

# DebtCleanse COMPENSATION PLAN

Ranks & Qualifications	Advocate Team Builders				Advocate Leaders				Executive Leaders			
	Advocate	Team Advocate	Senior Advocate	National Advocate	Director	Senior Director	Regional Director	National Director	Executive	Senior Executive	Regional Executive	National Executive
Rank Abbreviations:	ADV	TA	SA	NA	DIR	SD	RD	ND	EXEC	SREXEC	RGEXEC	NATLEXEC

## MONTHLY ADVOCATE QUALIFICATION

Minimum Monthly Requirements to be Paid-As Rank and Earn Team Commissions and Bonuses

### Advocate Personal Sales (No Team Enrollments)

"Active" = 180+ PSV per commission month  
An Advocate may progress on Personal Sales Production ONLY based on the Monthly Sales Qualifications show at right.

Minimum Monthly Personal Sales Volume (PSV) Includes Retail Sales from all Personal Customer and Advocate Members	BECOME AN ADVOCATE	250 PSV	500 PSV	1,250 PSV	5000 PSV	--	--	--	--	--	--	--
Minimum Monthly PSV Qualification	90 PSV	90 PSV	200 PSV	300 PSV	500 PSV	800 PSV	1,000 PSV	1,200 PSV	1,500 PSV	1,500 PSV	1,500 PSV	1,500 PSV
Minimum # of Frontline Qualified Advocates "Qualified" = 1 Monthly Advocate or Member (90 PSV)	--	1	2	4	8	10	12	14	15	15	15	15
Minimum Monthly Team Sales Volume (TSV) Includes Your own Volume, PLUS all Organizational Volume regardless of depth	--	--	1,000 TSV	2,500 TSV	10,000 TSV	25,000 TSV	50,000 TSV	100,000 TSV	250,000 TSV	500,000 TSV	750,000 TSV	1,000,000 TSV
Minimum Leader Development Requirements All Rank requirements shown at right are based on current "Lifetime Rank"					Develop 2 Senior Advocate in separate Legs	Develop 2 Director Leg or Higher Rank	Develop 3 Director Leg or Higher Rank	Develop 4 Director Leg or Higher Rank	Develop 1 National Director Leg or Higher Rank	Develop 2 National Director Leg or Higher Rank	Develop 3 National Director Leg or Higher Rank	Develop 4 National Director Leg or Higher Rank

## PERSONAL RETAIL COMMISSIONS

Earned on Personal Sales Volume, based on the sales volume of any product

New Member Bonus Paid on New Memberships	PAID WEEKLY	\$45	\$53	\$59	\$63	\$70	\$78	\$83	\$90	\$92	\$94	\$97	\$100
Member Retention Commission Paid on Monthly Memberships	PAID WEEKLY & MONTHLY	\$14	\$16	\$18	\$19	\$21	\$23	\$26	\$28	\$30	\$33	\$37	\$40

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<b>ADVOCATE INFINITY TEAM BONUS</b>												
					Earned from Second Month and onward based on 100% PSV.							
Level 1 Advocates - Any Rank	PAID MONTHLY	6%	6%	6%	8%	9%	9%	9%	10%	10%	10%	10%
Level 2 Advocates - Any Rank		4%	4%	5%	5%	6%	6%	6%	7%	7%	7%	
Level 3 Advocates - Any Rank		3%	4%	4%	4%	5%	5%	6%	6%			
Team Development - Paid on level 4 thru Infinity on "Non-Leader Team" (excludes Director or Higher Rank and their Team)		3%	3%	3%	4%	4%	5%	5%				
<b>ADVOCATE LEADER CHECK-MATCH BONUS</b>												
					Earned on the 1st thru 3rd Generation Paid-As Director or Higher Rank (%'s based on total \$'s earned from the Advocate Team Bonus).							
1st Generation - Any Leader Rank	PAID MONTHLY	25%	30%	33%	36%	39%	42%	45%	45%			
2nd Generation - Any Leader Rank		25%	28%	30%	32%	34%	35%	36%				
3rd Generation - Any Leader Rank		24%	26%	28%	30%	31%	32%					
<b>REAL ESTATE EDUCATION COMMISSION</b>												
<b>Note University</b> Qualifying Vol. = 1,500 PSV/TSV - Accrued 3 mo's 40% / 30% / 30% Commissionable Volume = 500 CV Paid-Out 40% Month Sold / 30% 2nd Mo / 30% 3rd Mo	<b>Bronze Level</b>				<b>Silver Level</b>		<b>Gold Level</b>		<b>Platinum Level</b>			
	60% of CV = \$300 Paid: \$120/\$90 /\$90	70% of CV = \$350 Paid: \$140/\$105 /\$105	80% of CV = \$400 Paid: \$160/\$120 /\$120	90% of CV = \$450 Paid: \$180/\$135 /\$135	100% of CV = \$500 Paid: \$200/\$150 /\$150	110% of CV = \$550 Paid: \$220/\$165 /\$165	120% of CV = \$600 Paid: \$240/\$180 /\$180	130% of CV = \$650 Paid: \$260/\$195 /\$195	140% of CV = \$700 Paid: \$280/\$210 /\$210	150% of CV = \$750 Paid: \$300/\$225 /\$225	170% of CV = \$850 Paid: \$340/\$255 /\$255	200% of CV = \$1,000 Paid: \$400/\$300 /\$300
Loan Originator - 100 BV for every Active Loan Originator in your first 3 Levels monthly*												
<b>90 DAY TEAM BLITZ BONUSES</b>												
Starts the 1st of the Month of the Advocate's 3rd Full Month	3rd Month 4,000 TSV + NA	4th Month 10,000 TSV + D	5th Month 17,000 TSV + BDD	<b>BONUS</b> By the end of 5th Mo 25,000 TSV + SD								
<b>Blitz Bonus Paid</b>	<b>\$1,000</b>	<b>\$2,000</b>	<b>\$3,000</b>	<b>\$5,000</b>								

\*See DebtCleanse Mortgage flyer for more details on the Loan Originator Commission.

# DebtCleanse MONTHLY LEADERSHIP BONUSES

Ranks & Qualifications	Director	Senior Director	Regional Director	National Director	Executive	Senior Executive	Regional Executive	National Executive
Rank Abbreviations:	DIR	SD	RD	ND	EXEC	SREXEC	RGEXEC	NATLEXEC
<b>MONTHLY LEADERSHIP BONUS</b>		Earn Monthly Leadership Bonuses on Leaders in your Leadership Organization						
Paid-as Directors (or Higher) in Your Senior Director Organization		\$100	\$100	\$100	\$100	\$100	\$100	\$100
Paid-as Senior Directors (or Higher) in Your Regional Director Organization			\$200	\$200	\$200	\$200	\$200	\$200
Paid-as Regional Directors (or Higher) in Your National Director Organization				\$400	\$400	\$400	\$400	\$400
Paid-as National Directors (or Higher) in Your Executive Director Organization					\$600	\$600	\$600	\$600
Paid-as Executive Directors (or Higher) in Your Senior Executive Director Organization						\$800	\$800	\$800
Paid-as Senior Executive Directors (or Higher) in Your Regional Executive Director Organization							\$1,000	\$1,000
Paid-as Regional Executive Directors in Your National Executive Director Organization								\$1,250
Paid-as National Executive Directors in Your National Executive Director Organization								\$1,500

## What is Your Leadership Organization?

Once you are promoted to the rank of Senior Director, you are eligible to start earning Monthly Leadership Bonuses on Leaders in your Leadership Organization. Your Leadership Organization is comprised of Advocates who join after you are promoted to each rank, starting at Senior Director.

### Coding Advocates to Your Leadership Organization

Advocates are coded based on the high title of you and your Support Team. Before you achieve the rank of Senior Director, all new Advocates that join your organization begin to be coded for the closest Senior Director in your upline and the new Advocates will be a part of their Senior Director Leadership Organization.

Once you are promoted to Senior Director, all new Advocates are coded to you and will join your Senior Director Organization. This applies for all ranks above Senior Director. The closest upline of each rank will have the new Advocate coded for their rank and that Advocate will join their respective Organization (Senior Director Organization, Regional Director Organization, etc.).

### EXAMPLE

## Promoting to Senior Director

Before you are promoted to Senior Director, any Advocate that joins your Organization will be coded to the closest upline of that rank.



The two Advocates on the right are coded to your Senior Director Organization because they joined after you were promoted.

## EXAMPLE

### Promoting Before Your Upline

If a new or existing Advocate is not coded to a Leadership Organization yet—for example, to the Regional Director Leadership Organization—that Advocate will be coded for your National Director Leadership if you are the first in your upline to achieve Regional Director.



## EXAMPLE

### Promotions in Your Downline

Advocates coded to you in any of your Leadership Organizations will not change. Codes can never be taken away from you by the promotions of your Team and they never expire.



#### REGIONAL DIRECTOR

Paid-as Director (or Higher) X 4 = \$400  
 Paid-as Senior Senior Director (or Higher) x 1 = \$200  
**TOTAL = \$600**

#### REGIONAL DIRECTOR

Paid-as Director (or Higher) X 3 = \$300  
 Paid-as Senior Senior Director (or Higher) x 1 = \$200  
**TOTAL = \$500**

#### SENIOR DIRECTOR

Paid-as Director (or Higher) X 1 = \$100  
**TOTAL = \$600**



## EXAMPLE

### Earning the Monthly Leadership Bonus

If an Advocate is in multiple Organizations for an upline, and is ranked high enough, the upline can receive multiple bonuses. In this example your upline earns \$300 on your rank alone because you are a Regional Director and are coded for their Senior Director Organization AND Regional Director Organization.

- D Senior Director Organization
- SD Regional Director Organization