

THE STEP PLAN

Step-by-Step to Leadership



Rank	Commision Level	Monthly Sales
Sales Manager 1	21 %	\$ 25,000.00
	20 %	\$ 22,000.00
Executive Partner 2	19 %	\$ 19,000.00
	18 %	\$ 16,000.00
Executive Partner 1	17 %	\$ 14,000.00
	16 %	\$ 12,000.00
	15 %	\$ 10,000.00
Senior Partner	14 %	\$ 9,000.00
	13 %	\$ 8,000.00
	12 %	\$ 7,000.00
	11 %	\$ 6,000.00
	10 %	\$ 5,000.00
Junior Partner	8 %	\$ 4,000.00
	6 %	\$ 3,000.00
	4 %	\$ 2,000.00
	2 %	\$ 1,000.00

EXAMPLE: Your **Personal Volume (PV)** is approximately \$1,050.00 (based on total sales of \$1,500.00, minus a **30 % direct discount** of \$450.00). This qualifies you for a **2% commission level**. In the same month, **five other consultants** in your structure each achieve **\$800.00 PV**, resulting in a total of **\$4,000.00 PV** (5 x \$800.00). Together with your PV, your team reaches an **Organizational Sales Volume (OSV)** of \$5,050.00. By reaching this level, you advance to a **10 % commission level**. This means you now earn an additional 10% commission on your consultants' sales: **a) 10 % on \$800.00 = \$80.00 x 5 consultants = \$400.00. b) 10 % on your own PV (\$1,050.00) = \$105.00**. In addition to your **30 % direct discount (\$450.00)**, you receive a **total commission of \$505.00**. Your total earnings for this month amount to **\$955.00**.

* The continuation of the step-by-step plan is regulated in the sales concept for managers and will be handed out to you (from the level of team leader II onwards) by the responsible JP manager.

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