



Go for EXECUTIVE MANAGER

Qualify as an **Executive Manager** to continue moving up in L'BRI PURE n' NATURAL. You can set goals and influence your income based on your personal retail sales, the sales of the Consultants you personally sponsor, the sales of everyone else in your group on any level and sales on the Executive Managers you promote out.

Qualify as an Executive Manager (in a calendar month)

1. Have \$150 or more in personal retail sales
2. Have 12 or more personally sponsored qualified lines with at least one Consultant with sales of \$150 or more
3. Have total retail group volume of \$9,000 or more (includes your personal retail sales and retail sales of all Consultants, Supervisors and Managers in your personal group)

Promote to Executive Manager on _____ (date)

As an **Executive Manager** you earn a total of **40%** on your personal retail sales (35% for selling products plus up to 5% Group Volume Bonus). ALL commissions and bonuses are based on RETAIL SALES.

PROFITS *Executive Managers* Make on their Personal Retail Sales*

Hold 4 Shows in a month*	Hold 6 Shows in a month*	Hold 8 Shows in a month*	Hold 10 Shows in a month*
\$800	\$1,200	\$1,600	\$2,000

*Based on \$17,000 Group Volume

As an **Executive Manager** you can earn **5%** on the retail sales of the Consultants you personally sponsor plus up to 5% on ALL the Consultants in your entire Group. The chart below shows what can be earned based on the number of Consultants sponsored and Shows held.

PROFITS *Executive Managers* Make on the Sales of Personally Sponsored Consultants*

# of Personally Sponsored Consultants	Holds 4 Shows in a month*	Holds 6 Shows in a month*	Holds 8 Shows in a month*
4	\$400	\$600	\$800
6	\$600	\$900	\$1,200
8	\$800	\$1,200	\$1,600

*Based on \$17,000 Group Volume and an average Show of \$500. The actual Show average for 2019 was \$520.

PROFITS *Executive Managers* Make on Total Group Sales is **2–5%**

- With \$9,000 Group Volume earn 2%
- With \$11,000 Group Volume earn 3%
- With \$14,000 Group Volume earn 4%
- With \$17,000 Group Volume earn 5%

Car & Insurance Bonus - Executive Managers can earn an additional \$400 car bonus each month with group volume of \$13,000 and an insurance bonus of \$75 with \$26,000 group volume.

Executive Managers can ALSO earn **Promotion Bonuses** and **Show Me the Money**. These **BONUSES** can add several hundred dollars to your income. You can also earn profits from **REORDERS**, meeting new customers and providing good customer care.