

# MAP to NSD

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**STEP ONE** **RSD**

**Regional Sales Director**

Personally enroll members and IBOs and when you accumulate \$300 in (PMR) Personal Monthly Revenue you promote to RSD. PMR = all accumulated frontline member & IBO monthly fees.

RSD's receive a Sales Director Contract that is 100% vested, willable and sellable.

**Regional Sales Director**

Your Active Front-Line Members

1. _____	4. _____
2. _____	5. _____
3. _____	6. _____

**RSD**

**\$300  
PMR**

Your IBOs

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

**GOAL DATE**

\_ / \_ / \_

**STEP TWO** **SRSD**

**Senior Regional Sales Director**

Promote three of your 1<sup>st</sup> level, IBOs to RSD and you'll advance to SRSD.

Active SRSD's receive a

**15% override**

on their 1<sup>st</sup> generation RSD sales groups.

Fast Track SRSDs promote within 60 days of reaching RSD.

**Senior Regional Sales Director**

Your Active Front-Line Members

1. _____	4. _____
2. _____	5. _____
3. _____	6. _____

**SRSD**

**GOAL DATE**

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**STEP THREE ESD**

**Executive Sales Director**

Promote one of your 1<sup>st</sup> level RSD's to SRSD, and you'll advance to ESD.

Active ESD's receive a **15% override**

on their 1<sup>st</sup> generation RSD sales groups **PLUS** a

**10% override**

on their 2<sup>nd</sup> generation RSD sales groups.

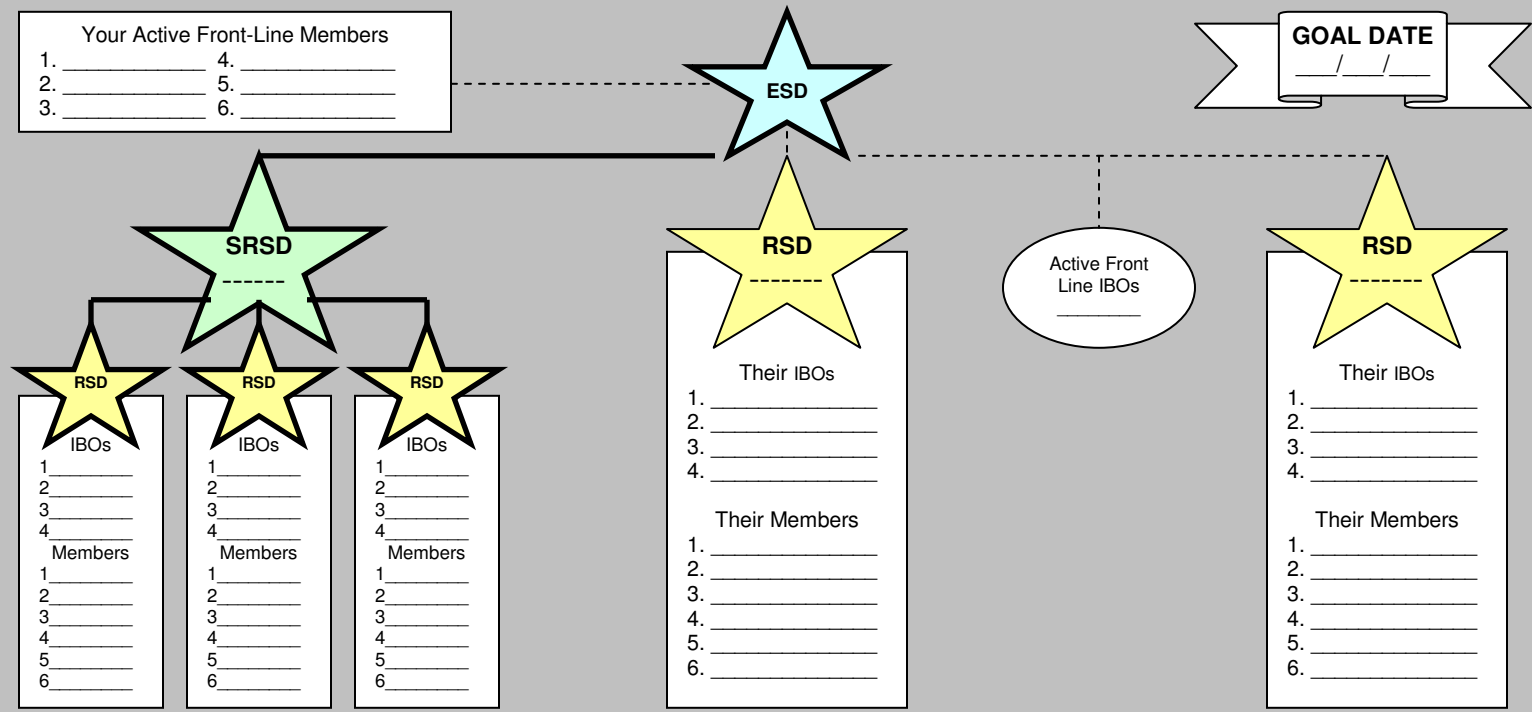
Executive Sales Director

Your Active Front-Line Members

1. _____	4. _____
2. _____	5. _____
3. _____	6. _____

**GOAL DATE**

\_\_\_/\_\_\_/\_\_\_



**STEP FOUR SESD**

**Senior Executive Sales Director**

Promote two of your 1<sup>st</sup> level RSD's to SRSD, and you'll advance to SESD.

Active SESD's receive a

**15% override**

on 1<sup>st</sup> generation RSD sales groups plus a

**10% override**

on 2<sup>nd</sup> generation RSD sales groups **PLUS** a

**5% override**

on 3<sup>rd</sup> generation RSDs

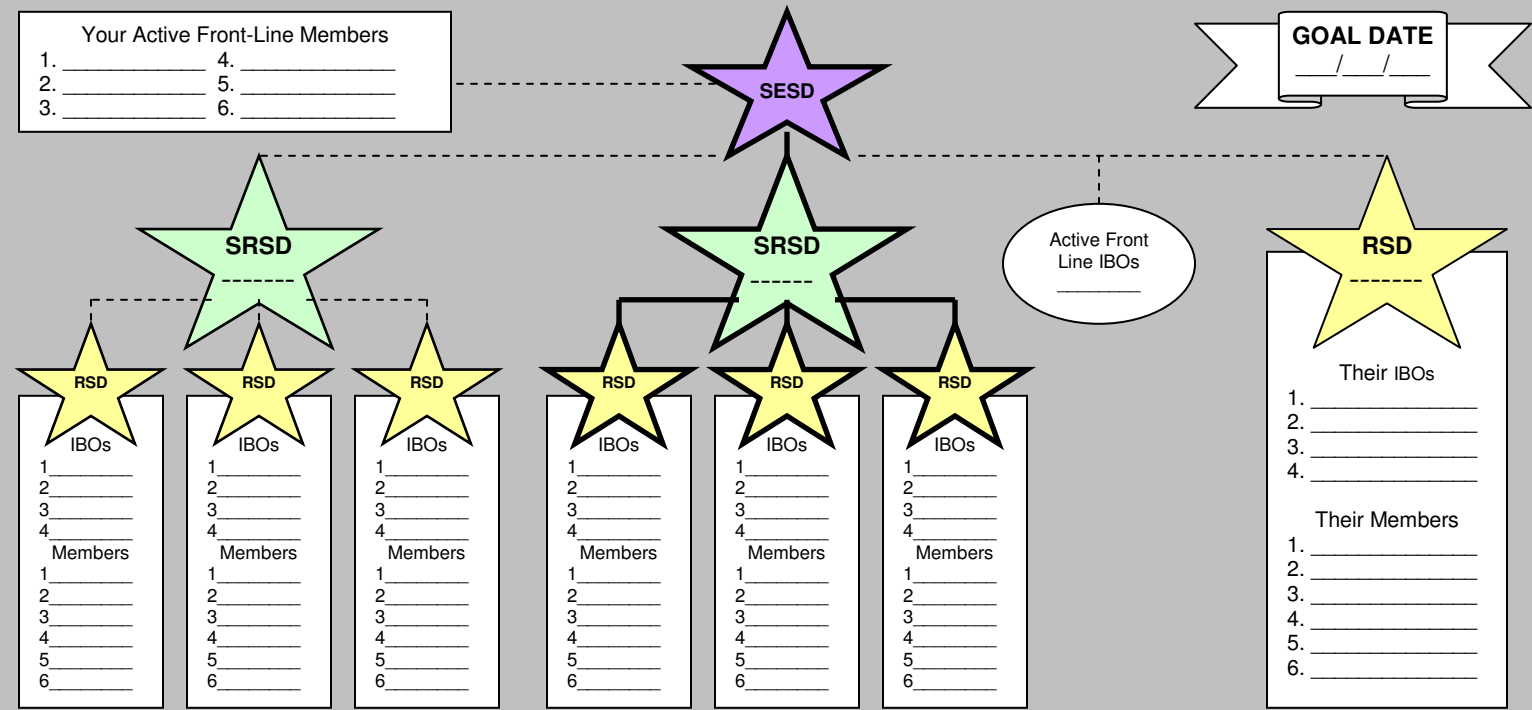
Senior Executive Sales Director

Your Active Front-Line Members

1. _____	4. _____
2. _____	5. _____
3. _____	6. _____

**GOAL DATE**

\_\_\_/\_\_\_/\_\_\_



**STEP FIVE** **NSD**

**National Sales Director**

Promote three of your 1<sup>st</sup> level RSD's to SRSD and you'll advance to NSD.  
Active NSD's receive a

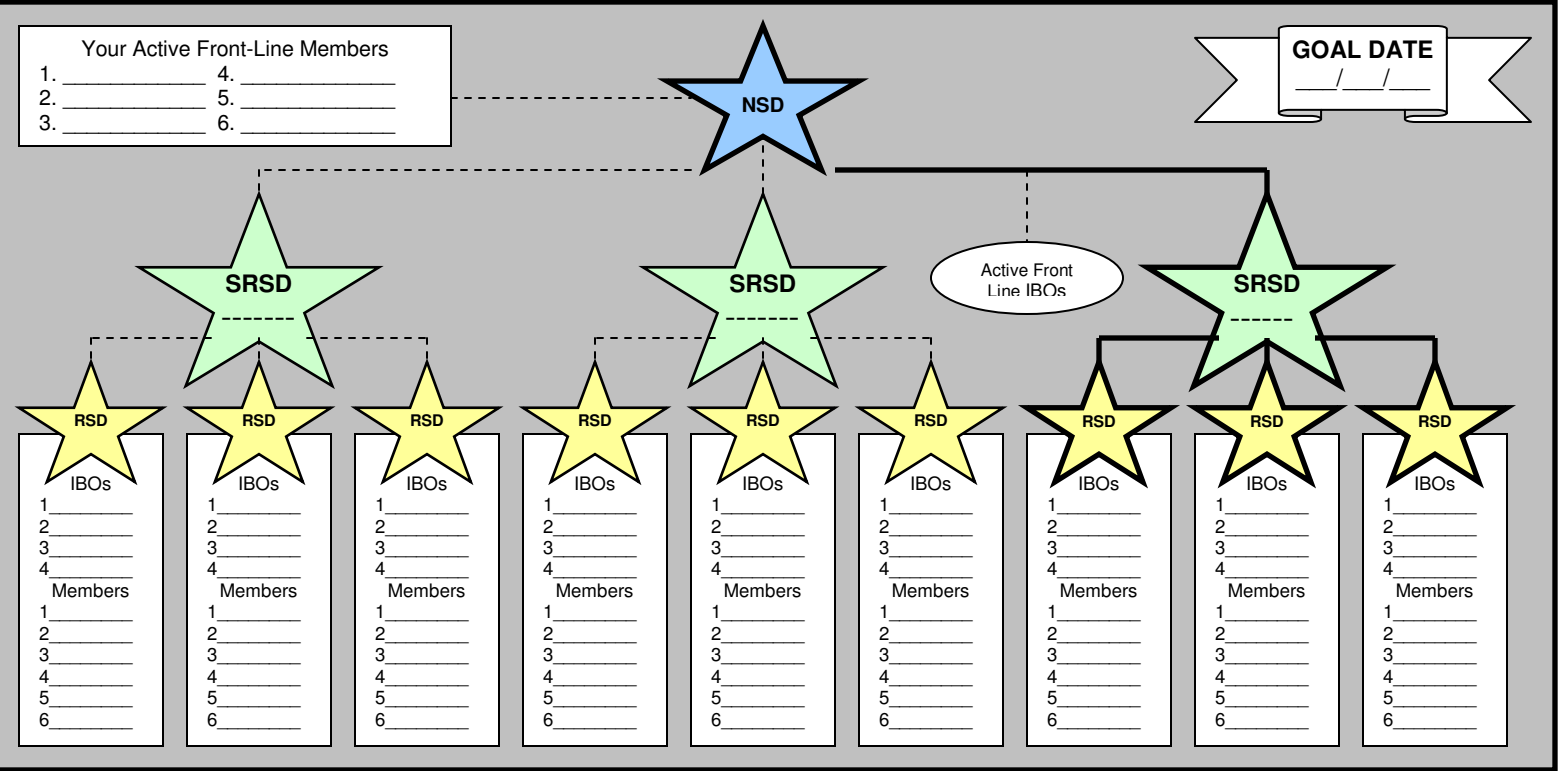
**15% override**  
on 1<sup>st</sup> generation RSD sales groups **PLUS** a

**10% override**  
on 2<sup>nd</sup> generation RSD sales groups **PLUS** a

**5% override**  
on 3<sup>rd</sup> generation RSD sales groups **PLUS** a

**3% override**  
on 4<sup>th</sup> generation RSD sales groups

**National Sales Director**



\*Please refer to AmeriPlan® Policies & Procedures Guide for additional compensation plan details.

## IBO Earnings Potential

Program	Advance (3 mo)	Residual (month 4+)
- Basic IBO (\$50/\$95)	---- /\$45.00	\$15.00 mo (30% of monthly fee)
- Dental Plus™ (\$19.95)	\$17.94	\$5.99 mo (30% of monthly fee)
- Basic Wellness™ (\$14.95)	\$13.44	\$4.48 mo (30% of monthly fee)
- Total Health™ (\$39.95)	\$35.94	\$11.99 mo (30% of monthly fee)
- SecureNet™ (\$24.95)	\$14.97	\$4.99 mo (20% of monthly fee)
- Access Saver™ (\$14.95)	\$8.97	\$2.99 mo (20% of monthly fee)
FreedomPass™ (\$100.00)	-----	<b>Weekly Cycle &amp; Matching Bonuses</b>

IBOs earn unlimited **Weekly Bonuses** as their bonus volume grows, plus a **100% Matching Bonus**, which is paid out at 20% on five levels of personal team productivity.  
See: [www.APWebinar.com/webinar.htm](http://www.APWebinar.com/webinar.htm) for more information on APFlex and upgrade ASAP!

## DEFINITIONS

**ACTIVE** - any person or legal entity that holds a member, IBO Benefits or Sales Director agreement and is current on their fee payment.

**ADVANCE** - the commission paid upon activation of new business received, for example, IBO Benefits or member applications. ALL IBOs receive 3 month Advances on all business, with the exception of Freedom Pass Plus™ which are paid out in Weekly Bonuses. Commission checks are issued daily with **no chargebacks**.

**OVERRIDES** - commissions paid to upline Sales Directors; a specified percentage of Sales Group Monthly Revenue.

**PERSONAL MONTHLY REVENUE (PMR)** - total monthly IBO and member Benefits fees paid by individuals on your 1<sup>st</sup> level.

**APFlex Bonus Program** - Binary bonus program added to the IBO Compensation Package in September 2009.

**Binary Pay Plan** - see: [http://en.wikipedia.org/wiki/Binary\\_plan](http://en.wikipedia.org/wiki/Binary_plan)

**APFlex Training Guide**: [www.myfirstgoal.com/forms/trainingguide.pdf](http://www.myfirstgoal.com/forms/trainingguide.pdf)

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