

# FAST TRACK

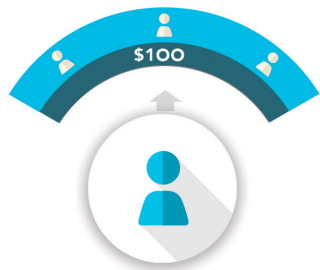
Get on the FAST TRACK to Success. Focus your time building your team and be rewarded. Teach your team to do the same to increase your earnings!



## STEP 1

Start by enrolling 3 coaches or Preferred Customer.

**3** on your team.



**EARN \$100!**

## STEP 2

Enroll 3 more coaches or Preferred Customer for a total of

**6** team members.



**EARN ANOTHER \$100!**

## STEP 3

Enroll 3 more coaches or Preferred Customer for a total of

**9** team members.



**EARN ANOTHER \$100!**

Enroll a total of 9 on your team to **EARN A TOTAL OF \$300!**

YOU



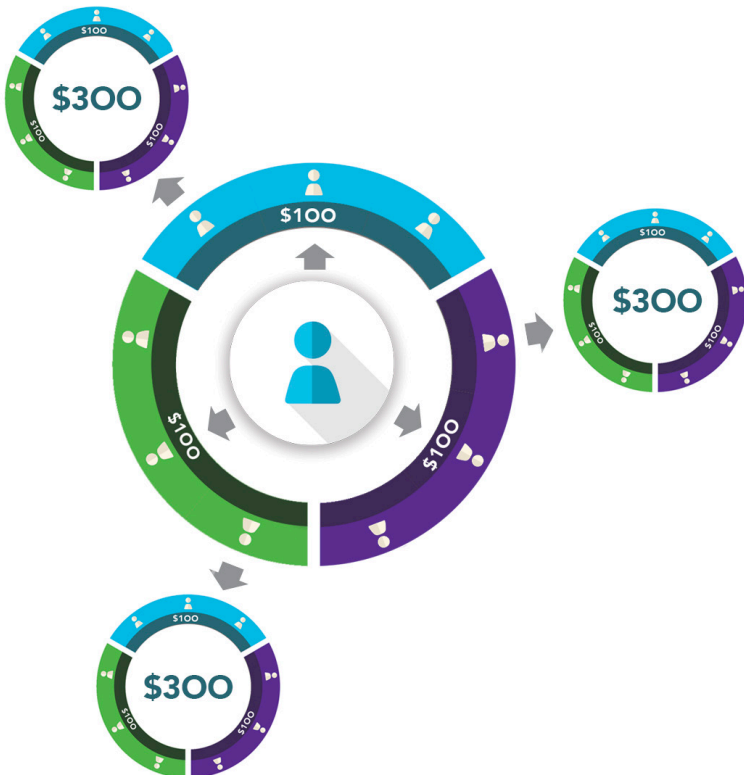
**NEW COACH OR  
GOLD PREFERRED CUSTOMER (PC)**



## STEP 4



Guide your new coaches to earn \$100, when **THEY EARN \$100, YOU EARN \$100!**



### EARN EVEN MORE BY HELPING YOUR TEAM GROW

FOR EXAMPLE:

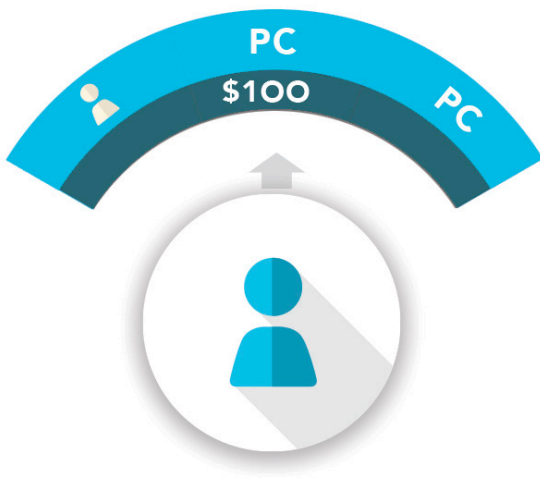
Teach **3 NEW COACHES** to accomplish their own Fast Track.

**THEY EARN \$300,  
YOU EARN \$300 FOR EACH!**

**THAT IS A TOTAL OF \$900  
PLUS YOUR OWN \$300 = \$1,200**

Enroll 3 New PCs or Coaches by the end of your first full month and earn \$100. Enroll 3 additional PCs or Coaches by the end of your second full month to bring your team to 6 active, earn an additional \$100! Enroll 3 additional PCs or Coaches by the end of your third full month to bring your team to 9 active, earn an additional \$100! As a national Coach or greater rank, the Fast Track will earn \$50 every time a personally enrolled Coach earns \$100 in FAST TRACK. As part of the introduction of the Fast Track incentive Program, Yes You Can! Will double the sponsor bonus from \$50 to \$100 through 7/31/2020. The enroller bonus of \$100 is not impacted by the introductory promotion.

**EXAMPLE 1:**



**ENROLL 3 PCS OR COACHES TO YOUR TEAM  
EARN \$100 FAST TRACK BONUS**

**PLUS** regular commissions and bonuses

2 PC On The Go 60 Profit : \$85.14

Blue Team Level Commissions: \$18.09

New Business Bonus: \$12.94

Advancement Bonus: \$50.00

**REGULAR COMMISSION EARNINGS: \$116.17  
+ \$100 FAST TRACK BONUS**

**TOTAL EARNINGS\*: \$266.17**

**EXAMPLE 2:**



**TEACH YOUR NEW COACH TO DO THE SAME, ENROLL 3 TO THEIR TEAM  
THEY EARN \$100 FAST TRACK BONUS AND YOU EARN \$100 FAST TRACK BONUS!**

**PLUS** regular commissions and bonuses

4 PC On The Go 60: \$170.28  
(2 new & 2 from last month)

Team Level Commissions: \$63.48

New Business Bonus: \$41.65

Power Seller Bonus: \$50.00

**REGULAR COMMISSION EARNINGS: \$325.41  
+ \$100 FAST TRACK BONUS**  
for completing Step 2

**+ \$100 FAST TRACK BONUS**  
for teaching your coach to complete step 1

**TOTAL EARNINGS\*: \$525.41**

\*Hypothetical earnings example based on current compensation plan. Yes You Can! does not guarantee any level of success or earnings will be achieved. Earnings are based on personal effort. Above earnings assume the purchase of a Business pack for the coaches & an on the go 60 for the Preferred Customers. The assumption is also made this was in the first month. This example is for illustrative purposes only.

## BUILD YOUR TEAM

### STEP 1

**3** Coaches /PC

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

**\$100**

### STEP 2

**6** Coaches /PC

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_
- 6. \_\_\_\_\_

**+ \$100**

### STEP 3

**9** Coaches /PC

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_
- 6. \_\_\_\_\_
- 7. \_\_\_\_\_
- 8. \_\_\_\_\_
- 9. \_\_\_\_\_

**+ \$100**

## HELP YOUR TEAM BUILD THEIR TEAM

### STEP 4

Coach **1** Team

Coach **2** Team

Coach **3** Team

1. \_\_\_\_\_

1. \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

2. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

3. \_\_\_\_\_

3. \_\_\_\_\_

**\$100 FOR THEM \$100 FOR YOU**

**\$100 FOR THEM \$100 FOR YOU**

**\$100 FOR THEM \$100 FOR YOU**

4. \_\_\_\_\_

4. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

5. \_\_\_\_\_

5. \_\_\_\_\_

6. \_\_\_\_\_

6. \_\_\_\_\_

6. \_\_\_\_\_

**\$100 FOR THEM \$100 FOR YOU**

**\$100 FOR THEM \$100 FOR YOU**

**\$100 FOR THEM \$100 FOR YOU**

7. \_\_\_\_\_

7. \_\_\_\_\_

7. \_\_\_\_\_

8. \_\_\_\_\_

8. \_\_\_\_\_

8. \_\_\_\_\_

9. \_\_\_\_\_

9. \_\_\_\_\_

9. \_\_\_\_\_

**\$100 FOR THEM \$100 FOR YOU**

**\$100 FOR THEM \$100 FOR YOU**

**\$100 FOR THEM \$100 FOR YOU**

## **DO I NEED A CERTAIN COMBINATION OF TEAM MEMBERS, LIKE 6 PCS AND 3 COACHES?**

No. Any combination of Preferred Customers or Coaches qualifies. We want to support you in thinking in terms of building a team as part of your long-term success.

## **DO RETAIL CUSTOMERS COUNT FOR FAST TRACK?**

No. Retail Customers do not count. Preferred Customer and Coaches only.

## **I HAD A FORMER RETAIL CUSTOMER; CAN I CONVERT THEM TO A PREFERRED CUSTOMER?**

Yes, former Retail Customers can become Preferred Customers.

## **I HAVE A PREFERRED CUSTOMER WHO WISHES TO BECOME A COACH, WILL THEY COUNT?**

No. Since the customer is currently a Preferred Customer, they will not count.

## **DOES MY NEW PREFERRED CUSTOMER NEED TO BE ON A RECURRING ORDER?**

No, they do not need to be on a recurring order. They can cancel and pay the \$19.95 cancellation fee during the first month.

## **MONTH 2 AND MONTH 3 STATES I NEED 6 AND 9, BUT ONLY 3 ENROLLED, CAN YOU EXPLAIN?**

Each month you can earn \$100 bonus for each 3 in any combination of Preferred Customers and Coaches. Each month the incentive mentions 3, 6, and 9 to give the example of how you can earn \$100 for each 3 PC or Coach enrolled.

## **WHAT DO COACHES AND PREFERRED CUSTOMERS NEED TO PURCHASE TO QUALIFY?**

Preferred Customer enrollments must be a Gold Level Member (an order of \$200 or more). Coaches must enroll with the purchase of a Coach Business Pack of Activation, Deluxe or Premium to be considered active.

## **IF I ENROLL 3 IN MY FIRST MONTH, AND ENROLL 3 IN MY SECOND MONTH BUT MY FIRST THREE DID NOT PLACE ORDERS, WILL I STILL EARN \$100 IN MONTH 2?**

No, by month 2 you will need to have sponsored an additional 3 Coaches or Preferred Customers minimum.

## **WHAT IF I ENROLLED IN THE MIDDLE OF THE MONTH? WHAT IS CONSIDERED A FULL MONTH?**

You will have the following full month to qualify. For example, let's say you enrolled on February 10th. You would have till March 31st to enroll your first 3 team members. March is your 1st full month, April is your 2nd full month, and May is your 3rd full month. A full month would be considered enrolling on the 1st of the month.

## **WHAT HAPPENS IF I ACHIEVE 6 TOTAL TEAM MEMBERS THAT MEET THE CRITERIA BY THE END OF MARCH, MY FIRST FULL MONTH, WOULD I EARN \$200?**

Yes, if you accomplished your 6 by the end of March, you would earn  $\$100 \times 2 = \$200$ .

## **WHAT HAPPENS IF I MISSED MY FIRST FULL MONTH, BUT HAD 6 IN MY 2ND MONTH, WOULD I EARN \$200?**

No, since the first month sets a goal of 3 in your first full month, once you pass that month, you can no longer earn the \$100 of the first month. You will though earn \$100 for your second month.

## **WHAT HAPPENS IF MY PREFERRED CUSTOMER IS NOT HAPPY AND RETURNS THE PRODUCT?**

The company reserves the right to claw back any bonuses paid. Decisions will be based on a case by case basis.

## **WHEN IS THE BONUS PAID?**

The bonus will be paid every two weeks commencing on Friday, February 14th, 2020.

## **CAN I CHECK MY PROGRESS?**

Initially, we will provide a tracking sheet for you to follow your progress. You can confirm customer IDs and names in your back office.

## **WHAT IF I ENROLL A COACH WHO ACHIEVES 1ST MONTH GOAL, AND I AM A SENIOR COACH? WILL I EARN THE ENROLLER BONUS?**

No. National Coach or higher, anytime you enroll a new Coach who earns \$100, you will also earn \$100.

## **WHAT IF I AM NEW AND ACCOMPLISH STEP 1, AND ONE OF MY COACHES ALSO ACHIEVES STEP 1. SINCE I WAS NOT A NATIONAL COACH IN THE PREVIOUS MONTH WILL I EARN THE \$100 ENROLLER FAST TRACK BONUS?**

Yes, since you were new in that month and had no history, you will earn the \$100 Fast track bonus as the enroller. For your month of enrollment, we will not require you to also have been National Coach in previous months, but for future months you will need to be a National Coach to keep earning the Enroller Bonus.

## **WHAT HAPPENS IF ONE OF MY COACHES DOWNGRADES TO CUSTOMER, THEN UPGRADES TO PC?**

They will not count as one of your 3. Our goal is to help you build your team with new Preferred Customers or Coaches.

## **YOU MENTIONED NEW TITLES, WHAT CHANGES HAVE OCCURRED?**

We have adjusted the qualification for National Coach and Supervisor titles. National Coach is now 1 Active Line, 1,000 TV and 600 TV max per line. Supervisor is 3 Active Lines, 2,000 TV and 1,200 TV max per line. We have decided to set these title qualifications within reach of a new Coach who is building their team of 3, 6, and 9. We have also enhanced the Advancement Bonuses, \$50 for a National Coach who achieves the title within 3 months, and a \$100 for a Supervisor who achieves the title within 3 months.