



## Power of 7 Director program

Unleash your Power of 7

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**Now is the perfect time to take control of your life and start building for your financial future with YTB's Power of 7 Director Program! Here's how it works. It's as easy as 1-2-3.**

- 1) Have personally been paid at least one (1) Leadership Bonus within the last 13 weeks
- 2) Be qualified and remain qualified for Coach's Corner
- 3) Have 7 or more Qualified Key People who were paid at least one (1) Leadership Bonus within the past 13 weeks

### Definitions

**Key Person** – Can include up to three (3) personally sponsored 1st Team Reps and any Rep who is currently, or was ever, in your PowerTeam.

**Qualified Key Person** – When a Leadership Bonus is paid on Friday's weekly commission cycle, the Rep who earns it may be counted as a Qualified Key Person for the next 13 weeks. For example, a Qualified Key Person who bonuses on March 6, 2009, will count through May 29, 2009. If they bonus again on April 17, their 13-week qualification period starts again and will count through July 10. This is true of every Leadership Bonus except those paid prior to March 6, 2009.

**Personal Qualification** – You have been paid a \$1,000 Leadership Bonus in the last 13 weeks and are a Coach's Corner member with 30 active Internet Travel Centers sold by you and your PowerTeam Reps.

**Qualifying Week** – The evaluation period for each week is the Friday when weekly commissions are paid. A Qualifying Week is when you have met your *Personal Qualification* and have 7 or more *Qualified Key People*.

### Director Revenue Sharing

On the Friday you complete Steps 1 – 3 (your first *Qualifying Week*), you will be promoted to Director. The following calendar month you will receive your portion of the Director Revenue Sharing Pool. To continue earning your portion of the Director Revenue Sharing Pool, you must achieve two *Qualifying Weeks* within every calendar month.

### Director Benefits

You will become eligible for company paid, guaranteed issue health and life insurance benefits upon your achievement of 8 additional *Qualifying Weeks*. There is no limit to the number of weeks you have to accomplish this goal, and there is no restriction on which *Qualified Key People* you can count.

Once you qualify for Director Benefits, you will continue to receive them unless you fail to qualify for the Director Revenue Sharing Pool for three consecutive calendar months.

The Power of 7 can significantly impact your YTB business. So identify your existing or potential 7 Key People and get busy. Even if you're just getting started, YTB Director is within your grasp.



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### EXAMPLE

The following example (on page 3) illustrates how the Power of 7 Director Program is designed.

On March 27, Jim is paid a Leadership Bonus. That same day one of his personally sponsored 1st Team Reps (Sarah) and one of his PowerTeam Reps (Josh) are also paid a Leadership Bonus and became *Qualified Key People*. Sarah and Josh will continue to count as *Qualified Key People* for Jim until June 19 (13 weeks), even if they never earn another Leadership Bonus.

On Friday, April 3, two more of Jim's PowerTeam Reps, Crystal and Wayne, are each paid a Leadership Bonus. These two will remain *Qualified Key People* through June 26. Now Jim has a total of four *Qualified Key People* who will count toward his Director promotion through June 19, even if none of these four are paid another Leadership Bonus. Jim has a total of 21 active Internet Travel Centers sold by his PowerTeam Reps. All he needs to reach Director is 3 more *Qualified Key People* and 9 more active PowerTeam sales by June 19.

On April 10, Jim and another of his PowerTeam Reps, Nicole, is paid a Leadership Bonus. This brings his total to 5 *Qualified Key People* who will all count for his Director promotion through June 19, the last date that Sarah and Josh will count unless they are paid another Leadership Bonus. Jim is only 4 away from Coach's Corner.

On Friday, April 17, there were no additional Key People who were paid a Leadership Bonus, and Jim is now only 1 away from Coach's Corner.

The 24th of April is a big day for Jim. He is paid another Leadership Bonus and becomes a Coach's Corner member with 34 active Internet Travel Centers sold by him and his PowerTeam Reps. Leadership Bonuses are paid to personally sponsored 1st Team Rep, Caryn, and to PowerTeam Rep Clint. Jim now has a total of 7 *Qualified Key People* and is promoted to Director.

He will receive his portion of the Director Revenue Sharing Pool in May, June and July even if no one bonuses again because each of his *Qualified Key People* will count through at least June 19, the last date he can count Sarah and Josh if they are not paid another Leadership Bonus. This guarantees he has at least 2 *Qualifying Weeks* in each calendar month through June. Remember, a *Qualifying Week* is any Friday that you are a Coach's Corner member, have personally been paid a Leadership Bonus in the last 13 weeks and you have at least 7 *Qualified Key People*.

In this example, none of Jim's *Qualified Key People* have been paid another Leadership Bonus. Therefore Sarah, Josh, Crystal and Wayne will not count toward any *Qualifying Week* in July. Nicole will only count on July 3, and Caryn and Clint will count on July 3, 10 and 17. For Jim to receive his August Director compensation, he will need 4 *Qualified Key People* in addition to Nicole, Caryn and Clint on July 3 plus 5 *Qualified Key People* on either July 10 or July 17 in addition to Caryn and Clint. If Jim has less than 2 *Qualifying Weeks* on July 17, he will need to make up the difference with 7 *Qualified Key People* during the last 2 weeks of July (July has 5 Fridays). This can be accomplished with his 7 existing *Qualified Key People* being paid another Leadership Bonus, getting 7 new *Qualified Key People* or any combination of existing and new *Qualified Key People* as long as there are at least 7 in the same week.



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\$1,000 Bonus	Personal Qualifications		Qualified Key People							Qualifying Weeks		
	Date Paid	Bonus*	Coach's Corner	Sarah	Josh	Crystal	Wayne	Nicole	Caryn	Clint	Qualified	Total
3/27	1	No		1	1						No	
4/3	2	No		2	2	1	1				No	
4/10	1	No		3	3	2	2	1			No	
4/17	2	No		4	4	3	3	2			No	
4/24	1	Yes		5	5	4	4	3	1	1	Yes	1
5/1	2	Yes		6	6	5	5	4	2	2	Yes	2
5/8	3	Yes		7	7	6	6	5	3	3	Yes	3
5/15	1	Yes		8	8	7	7	6	4	4	Yes	4
5/22	2	Yes		9	9	8	8	7	5	5	Yes	5
5/29	3	Yes		10	10	9	9	8	6	6	Yes	6
6/5	4	Yes		11	11	10	10	9	7	7	Yes	7
6/12	5	Yes		12	12	11	11	10	8	8	Yes	8
6/19	6	Yes		13	13	12	12	11	9	9	Yes	9
6/26	7	Yes				13	13	12	10	10	No	
7/3	8	Yes						13	11	11	No	
7/10	9	Yes							12	12	No	
7/17	10	Yes							13	13	No	
7/24	11	Yes									No	
7/31	12	Yes									No	

\*Jim was paid Leadership Bonuses on 3/27, 4/10, 4/24 and 5/15. Each bonus starts a new 13 week time period for counting that bonus for his Personal Qualification. The same is true for each of Jim's Qualified Key People.