



I BELIEVE I CAN STEP UP TO MANAGER

To Achieve Manager Title — In a Tupperware sales month:

- Hold personal parties each week — 1 or more standard personal parties (\$500 or more in personal sales)
- Teach your unit to hold personal parties each week — 5 or more standard unit parties (\$2,500 or more in unit retail sales 3 levels deep)
- 3 or more active* personally-recruited level 1 unit members.

Note: Your title is effective the month after you qualify.



- 1 Welcome 1 new Consultant to your unit each week
- 2 HOLD 2 personal parties each week
- 1 Support every Consultant in your unit to HOLD 1 party each week

To Maintain and Be Paid as a Manager — In a Tupperware sales month:

- 1 or more standard personal parties (\$500 or more in personal sales)
- 5 or more standard unit parties (\$2,500 or more in unit retail sales 3 levels deep)
- 3 or more active* Consultants at level 1. These level 1 unit members do not need to be personally recruited, they may be those who have moved up through compression.

Note: Managers are allowed 3 qualification "misses" in a calendar year. On the 4th miss in a calendar year, you are repositioned to the level you achieved during the sales month of the 4th miss.

Earnings — Commissions

- 25% on personal retail sales.

Earnings — Personal Sales Volume Bonus (PSVB)

- 3 standard parties (\$1,500 in personal sales) = \$50 total
 - Plus, for each additional standard party over 3 parties (\$1,500) = \$50 more
- 8 standard parties (\$4,000 in personal sales) you enter the Party Pro Level and your bonus = \$400 total
 - Plus, for each additional standard party over 8 parties (\$4,000) = \$50 more

Earnings — First Time Step Up Bonus

Sales Force Members earn a one-time \$100 bonus the first time they step up to Manager.

Earnings — Profit Plus Bonus

- 2% on commissionable volume 3 levels deep. Commissionable volume (CV) is 75% of the unit's total retail sales.
- For example: unit retail sales = \$2,500 x .75 = \$1,875 (CV)
\$1,875 x .02 = \$37.50 Profit Plus Bonus

Earnings — Vanguard Bonus on Retail Sales 3 Levels Deep

- Vanguard bonus amounts are awarded as follows in this chart.

	MONTHLY UNIT SALES	VANGUARD BONUS AMOUNT
V ⁴	FOR EACH ADDITIONAL \$2,000	\$25
	\$16,000	\$210
V ³	\$14,000	\$185
	\$12,000	\$160
	\$10,500	\$140
V ²	\$9,000	\$120
	\$7,500	\$105
	\$6,000	\$90
	\$5,000	\$80
V ¹	\$4,000	\$70
	\$3,000	\$60
	\$2,500	\$50

Notes: The Tupperware sales month runs from the first Saturday after the month-end close, through the last Friday of the calendar month.

*To be considered "active", a Sales Force Member must have \$600 or more in sales during a rolling six-month period.



POTENTIAL MANAGER EARNINGS

Personally Hold Parties and Build a Unit that Holds Parties

You holding ONE standard party/week

$\$500 \times 4 \text{ weeks} = \$2,000 \times .25 = \$500$	= \$500.00	Personal Profit
Personal Sales Volume Bonus	= \$100.00	PSVB

5 standard unit parties a month

$5 \times \$500 = \$2,500 \text{ (unit sales)} + \$2,000 \text{ (personal sales)} = \$4,500$		
Profit Plus $\$4,500 \times .75 = \$3,375 \text{ (CV)} \times .02 = \67.50	= \$67.50	Profit Plus
$\$4,500 \text{ unit retail sales (V2 bonus) (based on retail sales 3 levels deep)}$	= \$70.00	Vanguard Bonus
Totals = \$737.50		Potential Earnings

You holding TWO standard parties/week

$\$500 \times 2 = \$1,000 \times 4 \text{ weeks} = \$4,000 \times .25 = \$1,000$	= \$1,000.00	Personal Profit
Personal Sales Volume Bonus	= \$400.00	PSVB

5 standard unit parties a month

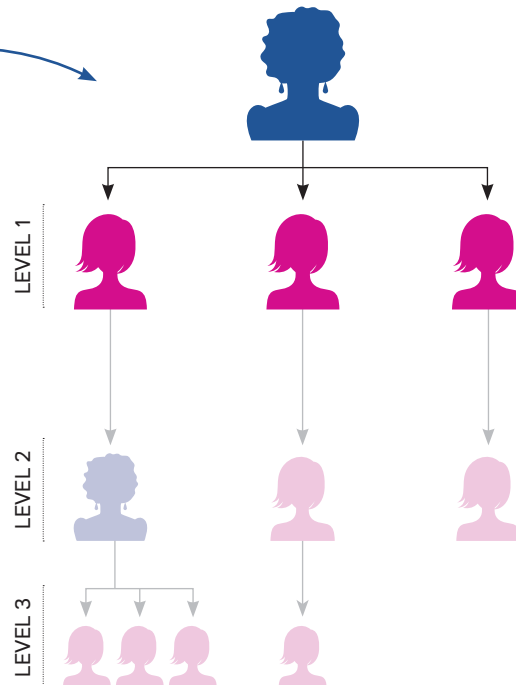
$5 \times \$500 = \$2,500 \text{ (unit sales)} + \$4,000 \text{ (personal sales)} = \$6,500$		
Profit Plus $\$6,500 \times .75 = \$4,875 \text{ (CV)} \times .02 = \97.50	= \$97.50	Profit Plus
$\$6,500 \text{ unit retail sales (V2 bonus) (based on retail sales 3 levels deep)}$	= \$90.00	Vanguard Bonus
Totals = \$1,587.50		Potential Earnings

UNIT STRUCTURE

In this structure, you can also have Managers at any one of these levels.

To become a Manager, you need 3 or more active, personally recruited level 1 unit members.

If someone below you fully leaves the business (inactive closed) anyone they recruited will move up a level. This is referred to as compression.



Note: Earnings information provided is for illustration purposes only and should not be relied on as a projection of your future earnings or profits.