

One-Step-at-a-Time Rewards

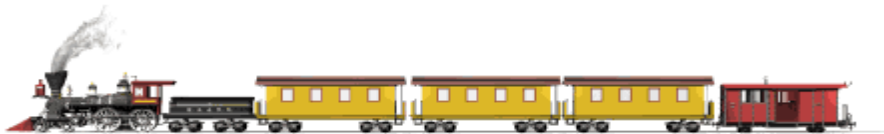


Your first 12 weeks are very important to getting your Usborne business on the right track. Usborne Books at Home encourages you every step of the way with the One-Step-at-a-Time reward program, exclusive to consultants in their incentive period. Post this chart where you will see it often, keep track of your progress and see what you are earning. After your first 12 weeks keep working as you can earn even more with the "On the Right Track" incentives shown at the bottom of this page.



✓	Step	Goal to Reach Within First 12 Weeks	Level Achieved	Reward Earned	Charm Earned
	1	Sign up new consultants	Sponsor	\$50 in product FREE for EVERY recruit! No limit!	When each recruit Bronzes
	2	\$500 in net sales	Copper	\$50 in product for \$10	-----
	3	\$750 in net sales	Bronze	\$50 in product FREE	
	4	\$1,500 in net sales	Silver	\$50 in product FREE	
	5	\$2,000 in net sales & one Bronze recruit	Gold	\$50 CASH Bonus!	
	6	\$2,500 in net sales & one Bronze recruit	Ruby	\$100 in product FREE	
	7	\$3,000 in net sales & one Bronze recruit	Emerald	\$50 CASH Bonus!	

A \$2.00 charge is applied on free product for tax purposes.
 "net" sales = retail sales minus commission.



✓	"On the Right Track" Goals	Level Achieved	Reward Earned
	Sell \$3,000 net and have 3 bronze recruits by the end of your first 6 months. By _____ (date)	Star Consultant	\$100 CASH Bonus! Recognition at Convention!
	Promote to Supervisor by the end of your first 9 months. By _____ (date)	Fast Track Supervisor	\$100 CASH Bonus! Recognition at Convention!
	Maintain \$2,000 net in group sales and \$700 net in personal sales for each of your first 3 month as supervisor. Month 1 _____ Month 2 _____ Month 3 _____	On Track Supervisor	\$500 CASH Bonus! Recognition at Convention!