

# THE ENAGIC PAY PLAN

## BUILDING WIDE (MANY LEGS) VERSUS BUILDING DEEP (FEW LEGS)

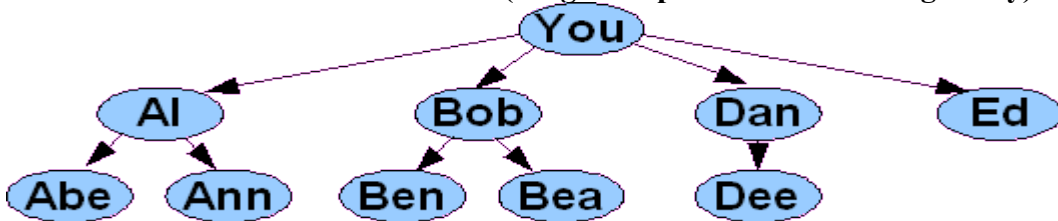
When you sponsor someone, you...

1. **always put them on your first level.** You never “stack” them under someone else. You do not “give” away the people you sponsor to your downline. There is no “spillover” in the Enagic program. Stacking is often called building “**deep**”. You build deep in the Enagic program only by working with your downline to help them do their own sponsoring.
2. **establish a new “leg”.** This is called building “**wide**”. You should **always** build wide in the Enagic program. This is very important to understand: **Sponsoring someone (always on your 1<sup>st</sup> level) and establishing a new leg are one and the same thing.** If you sponsor someone who never sponsors anyone else that leg will consist of only one person - the person you sponsored.

The following applies to both of the illustrations below:

- You are the sponsor of Al, Bob, Dan, and Ed
- Al sponsors Abe and Ann
- Bob sponsors Ben and Bea
- Dan sponsors Dee

**Illustration 1: BUILDING WIDE (4 leg example: This is the Enagic way)**



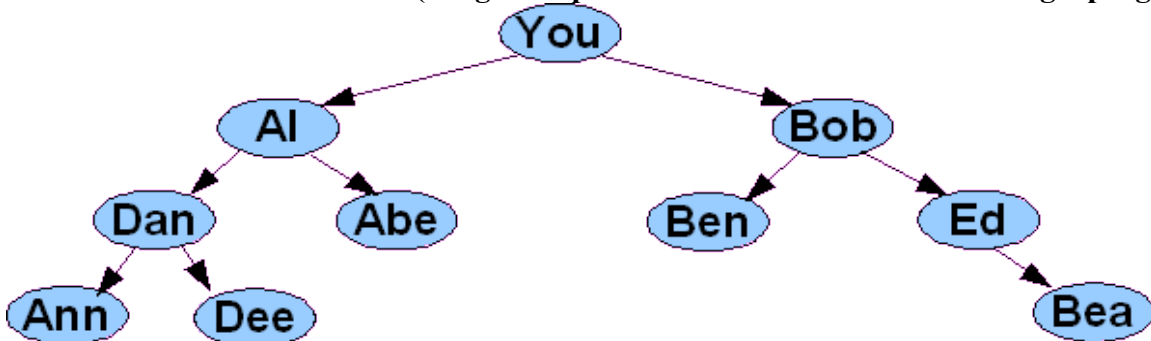
You have sponsored 4 people and established 4 legs.

Al and Bob have sponsored 2 people and established 2 legs each.

Dan has sponsored 1 and has 1 leg.

Sponsoring and establishing a leg are one and the same.

**Illustration 2: BUILDING DEEP (2-leg example: Not Recommended in the Enagic program)**



You have sponsored 4 people but have only 2 legs.

Al and Bob have sponsored 2 people and established 2 legs each.

Dan and Ed each sponsored 1, but Dan has 2 legs and Ed has only 1.

Sponsoring and establishing legs may or may not be one and the same.

Even in the Enagic program, you may stack and build deep if you want to, but in my opinion it is never to your advantage to do so and I strongly recommend against it. Help your people by working with their prospects to help them to sponsor. If they don't ever find any prospects, they won't have any legs under them. That's how it should be.

Here are some important points to understand about sponsoring and legs:

- A leg may have any number of people in it, but you sponsored only the person at the top of the leg.
- If you do choose to sponsor a new person and stack that new person under someone else, you will not be recognized as the sponsor of that new person. The person you stack him or her under will be the sponsor. You will have given that new person away completely to the person you stack him or her under.
- The people you sponsor will establish their own legs, but no matter how many legs they build, that group will forever be only one leg for you – headed by the person at the top that you sponsored. For example, in both of the illustrations above, A1 is a single leg for you even though A1 has two legs for himself.

### **ENAGIC RANK PROMOTIONS OCCUR IN TWO STEPS**

Now that you understand the concepts of sponsoring and establishing legs the Enagic way it is very important that you remember these two things:

1. **You must sponsor 2 people (building 2 legs) BEFORE you can be promoted!** It makes no difference whether there are many people or only one person in each leg.
2. **You must establish a new leg to actually be promoted!** You are promoted instantly when your 3<sup>rd</sup> person is sponsored and you are paid at your newly promoted commission rate forever for all sales ever made in that leg that qualify for a commission.

Let me repeat and expand on what I just said by putting it in different terms. Qualifying for a rank promotion and actually receiving the promotion are two different steps. You can never be promoted until both steps are completed:

1. You must qualify for the promotion by meeting the requirements for the new rank that you will be promoted to.
2. After you are qualified, you must make another sale and establish a new leg to actually achieve the promotion and be paid at your new commission rate. Only the new leg and any legs established thereafter will pay you at your newly promoted commission rate. All sales made in previously established legs will continue forever to be paid at the commission rate that was in effect for you at the time each leg was established.

Any amount of time can elapse between the two steps.

To make it all clear, I will state it still another way.

- You will qualify for your 1<sup>st</sup> promotion when you make two sales by yourself. Sales made by people under you will not help you qualify for your 1<sup>st</sup> promotion.
- You will receive your 1<sup>st</sup> promotion when you make your 3<sup>rd</sup> sale by yourself.
- After your 1<sup>st</sup> promotion, any sale made by you or anyone in any of your legs might qualify you for another promotion.
- Once you are qualified for any promotion, whether it is your 1<sup>st</sup> promotion or not, you must make one or more new personal sales to establish new legs which will be paid at your newly promoted commission rate.

You start out at a rank of 1A and are qualified for promotions as follows:

- You must have 2 personal sales to qualify for your 1<sup>st</sup> promotion no matter how many sales are made by other people in your legs.
- After you have 2 personal sales, all qualifying sales in all of your legs will count to qualify you for rank promotions. I will define qualifying sales later. But for your first few rank promotions, all sales retroactively will probably be qualifying sales after you have 2 personal sales – which always count as qualifying sales.
- You must have 2 qualifying sales in all to qualify for the rank of 2A.
- You must have 10 qualifying sales in all to qualify for the rank of 3A.
- You must have 20 qualifying sales in all to qualify for the rank of 4A.
- You must have 50 qualifying sales in all to qualify for the rank of 5A.
- You must have 100 qualifying sales in all to qualify for the highest rank of 6A.

When you make a personal sale establishing a new leg, you will instantly be promoted to any new rank that you are qualified for, and you will be paid at your new commission rate forever for all sales ever made in that new leg and in any other new legs established before your next promotion.

Now, let me go back and repeat something I said earlier. It takes two steps to be promoted. The 1<sup>st</sup> step is qualification by meeting the required number of sales. The 2<sup>nd</sup> step is making another personal sale to establish a new leg. I repeat – any amount of time may elapse between those two steps. If you qualify for a new rank but don't make a new personal sale right away, you may find that you have qualified for still another rank by the time you make that personal sale. In that case, your personal sale will promote you to the highest rank that you are qualified for and all sales ever made in that new leg will be paid at the higher commission rate. Yes, you understood me right. You can skip ranks. In fact, if you make 2 personal sales then go into a coma and awake to find that your 2 legs have a total of 100 or more sales in them, your 3<sup>rd</sup> personal sale will promote you to the highest rank of 6A. You will have jumped right from 1A to 6A skipping all of the rank promotions in between! In fact you won't be too unusual if you skip a single rank somewhere along the way, but most hard workers won't do it.

Don't take the above to mean that it is a good idea to stack under those first two legs until you have 100 sales so you can jump right to 6A. If you do, you will be making all those sales at the rank of 1A while being paid accordingly. You could give up a fortune that way. Don't do it! Get every promotion as soon as you can! If you don't see it, just trust me on that.

Now you probably know all about levels in network marketing. If you personally sponsor someone establishing a new leg, that someone is on your 1<sup>st</sup> level. Anyone on your 1<sup>st</sup> level sponsors people on your 2<sup>nd</sup> level. Your 2<sup>nd</sup> level puts people on your 3<sup>rd</sup> level and so on. I think you get it. Now that you get it, forget it. Enagic pays points, not levels. Points are only loosely related to levels and thinking terms of levels will only confuse you. Let me explain points and teach you to think in terms of points instead of levels.

### **ENAGIC'S BASIC 8 POINT COMMISSION PLAN**

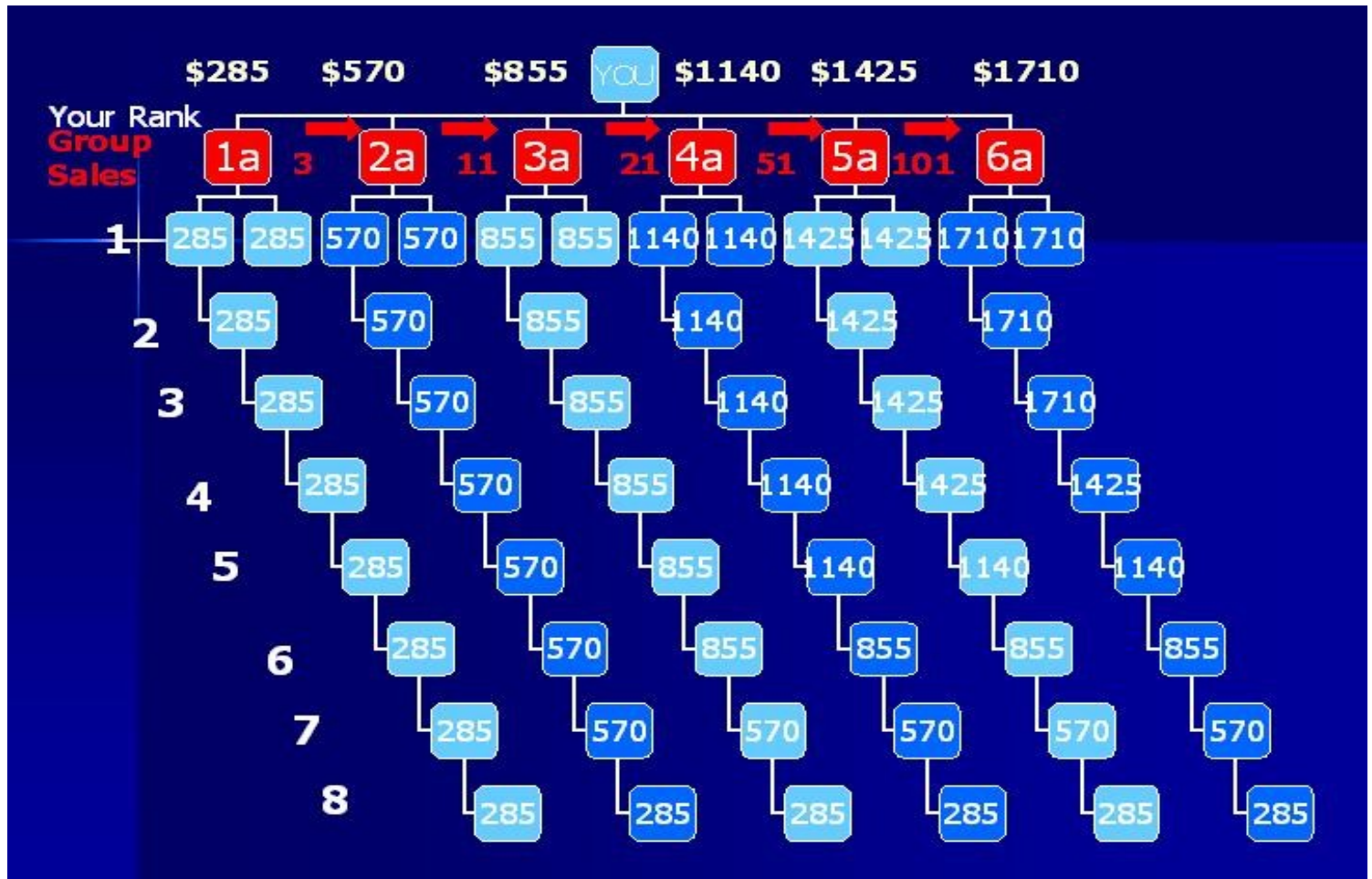
Enagic pays 8 commission points on every sale. The SD501 sells for \$3980.00 and each commission point is worth \$285. That means that Enagic pays out a total of \$2280.00 in commission points on each and every SD501 sale! That's a lot and it doesn't even include the fabulous bonuses that you start to earn when you reach the rank of 6A! That \$285 is actually broken down into two parts. \$50 of it is called a special point and you will not earn that part if you bought your own machine over 90 days ago and haven't had a personal sale in the last 90 days. That is the only thing Enagic has that even resembles a quota! Isn't that great? Even if you go years without making a personal sale, you will still receive \$235 for each and every commission point that comes up to you from sales below your 1<sup>st</sup> level in any of your legs and there is a simple way to guarantee that you never miss the \$50 part also, even if you don't make personal sales, but we won't go into that here. You can ask your sponsor about it.

Your rank tells you how many commission points you can possibly earn on sales in each of your legs. A 6A can earn 6 points or as much as \$1710.00 on each sale made in his or her 6A legs! You start out as a 1A making only 1 point. You can very quickly promote to 2A and make as many as 2 points or \$570 on all sales made in your 2A legs! That can be a lot of money and it is near the bottom of the pay plan! That's exciting!

I make over \$2000 a month from one of my 1A legs, and that's the very bottom of the pay plan! Don't you think it's time to get excited! Where else can the very first person you sponsor make you \$2000 a month or more right from the very first month before you even sponsor a 2<sup>nd</sup> person? In any other network marketing program, you'd probably need a hundred or a thousand sales to start earning \$2000 or more a month. I actually did it on my very first sale and I earned that much the very first month and every month thereafter from that sale alone, not counting my other sales or factoring them in at all!

You should know enough now to understand the following chart. If you don't understand any part of what follows, go back to the beginning and read everything again, and again if necessary – or call your sponsor or prospective sponsor for an explanation.

**8 POINT COMMISSION CHART FOR SD501 SALES - \$285 PER POINT FOR 8 POINTS (\$2280 TOTAL)**



For purposes of this illustration, a **group sale** is any sale made by you (a personal sale on your 1<sup>st</sup> level) or by anyone on your 1<sup>st</sup> through 7<sup>th</sup> levels (which show up as sales on your 2<sup>nd</sup> through 8<sup>th</sup> levels) as long as you earn at least 1 commission point on that sale. Yes, it is possible to have sales within your 8 levels that you do not earn any points on and those sales will not count as group sales and will not help you earn promotions and will not earn you any money until you promote to 6A. We will explain that later. When you become 6A, you will start to earn a \$200 **education bonus** on all those sales, whether within your 8 levels or not, that you do not earn any commission points on as long as those sales are not under another 6A. That can be a lot of money! You will also earn a \$50 education bonus to match any \$200 education bonuses earned by any 6A below you for 2 levels of 6As.

To recap the above chart, you can...

1. Promote from 1A to 2A as early as your 3<sup>rd</sup> **personal sale** and start earning as much as 2 points (\$570) per sale in all 2A legs. 2A legs include all legs established after your 2<sup>nd</sup> personal sale and before your 11<sup>th</sup> group sale.
2. Promote to 3A as early as your 11<sup>th</sup> **group sale** and start earning as much as 3 points (\$855) per sale in all 3A legs. 3A legs include all legs established after your 10<sup>th</sup> group sale and before your 21<sup>st</sup> group sale.
3. Promote to 4A as early as your 21<sup>st</sup> **group sale** and start earning as much as 4 points (\$1140) per sale in all 4A legs. 4A legs include all legs established after your 20<sup>th</sup> group sale and before your 51<sup>st</sup> group sale.
4. Promote to 5A as early as your 51<sup>st</sup> **group sale** and start earning as much as 5 points (\$1425) per sale in all 5A legs. 5A legs include all legs established after your 50<sup>th</sup> group sale and before your 101<sup>st</sup> group sale.
5. Promote to 6A as early as your 101<sup>st</sup> **group sale** and start earning as much as 6 points (\$1710) per sale in all 6A legs. 6A legs include all legs established after your 100<sup>th</sup> group sale forever.

Note that it is possible for any personal sale after the 2<sup>nd</sup> one to promote you to any rank up to and including 6A. Note also that you can never promote beyond 1A without at least 3 personal sales no matter how many group sales you have. If you do not understand this, you should start over and read everything again up to this point – or call your sponsor or prospective sponsor for an explanation.

When you become 6A you will earn one important monthly bonus in addition to the education and matching education bonuses mentioned above. It is based on all sales in your entire group, whether or not they are within your 8 points or even within 8 levels, but it does not include sales in 6A groups below you. It is earned one month and paid the next month and it will start accruing the 1<sup>st</sup> of the next month after you promote to 6A.

- 10-14 group sales for the month earns a monthly 6A bonus of \$800.00
- 15-19 group sales for the month earns a monthly 6A bonus of \$1,200.00
- 20-24 group sales for the month earns a monthly 6A bonus of \$1,600.00
- 25-29 group sales for the month earns a monthly 6A bonus of \$2,000.00
- 30-34 group sales for the month earns a monthly 6A bonus of \$2,400.00
- 35-39 group sales for the month earns a monthly 6A bonus of \$2,800.00
- 40-44 group sales for the month earns a monthly 6A bonus of \$3,200.00
- 45-49 group sales for the month earns a monthly 6A bonus of \$3,600.00
- 50 or more group sales for the month earns a monthly 6A bonus of \$4,000.00

The combined education and monthly 6A bonuses alone can be enough for most families to live on comfortably and they start when you have a relatively small group of only 101 sales. It would take thousands of sales to duplicate this income in any other network marketing program. But, the really big bonuses start when you have 2 different legs that have a 6A person in them on any level – it doesn't have to be someone you sponsored personally. When you are a 6A and have two legs with 6As in them, you become a 6A2. Monthly 6A2 bonuses **start** at about \$16,000 a quarter and can go **way** higher than that! You can be a 6A2 with as few as 205 people – 3 personal sales with 101 people under each of the first two. That's a very small group to earn so much money!

### **BASIC 8 POINT COMMISSION PLAN EXAMPLES**

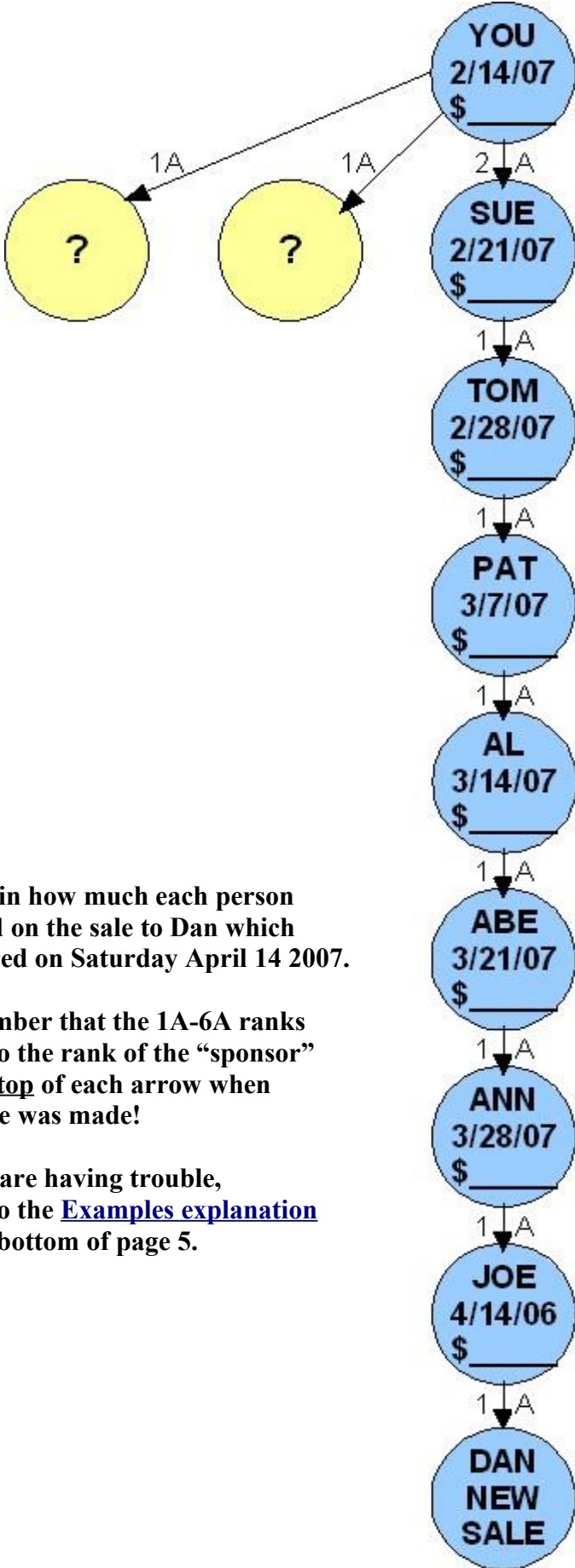
At this time, you don't really need to understand everything about bonuses for 6As and above, but it is essential that you understand the basic 8 point commission plan. Each full point is worth \$285, but don't forget that \$50 of that is a special point that is not paid out in some cases.

The following pages contain examples of new sales made somewhere in your hypothetical group. You should study each example and decide how much each person, including yourself, upline from the new sale would be paid, then go to the next page and look at the answers. If you find it helpful, print these pages and write your answers on the lines provided inside the blue circles. Keep working these examples until you get the answers quickly and correctly every time. **If you have trouble with the examples, refer back to this section, or contact your sponsor or prospective sponsor for clarification, or read the preceding pages again.**

You'll need to know the following information to be able to work these examples.

- Each arrow represents a leg for the person (or “sponsor”) at the top of the arrow.
- The notation near the **bottom** of each arrow shows the rank (1A through 6A) of the sponsor at the time the leg was established. Remember that the sponsor is at the **top** of the arrow!
- The circles that do **NOT** figure in our calculations are **yellow**. Inside each yellow circle is a question mark only. That's because we don't need to know anything about the people in those circles. The yellow circles are there only to show that other legs have been established to bring the person in the blue circle to his/her current rank.
- The circles that **DO** figure in our calculations are **blue**. Inside each blue circle is the name of the person occupying that position in your group and the date that person made their last personal sale or purchased their own machine – whichever is later.
- The blue circles at the very bottom of each example represent a “new sale” that was made on Saturday April 14<sup>th</sup> 2007. Every blue circle above the new sale may or may not make a commission on the new sale. **Blank lines** are provided in each blue circle above the new sale for you to write in the amount the person in the circle earned on the new sale.

**EXAMPLE #1 (answer on next page)**



Write in how much each person earned on the sale to Dan which occurred on Saturday April 14 2007.

Remember that the 1A-6A ranks refer to the rank of the “sponsor” at the top of each arrow when the sale was made!

If you are having trouble, refer to the [Examples explanation](#) at the bottom of page 5.

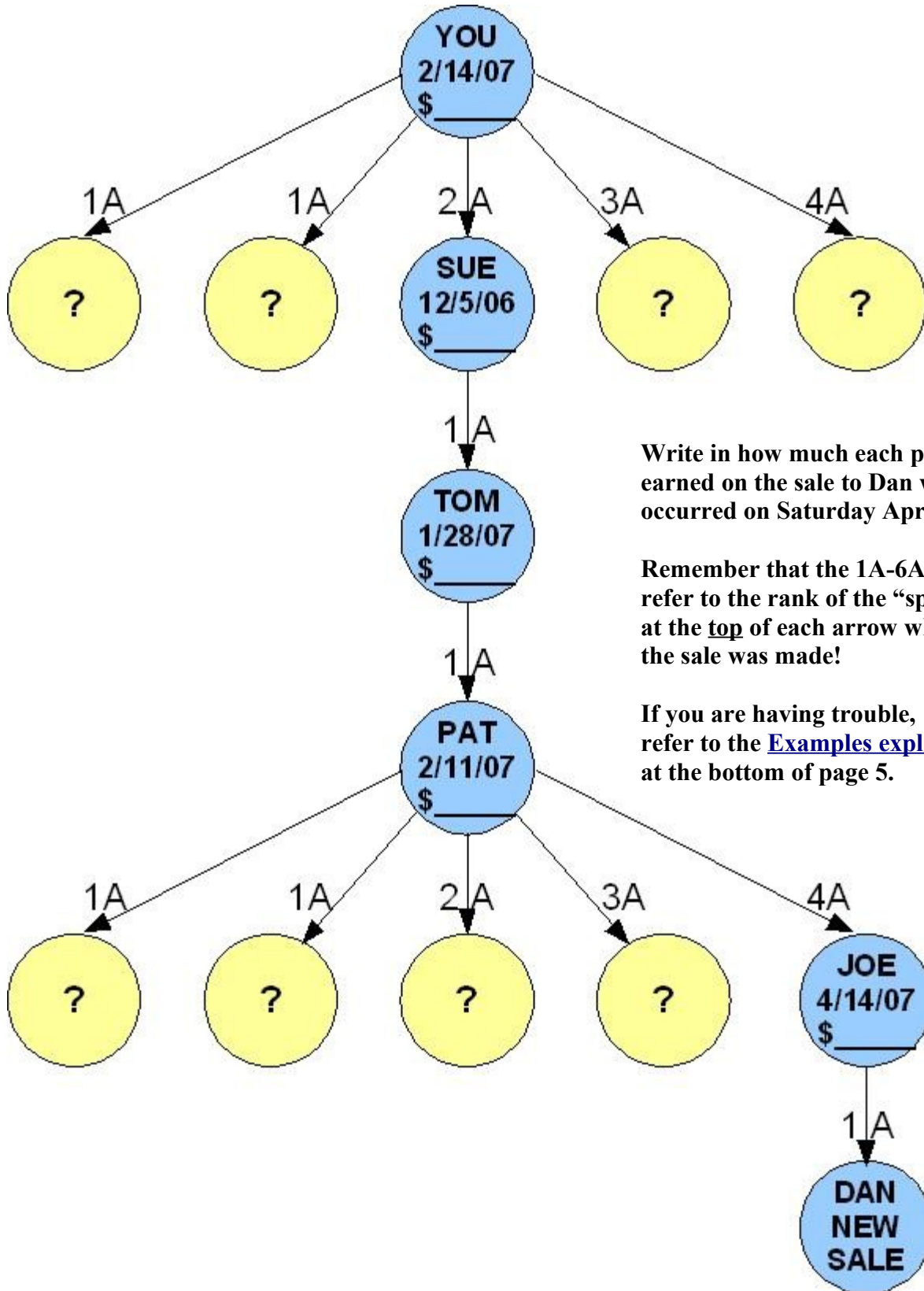
## **EXAMPLE #1 ANSWER**

### **EVERYONE GETS \$285 (1 POINT EACH)**

even though you are ranked 2A, 7 of the 8 total points have already been paid to people below you so only 1 point is left for you. When Dan makes a sale, you won't get any points because all 8 points will be paid to people below you. When that happens, you also won't get to count Dan's sales as group sales to count toward your rank promotions. You only get to count sales that you get paid at least 1 point for.

**Now try example #2 on the next page.**

## EXAMPLE #2 (answers on next page)



Write in how much each person earned on the sale to Dan which occurred on Saturday April 14 2007.

Remember that the 1A-6A ranks refer to the rank of the “sponsor” at the top of each arrow when the sale was made!

If you are having trouble, refer to the [Examples explanation](#) at the bottom of page 5.

## **EXAMPLE #2 ANSWERS**

JOE EARNED \$285 (1 FULL POINT)

PAT EARNED \$1140 (4 FULL POINTS)  
because the sale was made in her 4A leg.

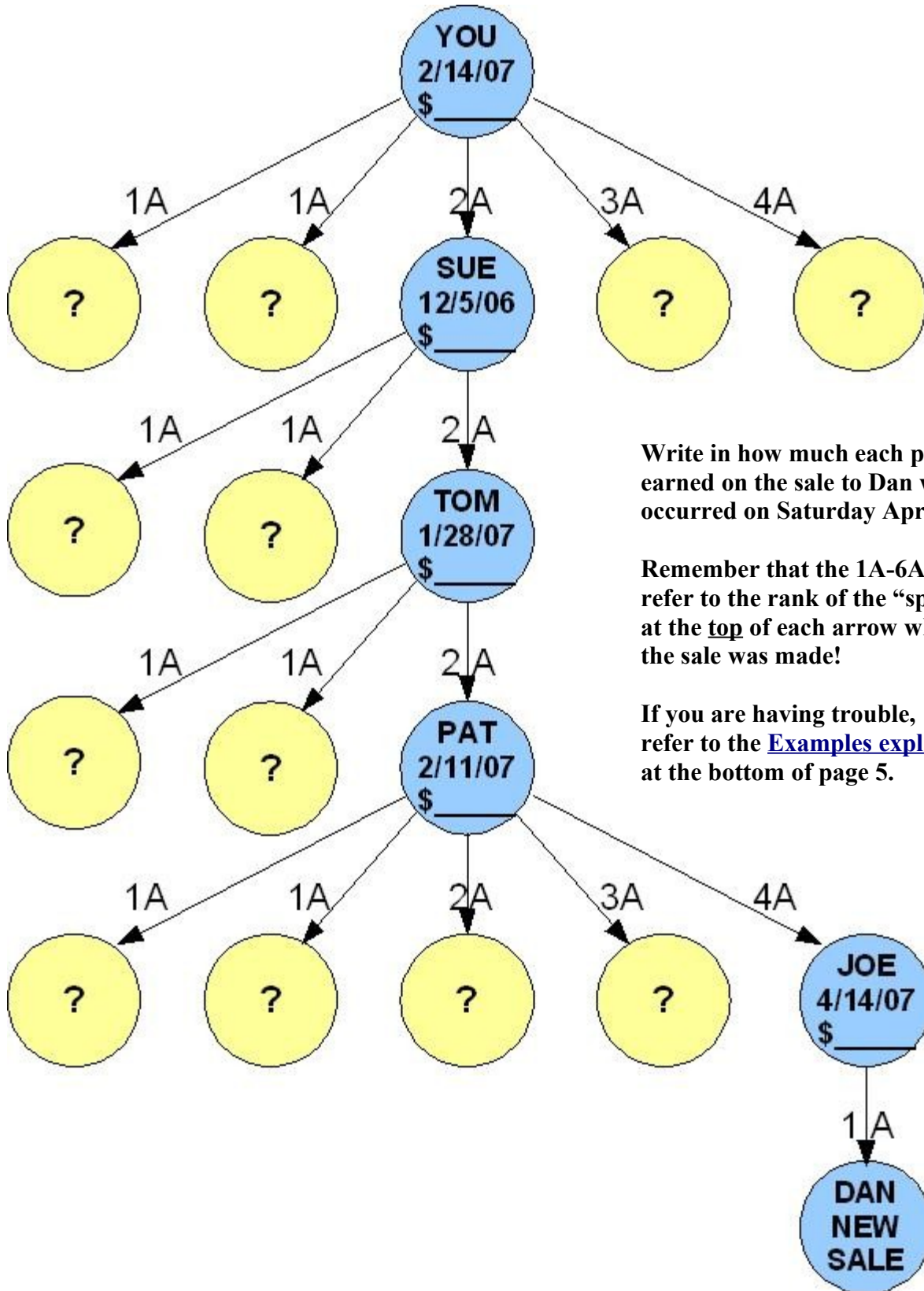
TOM EARNED \$285 (1 FULL POINT)

SUE EARNED \$235 (1 PARTIAL POINT)  
because she hadn't made a personal sale within 90 days.

YOU EARNED \$285 (1 FULL POINT)  
even though your current rank is 4A. Since the sale was made in your 2A leg, you would have received \$570,  
but 7 of the total of 8 points were already paid to people below you, so there was only 1 point left for you.

**Now try example #3 on the next page.**

# EXAMPLE #3 (answers on next page)



Write in how much each person earned on the sale to Dan which occurred on Saturday April 14 2007.

Remember that the 1A-6A ranks refer to the rank of the “sponsor” at the top of each arrow when the sale was made!

If you are having trouble, refer to the [Examples explanation](#) at the bottom of page 5.

## **EXAMPLE #3 ANSWERS**

**JOE EARNED \$285 (1 FULL POINT)**

**PAT EARNED \$1140 (4 FULL POINTS)**

because the sale was made in her 4A leg.

**TOM EARNED \$570 (2 FULL POINTS)**

because the sale was made in his 2A leg.

**SUE EARNED \$235 (1 PARTIAL POINT)**

because she hadn't made a personal sale within 90 days and because, even though she is ranked 2A, 7 points have already been paid to people below her, so only 1 point remains.

**YOU EARNED \$0 (NO POINTS)**

even though your current rank is 4A. Since the sale was made in your 2A leg, you would have received \$570, but all of the 8 points were already paid to people below you, so there was nothing left for you. Because you earned no points on this sale, you also will NOT get to count this as a group sale to count toward future rank promotions even though it is within your 8 levels. Remember, think points, not levels!. Had you been at the 6A rank, you would have received the \$200 education bonus on this sale, and you would still have receive it even if this sale had been below your 8<sup>th</sup> level – and you will receive it on any future sales under Dan for any number of levels!