

THE PATH TO SALES MANAGEMENT

The successful Sales Representative can be promoted to Sales Management on the following basis:

1st Level (SALES REPRESENTATIVE). The \$395 bonding, materials and enrollment fee is refunded when the new representative has completed the NCS Sales Training and has sold his first fully paid order for at least 100 claims. To advance to the second level, the representative must write \$50,000 in cash sales. After reaching this level, the rep will be eligible for promotion to Field Trainer.

2nd Level (FIELD TRAINER). The Field Trainer must continue to excel at personal production. The DM, RM or RVP in charge of the territory will assign sales reps to the FT. The FT is paid 30% on his new and re-orders and a 5% override on his representative's sales.

3rd Level (FIELD MANAGER). Promotion to Field Manager. After the FT has sold an additional \$50,000 in fully paid for orders, he becomes eligible for promotion to Field Manager (FM). Once the RVP or RM has recommended that a FT be promoted to FM, the candidate will be promoted to FM subject to the approval of the VP of Sales, and the President of the company. The FM is then scheduled to attend the next Sales / Sales Management School for the four day sales and sales management training program. After completing the training school, the FM will begin to hire and train new sales representatives. The company will run hiring ads and provide interview space to the FM.

4th Level (DISTRICT MANAGER). The FM earns a 10% override on sales representatives and 35% on personal new and re-order sales. The FM will also earn a Hiring Bonus of \$1250 per each five new sales representatives hired and trained. After the FM, and representatives hired by him, have sold an additional \$100,000 in fully paid for orders, the FM will be promoted to District manager (DM). The new DM will earn the full 35% commission on personal new and re-order sales, and the full 10% override on his representatives. The company will continue to run ads and provide interview space for the new DM free of charge.

5th Level (Regional Manager). After the DM, and representatives hired by him, have sold an additional \$100,000 in fully paid for orders, and The DM has successfully developed two DM's under him, the DM will be promoted to Regional Manager (RM). The RM will earn the full 40% commission on personal new and re-order sales, 5% on on his DM's sales and the full 15% override on his Sales representatives who are not assigned to a DM.