

## **Director Appointment Policy Sheet Privileges, Responsibilities, and Profitability**

### **Policy**

It is our belief that to have a stable business going forward, the distributor should focus on at least 50 regular consumers generating a minimum of 3000pgv before we recommend them for appointment as a Director. As this rank is a *Business Leader* rank, there are other recommended leadership indications that we look for which include:

1. Separate checking account for business
2. Inventory on hand – small or large depending on your business
3. Business expense accounting in place (for example Quick Books)
4. Regular appearances at training events and/or on conference calls
5. Personal and Professional Development

### **Privileges**

As Director you now qualify for additional pricing profits in the form of pricing differential. You as a Director pay **Director Price (DP)** your **Members and Distributors pay Member Price (MP)** and your **Retail customers pay (SRP)**. As Director, in your bonus check you will also receive **the difference between DP and MP (16%)** from your member orders, **and between DP and SRP (36%)** from your retail customer's orders.

As Director, **you now qualify for a 20% Volume Bonus level, up from 14%** your previous bonus cap.

As Director, Shaklee Corporation is now in direct communication with you through Field Support and other communication methods.

As Director, you have the option of managing your own business through paying bonuses to your downline, and the option of appointing Directors in your organization. **(Recommended)**

### **Responsibilities**

1. As Director, it is your responsibility to communicate with Shaklee to inform them of your business decision regarding paying of bonuses and director appointment. For the profitability and management of your business we suggest you pay your bonuses, you will be asked to set your *flags*, which are: You will pay your own bonuses and you do not want automatic appointment to director. **(Recommended)**
2. As Director, you now have a minimum 2000pgv monthly to maintain your rank with Shaklee Corporation. (If you are having difficulty with maintenance of this requirement, contact your upline business leader for guidance.) If after one grace month, in which you will continue to receive DN and 20%, you do not reach the minimum 2000pgv business leader requirement, then you will be dropped to MN and 14% volume bonus cap.

### **Profitability**

1. There are 10 ways to make money in Shaklee.\*\*
2. We support the OPA Supplement\*\* to the Dream Plan which shows the type of income you can generate given you run your business in a business-like manner.
3. The pricing differential and retail profit as a Director helps to cover the expenses of building a business.
4. The legitimate in home tax deductions\*\* allow you to keep more of the income you earn.
5. Organizational development, helping others become a director and above gives you an asset building revenue which can be passed along to your family.

**Please see enclosed sheets\*\***