

# Usborne Books at Home

## Supervisor Levels and Bonus Structure

Level		Supervisor	Senior Supervisor	Executive Supervisor	Senior Executive Supervisor	Director
<b>To achieve &amp; maintain status for each level</b>	<i>To promote to Supervisor: 5 Bronze personal recruits, 5 active personal recruits, plus \$700 personal sales and \$2,000 group sales the 2 months preceding your promotion</i>	Maintain \$700 personal sales per quarter, a \$2,000 month from Central Group Sales per quarter, 2 new recruits every 6 months with \$700 sales from all new personal recruits during that time  Overrides paid on Central, 1st & 2nd levels	Maintain sales and recruiting requirements of a Supervisor  2 first level Supervisors, 1 second level Supervisor, Combined sales of \$20,000 from Central, 1st & 2nd levels  Overrides paid on Central, 1st & 2nd levels	Maintain sales and recruiting requirements of a Supervisor  3 first level Supervisors, 1 second level Supervisor, 1 third level Supervisor, Combined sales of \$30,000 from Central, 1st, 2nd & 3rd levels  Overrides paid on Central, 1st, 2nd & 3rd levels	Maintain sales and recruiting requirements of a Supervisor  4 first level Supervisors, 2 second level Supervisors, 1 third level Supervisor, Combined sales of \$50,000 from Central, 1st, 2nd & 3rd levels  Overrides paid on Central, 1st, 2nd & 3rd levels	Maintain sales and recruiting requirements of a Supervisor  6 first level, 1 of them an Executive Supervisor, Combined sales of \$100,000 from Central, 1st, 2nd & 3rd levels  Overrides paid on Central, 1st, 2nd & 3rd levels
		<b>\$100</b> Promote by your 9th month in business (ex. Start in June - promote April 1st)				
		<b>\$500</b> Have \$2,000 group sales and \$700 personal sales for each of your first 3 months as a Supervisor				
		<b>\$250</b> when the Supervisor qualifications are met the month preceding promotion  <b>\$250 more</b> if the new Supervisor reaches On Track Supervisor bonus	<b>Earned when a Supervisor promotes out a Supervisor</b>	<b>\$500</b> when the Sr. Supervisor qualifications are met the month preceding promotion  <b>\$500 more</b> if the new Supervisor reaches On Track Supervisor bonus	<b>\$500</b> when the Exec. Supervisor qualifications are met the month preceding promotion  <b>\$500 more</b> if the new Supervisor reaches On Track Supervisor bonus	<b>\$500</b> when the Sr. Exec. Supervisor qualifications are met the month preceding promotion  <b>\$500 more</b> if the new Supervisor reaches On Track Supervisor bonus