




TRAINING GUIDE FOR IBOS

This training guide is intended for training purposes only. DO NOT USE FOR RECRUITING!

ENROLLING IN APFLEX: Existing IBOs can enroll into APflex at <http://prelaunch.apflexplus.com> If your IBO Number is not recognized contact IBO Support. Once you have enrolled in APflex your prospective IBOs can enroll at your replicated APflex website with your user name. Example:

<http://www.apflexplus.com/yourusername> Prospects must enter the www. You may also enter applications for new APflex IBOs at <http://ibo.apflexplus.com> When you log in go to Geneology >> Geneology Tree Mode. Look for the next open position on your outside leg of the binary leg with the least amount of bonus volume. It will look like this. >>>  OPEN <<< Click the icon and your application will come up. You can also enroll a new Freedom Pass Member on a team members front line if they are at work or busy by adding their IBO number to the application.

APFLEX ADMINISTRATION: Once you have joined APflex, you will have an APflex back office to monitor your account. To login go to: <http://ibo.apflexplus.com> IF you have questions on APflex, review the FAQs below. If you are unable to find your answer contact APflex Support in your back office through the Administration Tab. See a 9min Back Office Tour <http://www.youtube.com/watch?v=GoY3gQA7iBE>

APFLEX TOOLS: The Leaders in AmeriPlan® have partnered together to bring you several tools to assist you in building your AmeriPlan® Business. Check with your sponsor as they may have additional tools you can use as well.

Printouts:

IBO Startup Options: <http://www.myfirstgoal.com/forms/startup.pdf>

Member Options: <http://www.myfirstgoal.com/forms/programs.pdf>

Map to NSD: <http://www.myfirstgoal.com/forms/NSDMAP.pdf>

Websites:

** <http://www.APWebinar.com> ** <http://myfirstgoal.com> ** <http://roadtonvp.com>
<http://www.ourteam2000.com/money> ** <http://www.ourteam2000.com/scripts>

WHY APFLEX?: Previously in AmeriPlan® in order to receive bonuses on your team you had to: A: promote to SRSD, the 2nd management level or B: Pay \$400 to participate as a trainer in the previous bonus program. Now with APflex anyone can get in for \$194.95 (including IBO kit) and begin earning bonuses the first week by sponsoring new APflex IBOs and assisting them in building their team.

QUALIFYING FOR BONUSES: With APFlex there is no limit to the amount of bonuses you can receive. Here is what you need to do to qualify for ALL the bonuses in APFlex.

1) **Enroll:** Enroll into the APFlex Program by paying the \$49.95 Annual Fee.

2) **Activate:** Activate your Flex Position with the sale or purchase on a \$100 Freedom Pass Membership. You can always guarantee your Active status by having the Freedom Pass Membership yourself, but you can never guarantee that your Freedom Pass Member will have the funds available on their next draft. NEVER PUT YOUR FLEX BONUS IN JEOPARDY. Get the Freedom Pass Membership yourself.

3) **Qualify:** Qualify for ALL Potential Flex Bonuses by personally sponsoring one activated IBO on your left binary leg and one activated IBO on your right binary leg.

4) **Maintain:** Maintain **your Freedom Pass Membership** and always have at least 1&1 personally sponsored IBOs in APFlex (see #3 above) to insure you are always qualified for ALL APFlex Bonuses. Don't just maintain. You want to build your business BIG by bringing in IBOs & Members every week!

FOUR WAYS TO GET PAID:

1. **APFlex Cycle Bonus:** Once you have qualified your position (see above), you are eligible for weekly APFlex Cycle Bonuses. When you have \$600 worth of bonus volume on one side and \$300 worth of bonus volume you will earn a cycle bonus check. The formula for calculating the bonus is: Take the total volume of the Freedom Pass memberships (\$100 bv) for that week X 45%. Then you take the number of cycles that were earned for the week divided into the 45%. This will tell you what each cycle is worth. There are no limits to the amount of times you can cycle.
2. **100% Matching Bonus:** when your personally sponsored IBOs go out and sponsor IBOs your team is growing. When your team members earn a cycle bonus you will earn a 20% matching bonus (paid weekly) on five levels of your personal organization. Again, there are no limits to the amount you can earn on matching bonuses.
3. **Advanced Commissions:** IBOs earn 20 and 30% commissions on all membership programs sold. AmeriPlan® pays out a 3 month advance (paid daily) to ALL IBOs on all Dental Plus, Basic Wellness, Total Health, SecureNet and Access Saver programs. THERE ARE NEVER ANY CHARGEBACKS IN AMERIPLAN®!
4. **Management Bonus Overrides:** Once you have promoted to the 2nd Management (PIN) Level which is Senior Regional Sales Director, you will earn a 15% Builder's Bonus on all of your frontline RSD Teams. Additional bonus levels are added as you promote to NSD...NVP for a total of 34% in bonus overrides. See: <http://www.conventiontoday.com/ibo-training/builders-bonus-bucket.php> and <http://www.myfirstgoal.com/forms/NSDMAP.pdf>

Definitions:

Active: Members & IBOs who have paid their \$100.00 Monthly Freedom Pass Membership Fee are considered to be active.

Inactive: Any Member or IBO who has **NOT paid** their \$100.00 Monthly Freedom Pass Membership Fee, or does not have funds available when on their billing date.

Access Saver: The \$14.95 Access Saver Membership includes Automotive, Dining, Shopping and Recreation savings.

Bonus Volume: When an IBO or Member joins APFlex and adds a Freedom Pass Membership, that money accumulates and is used to qualify you cycle bonuses.

Basic Wellness: \$14.95 Vision, Prescription, Nurseline and Hearing Plan.

Binary Pay Plan: See: http://en.wikipedia.org/wiki/Binary_plan

Dental Plus: \$14.95 individual - \$19.95 Household Dental, Vision, Prescription and Chiropractic Program.

FREE RX CARD: When prospects visit your <http://www.deliveringonthepromise.com/yourusername> site and view the video they can receive a Free Prescription Drug Card, that is free for one year.

Freedom Pass: The \$100 Freedom Pass package includes ALL benefits available in AmeriPlan® including Access Saver Plus.

MATCHING BONUS: When your personally sponsored IBOs go out and sponsor other IBOs your team is growing. When your team members earn a cycle bonus you will earn a 20% matching bonus on five levels of your personal organization.

SecureNet: \$24.95 Id Theft Protection, National Child ID, Family Legal Plan, Roadside Assistance, Financial Services.

Total Health: \$39.95 Household program combines Dental Plus with Physician, Ancillary Services Hospital Advocacy, Nurseline and Podiatry Services.

CYCLE BONUS: Once your qualification requirements are met you will earn a cycle bonus whenever you have \$600 of bonus volume on one binary leg and \$300 in the other. These can come from personally sponsored IBOs/Members or IBOs/Members enrolled by other IBOs in that binary leg.

Frequently Asked Questions.

BINARY QUESTIONS

Q: ACTIVATION: I only had the \$49.95 to get started, but now have the \$100 to activate my Freedom Pass Membership. Where do I go to do that ?

A: Log in at <http://ibo.apflexplus.com> and under the "ORDERS" tab click on "Order History". You can create your own personal order there.

Q: IBO PLACEMENT: In the APFlex Binary I can only enroll my prospective IBOs in either my left or right business center. After I have an active IBO on my left and an active IBO on my right, where will the rest of my new APFlex Enrollees go?

A: They will be placed in the next available open spot on the outer leg with the least amount of bonus volume. You will want to be sure that you control which business center (binary leg) new enrollees are placed. SEE IBO PLACEMENT below.

Q: IBO PLACEMENT: Should I add a new IBO Enrollee on my left or right side?

A: To maximize your cycle bonuses you will want to place new enrollees in the binary leg that has the least amount of bonus volume. You can control new IBO placement by logging into <http://ibo.apflexplus.com> Go to the Administration tab >> Application Placement Settings and choose the weaker leg as your Power Leg, then Save Information. But remember you must have at least one personally sponsored active IBO on each side before you are qualified.

Q: QUALIFICATION: I have a lot of IBOs on my left binary leg. Does that mean I am qualified on that side?

A: Not necessarily. EVERY IBO must personally sponsor one activated IBO on their left binary leg and one activated IBO on their right binary leg to qualify their position.

Q: SPILLOVER: Will my upline benefit me with new enrollees in the binary leg?

A: Most likely that will happen. Your upline and every IBO above them in your binary leg must have at least one active IBO on the left and one active IBO on the right. When those new IBOs are added you will benefit from the business volume, and that binary leg will also grow when those new IBOs sponsor any new IBOs and Freedom Pass Members.

BONUS VOLUME

Q: My Bonus Volume shows \$27,900. What does that mean.

A: $27,900 \div \$100$ (Freedom Pass Membership price) = 279 Active APFlex IBOs in your business center.

Q: CARRY OVER I signed up an IBO and they now have \$3,000 worth of bonus volume accumulated in one of their binary legs. Will that bonus volume carry over week to week if that IBO does not cycle?

A: Yes, that bonus volume will carry over and never be flushed or removed from the binary as long as the IBO remains active and continues to pay their annual \$49.95 APFlex website fee. As the bonus volume continues to grow that will give the IBO a greater incentive to sponsor more IBOs each month.

COMPENSATION:

Q: Will I still receive my residual income and builder's bonus if I enroll into APFlex?

A: Yes the backend residual income and builder's bonus program has not changed. You have the option of signing up IBOs into APFlex as well as a Basic IBO.

CYCLE BONUS

Q: How does the cycle bonus program work?

A: Once you have qualified your position (see above), you are eligible for weekly APFlex Cycle Bonuses. When you have \$600 worth of bonus volume on one side and \$300 worth of bonus volume you will earn a cycle bonus check. The formula for calculating the bonus is: Take the total volume of the Freedom Pass memberships (\$100 bv) for that week X 45%. That dollar amount will be the **total cycle bonus payout** for that week. Then you take the number of cycles that were earned for the week divided into the **total cycle bonus payout**. This will tell you what each cycle is worth. There are no limits to the amount of times you can cycle.

Q: EARNING A CYCLE BONUS: You must first **activate and qualify** (see Binary Questions above) your position before earning cycle bonuses.

A: Once your qualification requirements are met you will earn a cycle bonus whenever you have \$600 of bonus volume on one binary leg and \$300 in the other. These can come from personally sponsored IBOs/Members or IBOs/Members enrolled by other IBOs in that binary leg.

ENROLLING MEMBERS & IBOS:

Q: Does an existing IBO have to enroll in the APFlex Bonus Program?

A: NO. APFlex is not a mandatory upgrade for IBOs. IBOs must voluntarily join the program.

Q: Can I still enroll a Basic IBO?

A: YES. You can still enroll an IBO as a Basic IBO, but with the superior business model we have with APFlex that IBO would be missing out on valuable benefits as well as bonuses. Basic IBOs can be added in your IBO Support Back Office >> Online Applications or by enrolling at your IBOPlus.com replicated site.

MATCHING BONUS:

Q: How does the 100% matching bonus work?

A: When your personally sponsored IBOs go out and sponsor other IBOs your team is growing. When your team members earn a cycle bonus you will earn a 20% matching bonus (paid weekly) on five levels of your personal organization. There are no limits to the amount you can earn on matching bonuses.

SPONSORSHIP:

Q: I noticed that when I joined before my upline, I was assigned to another upline leader. What happens to my original sponsor in this case?

A: Your original sponsor will not lose you as a frontline IBO. They will continue to earn residuals on your monthly membership and the builder's bonus on all RSD groups, providing they are a SRSD. Your original sponsor will have a chance to become your sponsor in APFlex if he joins in a timely manner.

Q: Can any downline IBO sign up now and still be positioned above any IBO's in their own downline (specifically the 5 level line pay) or has that window been closed permanently?

A: In order to maintain the integrity of the system, when a downline IBO enrolls into APFlex before their sponsor, AmeriPlan® will notify the upline sponsor that they will need to enroll also to guarantee their position and future matching bonuses on that downline team member.

Q: Does my original sponsor have to enroll in APFlex?

A: NO. APFlex is a voluntary enrollment. Not everyone will join. Your placement in APFlex does not change your upline in the backend (builders bonus structure).

Please get with your upline Sales Director(s) if you have further questions about APFlex.

Updated 3-10-2010 - Created by Bill Simms - NSD