

I Believe I Can Step Up to Star Manager

To Achieve Star Manager Title — In a Tupperware sales month:

- Hold personal parties each week
 - 1 or more standard personal parties (*\$500 or more in personal sales*)
- Teach your unit to hold personal parties each week
 - 10 or more standard unit parties (*\$5,000 or more in unit retail sales 3 levels deep*)
- 6 or more active* personally recruited level 1 unit members.
- Your title is effective the month after you qualify.

To Maintain and Be Paid as a Star Manager Title — In a Tupperware sales month:

- 1 or more standard personal parties (*\$500 or more in personal sales*)
- 10 or more standard unit parties (*\$5,000 or more in unit retail sales 3 levels deep*)
- 6 or more active level 1 unit members. These level 1 unit members do not need to be personally recruited, they may be those who have moved up through compression.

Note: Star Managers are allowed 3 qualification “misses” in a calendar year. On the 4th miss in a calendar year, you are repositioned to the level you achieved during the sales month of the 4th miss.



Earnings — Commissions

- 25% on personal retail sales.

Earnings — Personal Sales Volume Bonus (PSVB)

PSVB is: 5% for personal sales of \$1,500 – \$3,999
 10% for personal sales of \$4,000 & up

example: 3 standard parties (*\$1,500 in personal sales*) = 5% bonus
 $\$1,500 \times .05 = \75

example: 8 standard parties (*\$4,000 in personal sales*) = 10% bonus
 $\$4,000 \times .10 = \400

Earnings — First Time Step Up Bonus

Sales Force Members earn a one-time \$150 bonus the first time they step up to Star Manager.

Earnings — Profit Plus Bonus

- 3% on commissionable volume 3 levels deep. Commissionable volume is 75% of the unit’s total retail sales.
- For example: unit retail sales = \$5,000 x .75 = \$3,750 (CV)
 $\$3,750 \times .03 = \112.50 Profit Plus Bonus

Earnings — Vanguard Bonus on Retail Sales 3 Levels Deep

- Vanguard bonus amounts are awarded as follows in this chart.

V ⁴	For each additional + \$2,000 add \$25	
	\$16,000	\$210

V ³	\$14,000	\$185
	\$12,000	\$160
	\$10,500	\$140

V ²	\$9,000	\$120
	\$7,500	\$105
	\$6,000	\$90
	\$5,000	\$80

V ¹	\$4,000	\$70
	\$3,000	\$60
	\$2,500	\$50

NOTES: The Tupperware sales month runs from the first Saturday after the month-end close, through the last Friday of the calendar month.
 To be considered “active”, a Sales Force Member must have \$250 or more in sales during a rolling four-month period.

Potential Star Manager Earnings

Personally Hold Parties and Build a Unit that Holds Parties

You holding ONE standard party/week

$\$500 \times 4 \text{ weeks} = \$2,000 \times .25 = \$500$ = \$500 Personal Profit
 Personal Sales Volume Bonus = \$100 PSVB

10 standard unit parties a month

$10 \times \$500 = \$5,000$ (unit Sales) + $\$2,000$ (personal sales) = $\$7,000$

$\$7,000 \times .75 = \$5,250 \times .03 = \$157.50$ = \$157.50 Profit Plus

$\$7,000$ unit retail sales (V2 bonus) (based on retail sales 3 levels deep) = \$90 Vanguard Bonus

Totals = \$847.50 Potential Earnings

You holding TWO standard parties/week

$\$500 \times 2 = \$1,000 \times 4 \text{ weeks} = \$4,000 \times .25 = \$1,000$ = \$1,000 Personal Profit

$\$4,000 \times .10 = \400 Personal Sales Volume Bonus* = \$400 PSVB

10 standard unit parties a month

$10 \times \$500 = \$5,000$ (unit Sales) + $\$4,000$ (personal sales) = $\$9,000$

$\$9,000 \times .75 = \$6,750 \times .03 = \$202.50$ = \$202.50 Profit Plus

$\$9,000$ unit retail sales (V2 bonus) (based on retail sales 3 levels deep) = \$120 Vanguard Bonus

Totals = \$1,722.50 Potential Earnings

Unit Structure



YOU

In this structure, you can also have Managers at any one of these levels.



Level 1



Level 2



Level 3

To become a Star Manager, you need 6 or more active, personally recruited level 1 unit members.

If someone below you fully leaves the business (inactive closed) anyone they recruited will move up a level. This is referred to as compression.