

How the Compensation Plan Works in Real Life

Let's look at a comprehensive example of how one can receive compensation through the combination of retail sales, payback on bonus volume, and bonus overrides.

Retail sales

Tim purchases \$1,000 worth of product from New Sun and sells it to others at the suggested retail price (\$1,400). Tim earns a profit of \$400 from the retail sales.

Tim has also built an organization three levels deep and had the following actions in his downline.

Payback on Bonus Volume

The purchases of the non-managers in his downline totaled to the amount of \$8,000 bv. This increased his bonus volume to \$9,000 (\$1,000 personal bv and \$8,000 group bv). This made Tim's payback bonus percentage 30%. Tim earns \$2,700 for payback on bonus volume. ($\$9,000 \times .30 = \$2,700$)

Bonus Overrides

In his first level he had 4 managers with a total bv of \$8,000. Tim received 6% bonus override equaling \$480. ($\$8,000 \times .06 = \480) Tim must maintain his manager status to receive these overrides.

In his second level he had 7 managers with a total bv of \$16,000. Tim received 8% bonus override equaling \$1,280. ($\$16,000 \times .08 = \$1,280$)

In his third level he had 10 managers with a total bv of \$20,000. Tim received 4% bonus override equaling \$800. ($\$20,000 \times .04 = \800)

Tim earns a total of \$2,560 for bonus overrides. ($\$480 + \$1,280 + \$800 = \$2,560$)

Tim's total profit for the month is \$5,660! [\$400 retail, \$2,700 payback on bonus volume and \$2,560 bonus overrides.]

New Sun also offers an attractive car allowance program.



New Sun, Inc.
1-800-544-0777 • www.newsun.net



Compensation Plan Explained

New Sun offers an amazing opportunity for anyone desiring to have more wealth and freedom by owning their own business in natural health care. New Sun's founder, James Salvadori, Jr. practiced for over 25 years as a Master Herbalist, Naturopathic Doctor and certified Iridologist. His vision was to help as many people as possible to better health while also offering an opportunity for people to live the lifestyle they dreamed of by taking advantage of the New Sun opportunity.

Inside is a detailed description of the compensation plan and how it works. Call New Sun to become a member and start your own business today.



New Sun, Inc. 1-800-544-0777
www.newsun.net

New Sun Compensation Plan

You can earn money with the New Sun compensation plan in three major ways: retail sales, payback on bonus volume and bonus overrides. Let's look at each one in detail.

Retail Sales

The retail profit you make is one of the largest in the industry. Many of our members make a large portion of their income through retail sales. The retail price is a 40% increase from the member price on over 95% of New Sun products. For example, if you purchased \$1,000 of New Sun products at member price and sold it at the suggested retail price, you would profit \$400 from the sales.



Payback on Bonus Volume

Another way New Sun compensates members is through payback on bonus volume. To be eligible for a payback on bonus volume you must qualify to be a New Sun Manager.

To be a New Sun Manager you must accumulate at least \$300 in bonus volume (bv) during a calendar month. For each calendar month that you achieve manager status you will receive payback on your bonus volume for that month.

There are two ways to acquire bonus volume.

Each New Sun product is assigned a bv. The bv in over 95% of our products equals the member price. Each time you purchase product from New Sun, you acquire the bv assigned to that product. For example, if you purchased \$1,000 worth of product during a calendar month which is also assigned \$1,000 bv, then you will have acquired \$1,000 in bonus volume. This is called your personal bonus volume.

The other way of acquiring bonus volume is done by acquiring group bv. This is done through the purchases of non-managers in your downline. For anyone who does not achieve manager status (has less than \$300 in bv), their personal bv amount is transferred to the nearest manager in their upline. For example, if you have a member in your first-level downline which has not qualified as a manager but has \$100 of personal bv, that \$100 in bv will be counted as part of your group bonus volume.

To qualify for manager status, \$50 bv of the required \$300 bv must come from your personal bonus volume.

The following are the percentages of payback on bonus volume one receives depending on the amount of bonus volume accumulated during a calendar month.

\$300 - \$899 = 20%

\$900 - \$1,499 = 25%

\$1,500 - \$2,499 = 28%

\$2,500 and up = 30%

Bonus Overrides

Bonus overrides are the best way to get compensated because it means that you are building your business and securing your future. Bonus overrides are residual income because you are profiting from the work of others. You are compensated for each manager in the first six levels of your downline based on their accumulated bonus volume. Below are the percentage paybacks that you will be compensated for each manager based on their level in your downline organization.

6% on your first level manager

8% on your second level manager

4% on your third level manager

2% on your fourth level manager

1% on your fifth level manager

1% on your sixth level manager

For example, if you have several managers in your first level downline who have an accumulated bonus volume of \$10,000, you would receive 6% of that (\$600) as a bonus override. If you have several managers in your second level downline who have an accumulated bonus volume of \$25,000, you would receive 8% of that (\$2,000) as a bonus override.

6% on your first level manager

8% on your second level manager

4% on your third level manager

2% on your fourth level manager

1% on your fifth level manager

1% on your sixth level manager

You must maintain your manager status to receive bonus overrides.