



# BUSINESS COMPENSATION PLAN

LBL offers the opportunity to entrepreneurial people to have their own business by becoming an LBL Independent Business Development Executive. LBL Great Learning Products and its unique compensation model can **help improve your financial standing** without any huge investment.

# COMPENSATION



## LBL IBDE - Your way forward

LBL Independent Business Development Executive (IBDE) is an effective way to build long-lasting customer relationships and grow a flexible, low-cost business. LBL and IBDE work together every step of the way to move the business forward.

Your journey with LBL begins with industry-leading training and your destination is a world where men and women live inspired lives through learning and professional development. Becoming an LBL IBDE can provide you the income you desire and the lifestyle you dream of.

We believe that our IBDEs are the core of our business, so we compensate our IBDEs in the best possible ways. You are not only rewarded for your direct sales; you are also entitled to build your own sales team and earn commissions based on the team sales volume. You also take part in the success of the company through its various business leadership models.

As an IBDE, you'll promote our e-learning and training products through your personal website or through in-person sales. Tell everyone you know about your business and offer your products that teach people how to be a successful entrepreneur.

You earn generous earning as you sell LBL products and build your own sales team network globally.

LBL distributes its sales and marketing budget through as per the following:

<b>Direct Sales Commission (Based on BP)</b>	<b>=</b>	<b>10%</b>
<b>Team Sales Commissions (Based on BP)</b>	<b>=</b>	<b>30%</b>
<b>Travel Incentive &amp; Entrepreneurship Rewards</b>	<b>=</b>	<b>10%</b>



## DIRECT SALES COMMISSIONS

Direct Sales Commissions are paid on all sales of LBL Products and services. There is no Direct Sales Commissions on any Renewal Fee paid by IBDEs. The company pays 10% of the Business Points in Direct Sales Commissions in the following way:

**All Direct Sales of Products or Training Bundle = 10%**

Direct Sales Commissions are paid on weekly pay run.

\*IBDEs may draw down these funds following the completion of the standard cooling off period.

## TEAM SALES BONUS

Team Sales Bonus is paid on the Bonus Points (BP) earned on products sold by your sales team. Team Sales Bonus pays between 2.5% - 10% depending on your personal LBL Rank based on the total RP in your lesser team.

Ranks		Sales Commission %
Basic	=	2.5%
Bronze - Gold Ranks	=	5%
Platinum – Vice President	=	10%

Team Sales Bonus is based on retail sales volume and it is calculated and paid on weekly basis.

\*IBDEs may draw down these funds following the completion of the standard cooling off period.

## AWARDS

As you build your business you are awarded with loyalty points, trips, holidays and so much more.

## RECOGNITION

At LBL our IBDEs are the core of our Business and we believe consistent effort should be celebrated. From seeing your name in lights as you cross the stage to be recognized by us and by your peers at our Global events to being recognized in industry press releases, we share your success with the world. BP & RP are permanent when you reach Bronze Rank and higher.

## BUSINESS LEADERSHIP AWARD (BLA)

In addition, you may qualify to participate in our Career and Entrepreneur Awards such as the Business Leadership Award.

## RANK AWARDS

LBL IBDE is not just a business, it's a long-term career with a growth track. You help your sales team grow and as a reward you enjoy your growth in term of Rank Awards.

Ranks	Total Rank Points (Minimum)	Total Rank Points (Lesser Team)	Rank Award	Team Sales Commission	Weekly Earning Cap
Vice President	4 x GMD	2 x GMD	£500,000	10%	£15,000
Global Marketing Director	20,000,000	10,000,000	£200,000	10%	£15,000
Regional Marketing Director	10,000,000	5,000,000	£75,000	10%	£15,000
National Marketing Director	5,000,000	2,500,000	£15,000	10%	£15,000
Marketing Director	2,000,000	1,000,000	£7,500	10%	£15,000
Director	1,000,000	500,000	£2500 & 15,000 BLA*	10%	£15,000
Senior Executive	500,000	250,000	£1,200	10%	£15,000
Executive	250,000	125,000	£1000 (Executive Trip)	10%	£15,000
Coordinator	100,000	50,000	£400	10%	£15,000
Senior Associate	50,000	25,000	£300	10%	£15,000
Associate	20,000	10,000	£250	10%	£15,000
Platinum	4,000	2,000	NA	10%	£15,000
Gold	2,000	1,000	NA	5%	NA
Silver	1,000	500	NA	5%	NA
Bronze	250	125	NA	5%	NA
Basic	0	0	NA	2.5%	NA

### Notes:

\* You must have achieved Platinum Rank in your first 90 days from joining to qualify for the £15k Business Leadership Award (BLA).

The BLA is awarded when you reach Director Rank and have attended a Global Event.

Rank Points = 75% of total sales value in GBP (excluding VAT or Sales Tax)

To qualify for commission you have to purchase minimum 25GBP Product Pack.

To earn sales commission you must be minimum 18 years of age and have completed the company KYC (Know Your Customer) process.

### † Statement of Typical Participant Earnings

There are no guarantees regarding income. Our estimate of what the typical participant is likely to earn is approximately £1 - £300 per year. A participant, for the purposes of this estimate, includes all participants who make a sale of LBL products within the one-year period.

This 'typical' figure is representative of the smallest range of compensation expected to be earned by over 50% of all participants of the plan.

For further details about LBL IBDE Business read Business Reference Guide and Rules of Conduct.

For query and support contact us at [support@welcometoLBL.com](mailto:support@welcometoLBL.com)