

## Two Ways to Make Money with Jewels by Park Lane

- Commissions 30%-50% of Net Sales
- Overrides 3%-15% of Net Sales

### Adding To Your Income

You can add to your monthly income by selling jewelry from Park Lane. Our Fashion Directors earn up to 50% of their net sales, depending on their level. New Fashion Directors earn 30% while Senior Division Managers and Sales Vice-Presidents earn up to 50% of their net sales. Net sales do not include the customer discounted items (\$12 purchases).

### Multiplying your Income

Earning Overrides on your team provides additional monthly income. As you teach your team the importance of recruiting, you can multiply your monthly income. Overrides also provide a long-term provision for your financial success. Our Fashion Directors can earn up to 15% of the net sales of their team members. There is no limit to the depth of you team overrides. And once again, Park Lane pays on net sales. Some direct sales companies pay overrides on their team members' (downline) earnings and not sales.

### Bonuses

Park Lane provides weekly, monthly, and annual bonuses based on your individual sales and recruiting as well as your group's sales and recruiting.

### Division Manager

Park Lane offers 7 Fashion Director positions. For the purpose of this paper, I will focus on the 5<sup>th</sup> level which is called "Division Manager". A Division Manager earns 45% commission on their personal sales and 3%-15% overrides. There is also a monthly recruiting \$500 bonus and a monthly sales \$500 bonus available for Division Managers. Although the title might seem intimidating, this is very doable in your first year with Park Lane. Promoting to Division Manager is as easy as 1-2-3.

- 1) To promote from Fashion Director to Branch Director, you need to sponsor 1 recruit (who goes on to qualify over the next 5 weeks) in the same month that you submit 4 shows.
- 2) To promote from Branch Director to Area Manager, you need to submit 10 shows and 5 qualified personal or group recruits over a two month period.
- 3) To promote from Area Manager to Division Manager, generate \$20,000 personal/group volume within 2 months and develop 4 Branch Directors

Let's look at an example for the potential income of Diva the Division Manager:

Diva averages 1 show per week with a net sales average of \$500 per show.	\$900 Earnings from PV	\$500 * 45% = \$225 per week
Diva has 12 members on her team. Each member averages the same \$500 per show and conducts on average 4 shows per month.	\$720 Overrides at 3%	Worst case scenario with 3% override. (\$1,440 at 6%)
Diva's Group sales would be \$26,000 (including her personal volume of \$2,000)	\$500 Monthly Sales Bonus	Minimum \$15,000 in GV required for bonus
Diva's Group added 10 qualified recruits for this month	\$360 StarFleet Bonus \$500 Monthly Recruiting Bonus	7=\$240 for Starfleet, 9=\$360 for Starfleet, 11=\$480 for Starfleet
<b>Monthly Income:</b>	<b>\$2,980</b>	Based on a team of 12 directors each submitting 4 shows per month averaging \$500 per show