

# IT'S ALL ABOUT THE SILVER PIN



# WHY SILVER PIN IS SO IMPORTANT

SILVER PIN IS YOUR 1ST LEADERSHIP LEVEL - WE ARE A LEADERSHIP DEVELOPMENT COMPANY

HELPING OTHERS GET TO SILVER LEADERSHIP WILL BUILD OUT **STAR** LEGS OF BUSINESS FOR YOU, HELPING YOU ACHIEVE 3 STAR GOLD, 6 STAR RUBY, 9 STAR EMERALD.....

YOU WILL RECEIVE CORPORATE AND TEAM RECOGNITION - WHICH ALLOWS YOUR TEAM TO SEE YOU MOVING FORWARD, CREATING INFLUENCE

YOU WILL UNDERSTAND TAKING PEOPLE THROUGH THE PROCESS:  
**PROSPECT - CUSTOMER - DISTRIBUTOR - ADVISOR- ROOKIE BONUS - SILVER PIN**



# **2 ITEMS TO UNDERSTAND**

**VOLUME UNDER DISTRIBUTOR VS ADVISOR**

**OVERRIDES**

# UNDERSTANDING DISTRIBUTOR VS ADVISOR

## Advantages of the *Advisor Level*

### Distributors Can Earn

RETAIL PROFITS

WHOLESALE COMMISSIONS

**EARN RETAIL & WHOLESALE**

### Advisors Can Earn

RETAIL PROFITS

WHOLESALE COMMISSIONS

OVERRIDES

LEADERSHIP BONUSES

INCENTIVES, TRIPS AND PAY-PERIOD BONUSES

**40% DISCOUNT**  
on Product Purchases

**EARN OVERRIDES AND LEADERSHIP BONUS**

# UNDERSTANDING OVERRIDES

**\* Under Advisors**

**\* Volume Divided by 2 - Business Volume**

**\* Times 7%**

**\$3,000 Volume Divided by 2 = \$1,500 BV**

***\$1,500 X 7% = \$105 Override***

**\$15,000 Volume Divided by 2 = \$7,500 BV**

***\$7,500 X 7% = \$525 Override***

**\$30,000 Volume Divided by 2 = \$15,000 BV**

***\$15,000 X 7% = \$1,050 Override***



# UNDERSTANDING SILVER PIN IS 2 EASY STEPS

#1

#2

**\$1,000 COMBINED PG/V**

**\$3,000 VOLUME UNDER  
DOWNLINE ADVISORS**

***YOU***

*THAT EQUALS  
\$1,000 VOLUME  
FROM  
DISTRIBUTORS  
NOT UNDER  
ADVISORS*



*DISTRIBUTOR  
20% - 30%  
\$200 PG/V*

*DISTRIBUTOR  
20% - 30%  
\$400 PG/V*

*DISTRIBUTOR  
20% - 30%  
\$400 PG/V*

*ADVISOR  
40%*



*THAT EQUALS  
\$3,000 VOLUME  
FROM  
DISTRIBUTORS  
UNDER ADVISORS*

*DISTRIBUTOR  
20% - 30%  
\$500 PG/V*

*DISTRIBUTOR  
20% - 30%  
\$500 PG/V*

*DISTRIBUTOR  
20% - 30%  
\$1000 PG/V*

*DISTRIBUTOR  
20% - 30%  
\$1000 PG/V*



**\$1,000 COMBINED PG/V**

**\$3,000 VOLUME UNDER  
DOWNLINE ADVISORS**

**\$3,000 Divided by 2 = \$1,500 BV**

**\$1,500 X 7% = \$105 *Override***

**Plus you would receive a 3%  
Leadership Bonus**

**2 Pay Periods in a row to receive  
your Leadership Pin**



# UNDERSTANDING 3 STAR GOLD AND RUBY

**This example has 3 front level  
Advisors who would earn  
their Silver Leadership**

**YOU  
\$1,000  
COMBINED  
PG/V**

**ADVISOR  
\$1,000 PG/V**

**ADVISOR  
\$1,000 PG/V**

**ADVISOR  
\$1,000 PG/V**

**\$3,000 Volume**

**\$3,000 Volume**

**\$3,000 Volume**

THAT WOULD BE \$4,000 VOLUME FROM EACH OF THE 3 LEGS TOTALING **\$12,000 VOLUME**  
**OVER \$100 OVERRIDE IN EACH LEG**

IF YOU HAD A LITTLE MORE VOLUME TOTALING **\$14,300**  
THAT WOULD GIVE YOU A **\$500 OVERRIDE WITH 3 STAR LEGS WHICH IS 3 STAR GOLD**

**$\$14,300 \text{ Divided by } 2 = \$7,150 \times 7\% = \$500 \text{ OVERRIDE}$**

IF YOU HAD THE SAME 3 QUALIFYING LEGS WITH **\$28,750 VOLUME** THAT WOULD GIVE  
YOU A **\$1,000 OVERRIDE AND RUBY**

**$\$28,750 \text{ Divided by } 2 = \$14,375 \times 7\% = \$1,000 \text{ OVERRIDE}$**



# UNDERSTANDING 6 STAR RUBY AND EMERALD

This example has 6 front level Advisors who would earn their Silver Leadership

YOU  
\$1,000  
COMBINED  
PG/V

ADVISOR  
\$1,000 PG/V

ADVISOR  
\$1,000 PG/V

ADVISOR  
\$1,000 PG/V

ADVISOR  
\$1,000 PG/V

ADVISOR  
\$1,000 PG/V

ADVISOR  
\$1,000 PG/V

\$3,000 Volume

\$3,000 Volume

\$3,000 Volume

\$3,000 Volume

\$3,000 Volume

\$3,000 Volume

THAT WOULD BE \$4,000 VOLUME FROM EACH OF THE 6 LEGS TOTALING \$24,000 VOLUME

IF YOU HAD A LITTLE MORE VOLUME TOTALING \$28,750

THAT WOULD GIVE YOU A \$1000 OVERRIDE WITH 6 STAR LEGS WHICH IS 6 STAR RUBY

*\$28,750 Divided by 2 = \$14,375 X 7% = \$1,000 OVERRIDE*

IF YOU HAD THE SAME 6 QUALIFYING LEGS WITH \$57,500 VOLUME THAT WOULD GIVE YOU A \$2,000 OVERRIDE AND EMERALD - \$186,000 A YEAR

**1/2 WAY TO DIAMOND!!!!**