

# I Believe I Can Step Up to a Director

## fact sheet

### DIQ Program

#### To Enroll in the Program

To enroll, go to your My Sales Account. Click on the Menu dropdown for Sales Force > Program Enrollment. Then follow the steps. You can enroll anytime. You do not need to re-enroll if you miss the goal to start the program as long as you remain active.

#### How to Achieve Director in Qualification (DIQ) in the DIQ Program

##### During a Tupperware sales month\*:

- Hold personal parties each week
- Teach your team to hold personal parties
- Personally Sell \$500 or more
- Achieve \$7,000 in Dream Team Sales (your personal sales plus the sales of all your team members down to the next person in the Director In Qualification program or Director.)
- From the \$7,000 in Dream Team Sales, \$2,000 or more must be from your personal team (your sales and sales from your personal recruits).
- Have six active\*\* personal recruits.

#### To Step Up to Director

- Hold personal parties each week
- Teach your team to hold personal parties
- achieve \$30,000 in cumulative Dream Team sales (sales by your personal recruits and their recruits down to the next Director in Qualification or Director) within three months or less.
- Have no month below \$7,000
- Have two or more team members paid as Managers during your last qualifying month.

#### Earnings as a Director — Commissions

- Paid 25% on personal retail sales

#### Earnings as a Director — Personal Sales Volume Bonus

- 10% personal sales volume bonus when you personally sell \$500 or more in a sales month

#### Earnings as an Director — Royalties

- Royalties on 75% of your team's retail sales.  
**For example:** if your team achieves \$10,000 a month in team retail sales, your bonus will be calculated on \$7,500 — which is 75% of \$10,000.  
**Royalty percentages** for Directors are between 6% and 12% based on the number of personal qualified recruits (PQRs) you add to your team each sales month.

#### This example is based on Team Retail Sales of \$10,000

PQRs/month	Bonus %	Bonus \$
0.....	6%.....	\$450
1.....	8%.....	\$600
2.....	11%.....	\$825
3.....	12%.....	\$900

To be considered a PQR, your new Consultants must sell \$450 in their first 30 days in the business.

#### What's Your Drive Program

Directors with \$10,000 or more in sales during the sales month qualify for a \$250 bonus through the What's Your Drive program. Directors qualify for the bonus the first complete sales month they are titled as Director and have \$10,000 or more in team sales.

#### New Director Step Up Bonus

First-time new Directors who have never held the Director title are eligible to receive a \$1,000 New Director Bonus.

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

\*\* Active Status: To be considered "active" Consultants must have \$250 or more in sales during a rolling four-month period.

