

# Thirty-One career path

CAREER PATH	REQUIREMENTS	REWARD	
Consultant	Qualify with \$1000 in sales	25% commission	
CAREER PATH	PROMOTION QUALIFICATIONS	REWARD	
Senior Consultant	2-4 Personally Enrolled, Qualified and active Consultants	25% commission 2% override on personal recruits in your G0	
Director	4+ Personally Enrolled, Qualified and active Consultants ( <i>Roll ups do not count</i> ) \$1000 personal sales A min. of \$4000 in personal and G0 sales	25% commission 3% personal sales bonus on personal sales 3% override on G0 sales 2% override on G1 sales	
Senior Director	4+ Personally Enrolled, Qualified and active Consultants ( <i>Roll ups do not count</i> ) 2 "Paid At" G0 Directors \$1000 personal sales A min. of \$4000 in personal and G0 sales and a min of \$12,000 from personal + G0 + G1 sales	25% commission 5% personal sales bonus on personal sales 5% override on G0 sales 3% override on G1 sales 2% override on G2 sales	
Executive Director	4+ Personally Enrolled, Qualified and active Consultants ( <i>Roll ups do not count</i> ) 4 "Paid At" G0 Directors \$1000 personal sales A min. of \$4000 in personal and G0 sales and a min of \$20,000 from personal + G0 + G1 + G2 sales	25% commission 7% personal sales bonus on personal sales 7% override on G0 sales 3% override on G1 sales 2% override on G2 sales	
Senior Executive Director	4+ Personally Enrolled, Qualified and active Consultants ( <i>Roll ups do not count</i> ) 8 "Paid At" G0 Directors \$1000 personal sales A min. of \$4000 in personal and G0 sales and a min of \$36,000 from personal + G0 + G1 + G2 sales	25% commission 9% personal sales bonus on personal sales 9% override on G0 sales 3% override on G1 sales 2% override on G2 sales	
<b>\$ 1000 Director Bonus</b>			
You can earn a one time Director Bonus for meeting all Director Qualifications during the first 3 consecutive months following the initial DIQ (Director in Qualification) month.			
<b>\$1000 bonus*</b>	<b>\$3000 bonus*</b>	<b>\$5000 bonus*</b>	<b>\$7500 bonus*</b>

Qualified Directors must meet qualifications in Career Path

\*Refer to the CER 200 Binder for qualifications. (Must be a Director to receive one)

**Generation 0 = G0** All consultants and Directors that do not have a Director between you and them

**Generation 1 = G1** All consultants and Directors that fall below a G0 Director

**Generation 2 = G2** All consultants and Directors that fall below a G1 Director

**Paid at Title** = This is the title you maintained during the prior month. You must continue to maintain your "Paid At" requirements, which include: Personal Director requirements and your team's sales requirements in order to be paid at your title. See specific requirements above for each title. (Also referred to as rank)