

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.
- Your title is effective the month after you qualify.

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)

PSVB is: 5% for personal sales of \$1,500 – \$3,999
10% for personal sales of \$4,000 & up

example: 3 standard parties (*\$1,500 in personal sales*) = 5% bonus
 $\$1,500 \times .05 = \75

example: 8 standard parties (*\$4,000 in personal sales*) = 10% bonus
 $\$4,000 \times .10 = \400

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 $\times .75 = \$1,875$ (CV)
 $\$1,875 \times .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.

V ⁴	For each additional + \$2,000 add \$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 \$250 or more in sales during a rolling four-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 Personal Profit
 Personal Sales Volume Bonus = \$100 PSVB

5 standard unit parties a month

$5 \times \$500 = \$2,500$ (unit Sales) + $\$2,000$ (personal sales) = \$4,500

$\$4,500 \times .75 = \$3,375$ (CV) $\times .02 = \$67.50$ = \$67.50 Profit Plus

$\$4,500$ unit retail sales (V2 bonus) (based on retail sales 3 levels deep) = \$70 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 Personal Profit

$\$4,000 \times .10 = \400 Personal Sales Volume Bonus* = \$400 PSVB

5 standard unit parties a month

$5 \times \$500 = \$2,500$ (unit Sales) + $\$4,000$ (personal sales) = \$6,500

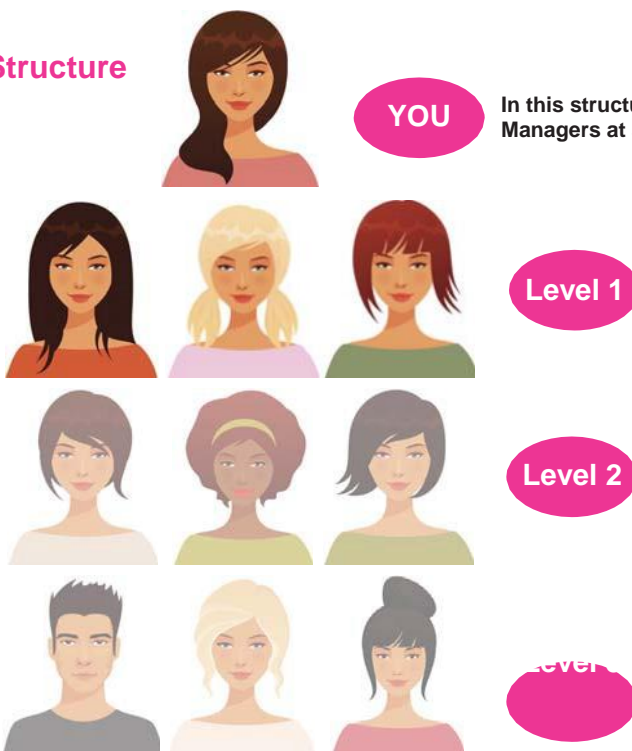
Profit Plus $\$6,500 \times .75 = \$4,875$ (CV) $\times .02 = \$97.50$ = \$97.50 Profit Plus

$\$6,500$ unit retail sales (V2 bonus) (based on retail sales 3 levels deep) = \$90 Vanguard Bonus

Totals = \$1,587.50 Potential Earnings

Unit Structure

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



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

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

