 9 second line  
 (10/3/10) 10 first-line, 3 seniors, 10 second line  
 each of the 20 qualifying units (12/8, 11/9, or 10/10)  
 Must have 24 unit members  
 Of the 20, 7+ must be Premier or Cadillac & 5 must live in the US

Personal unit must be a Cadillac Unit  
**4-13% personal team commission**  
**13% Sales Director Personal Unit**  
**10% NSD Personal Unit**  
**9% 1st-line, 4% 2nd-line, 2% 3rd-line**  
**Motivational Account Bonus 4th-line+**  
**Offspring compensation \$5000/\$1000**  
**\$1000 Contest Bonuses**  
**Quarterly Bonuses \$200, \$300, \$500, \$800 for Area Directors with 1-2, 3-4, 5-7, 8+ offspring**  
**New NSD Development Bonus \$10,000/annually**  
**Top Ten 4th-line+ 2% Bonus**  
**Use of Career Car or cash compensation**  
**Luxury Trip & Prizes**  
**Term Life Insurance & Disability Award Program**  
**Family Security Program**  
**Great Futures Program**



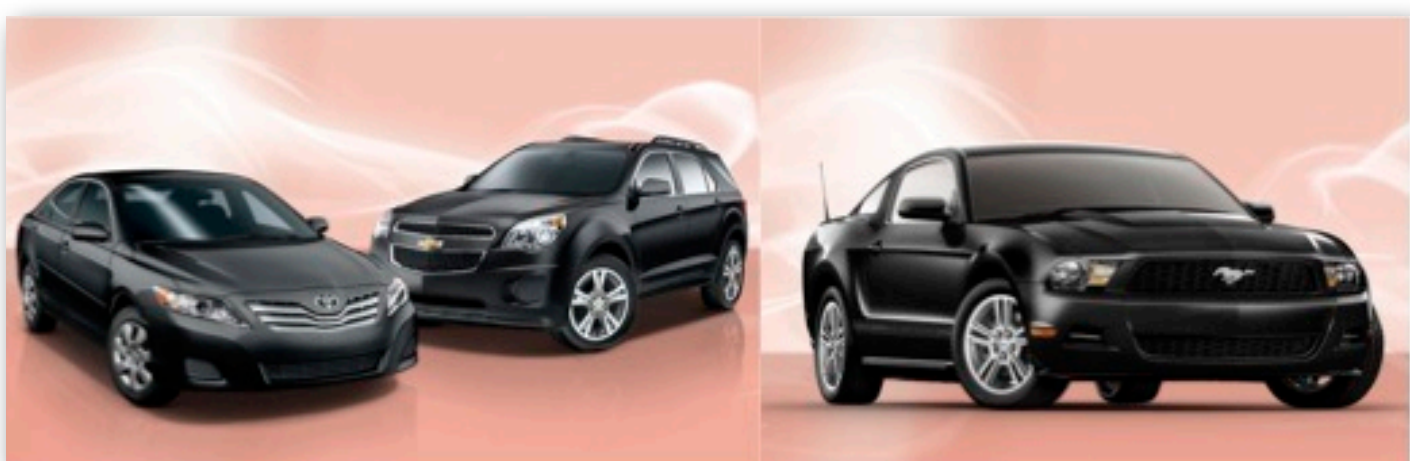
**Elite Executive Senior Sales Director**  
 8 or more first-line offspring Sales Directors\*  
**5-6% commission on offspring units**  
**\$500 contest bonuses for new offspring**  
**PLUS All Sales Director Benefits**

**Executive Senior Sales Director**  
 5-7 first-line Sales Directors\*  
**4.5-6% commission on offspring units**  
**\$500 contest bonuses for new offspring**  
**PLUS All Sales Director Benefits**

**Future Executive Senior Sales Director**  
 3-4 first-line offspring Sales Directors\*  
**4-5.5% commission on offspring units**  
**\$500 contest bonuses for new offspring**  
**PLUS All Sales Director Benefits**

**Senior Sales Director**  
 1-2 first-line offspring Sales Directors \*  
**4-5% commission on offspring units**  
**\$500 contest bonuses for new offspring**  
**PLUS All Sales Director Benefits**

**Sales Director**  
 24+ Unit members  
**9-13% Unit Commissions**  
**4-13% Personal Team Commission**  
**10% Volume Bonus**  
**\$300-\$500 Unit Development Bonus**  
**\$100 Bonus ea New Qual Team Member**  
**Use of Career Car or cash option**  
**Luxury Trip & Prizes**  
**Term Life Insurance & Disability Award**  
**Wellness Bonus**



\*Global Leadership Development Sales Directors count