

Methods of Income

- 1 Average Estimated Retail Profit: 30%
- 2 Performance Bonus: 3-25%
- 3 Leadership Bonus: 4%

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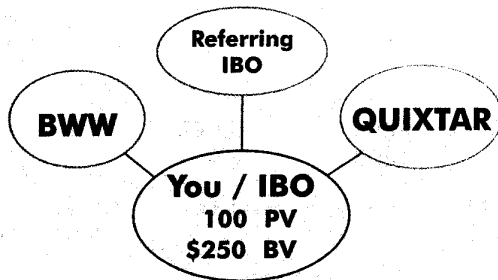
4 Steps to Platinum

1. \$ 82.50
2. \$ 187.50
3. \$ 1020.00
4. \$ 2672.50

PERFORMANCE BONUS SCHEDULE

7500 PV	= 25% of BV
6000 PV	= 23% of BV
4000 PV	= 21% of BV
2500 PV	= 18% of BV
1500 PV	= 15% of BV
1000 PV	= 12% of BV
600 PV	= 9% of BV
300 PV	= 6% of BV
100 PV	= 3% of BV

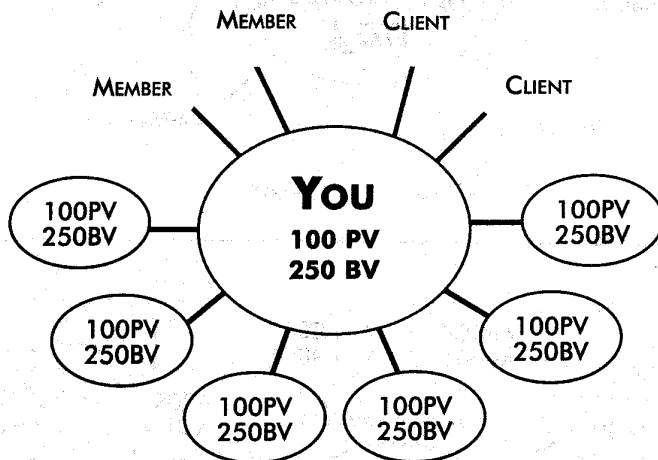
Note: PV/BV ratio approx. 1:2.5
for example: 100 PV = \$250 BV



Step 1: 3%

$$\begin{aligned} \$250.00 \text{ BV} \times 30\% &= \\ \$75.00 + 7.50 &= \mathbf{\$82.50} \end{aligned}$$

30% Your Retail Profit on \$250 BV	\$75.00
3% Performance Bonus on \$250 BV	\$ 7.50
Your Monthly Income	\$82.50
Your Yearly Income	\$990.00



Step 2: 9%

$$\begin{aligned} \text{Total Monthly PV} &= 700 \\ \text{Total Monthly BV} &= \$1750 \\ 7 \text{ IBOs (6 plus you) at } \$250 \text{ BV} &= \\ \$1750 \times 9\% &= \$ 157.50 \end{aligned}$$

$$\begin{aligned} \text{Quixtar pays out:} \\ 3\% \text{ of } \$250 \text{ BV} &= \$7.50 \times 6 \text{ groups} = - \$ 45.00 \end{aligned}$$

$$\text{You keep:} \quad \$ 112.50$$

$$30\% \text{ Your Retail Profit on } \$250 \text{ BV} = \$ 75.00$$

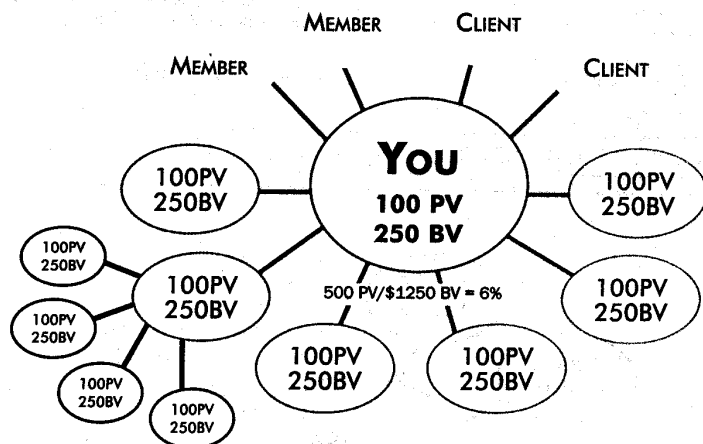
Your Monthly Income	\$187.50
Your Yearly Income	\$2250.00

The Average Monthly Gross Income for "Active" IBOs was \$88.

Approximately 41% of all IBOs of record were found to be active.

Based on an independent survey in 1994-95 "active" means an IBO attempted to make a retail sale, or presented the Independent Business Ownership Plan, or received bonus money, or attended a company or IBO meeting in the month surveyed.

Gross Income means the amount received from retail sales, minus the cost of goods sold, plus the amount of Performance Bonus retained. There may be significant business expenses, mostly discretionary, that may be greater in relation to income in the first years of operation. Before trying the IBO business you should read and understand the "Independent Business Ownership Plan" brochure, which contains important information for those interested in becoming IBOs.



Step 3: 18%

Total Monthly PV = 3100

Total Monthly BV = \$7750

31 IBOs (30 plus you) at \$250 BV =
 $\$7750 \times 18\% = \1395.00

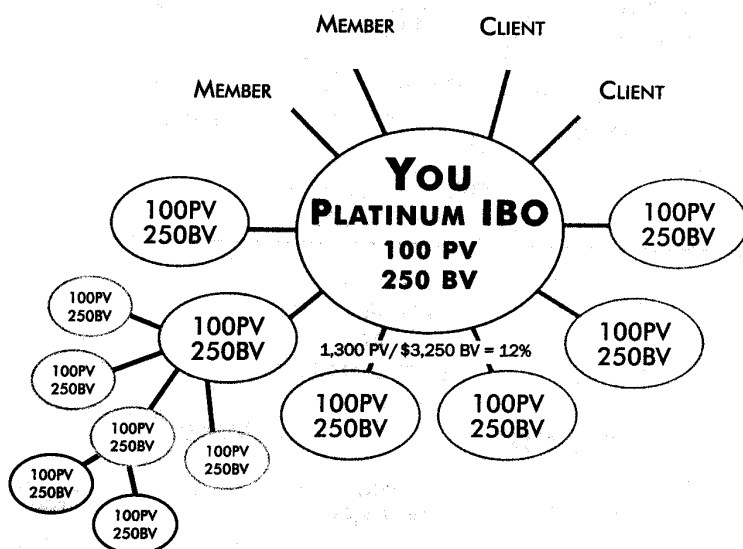
Quixtar pays out:
 6% of \$1250 BV (5 IBOs x \$250 BV) =
 $\$75.00 \times 6 \text{ groups} = - \450.00

You keep: \$ 945.00

30% Your Retail Profit on \$250 BV = \$ 75.00

Your Monthly Income \$1020.00

Your Yearly Income \$12,240.00



Step 4: 25%

Total Monthly PV = 7900

Total Monthly BV = \$19,750

79 IBOs (78 plus you) at \$250 BV =
 $\$19,750 \times 25\% = \4937.50

Quixtar pays out:
 12% of \$3250 BV (13 IBOs x \$250) =
 $\$390 \times 6 \text{ groups} = - \2340.00

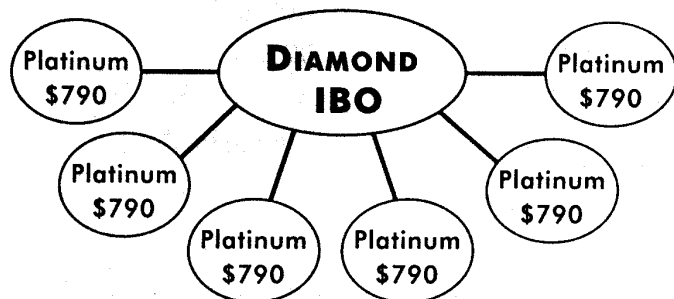
You keep: \$ 2597.50

30% Your Retail Profit on \$250 BV = \$ 75.00

Your Monthly Income \$2672.50

Your Yearly Income \$32,070.00

THE BIG PICTURE



• \$150,000 Per Year

• 2-5 Years

• Spare Time

\$2672.50 Per Month

+4740.00 (790 x 6)

\$7412.50

x 12 Months

\$88,950 Per Year (3 methods of income)

\$61,050 Additional methods of income

\$150,000.00

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All dollar amounts are in U.S. dollars. In the fiscal year ending Aug. 31, 1999, approximately 0.0013417% of Direct Fulfillment IBOs of record in North America qualified at the Platinum and above level, and 0.0000771% of Direct Fulfillment IBOs of record in North America qualified at the Diamond level.

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