

How Many People Would I Need in My Organization to Make Over \$10,000?

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Will the stock market rise tomorrow? Who will win the Kentucky Derby? If one knew the answers to these questions then he or she would be rich. How much one might earn in a direct selling compensation plan is the result of many moving parts and to make any sort of prediction: the compensation plan itself, percentages paid on product, profit margins of product, personal sales, down line sales, etc. are all contributing factors that are endless. Two important resources are available to consultants: (1) leading companies post average earnings disclosure charts which indicate average earnings for distributors at various levels and stages of their direct selling program; (2) many companies provide online

earnings calculators which allow a consultant to plug in their own assumptions on their personal and group sales and activity, which are then used to calculate the payout based on their expected sales performance.

Estimating your earned commissions is just that, an estimate. Some of the larger companies will provide you with tools and charts in which you can use to make an educated guess on your potential earnings. Consultants who are looking to achieve a financial goal should look closely at the numbers to determine what they must do to achieve their goals.

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On any given day you can catch [Jeffrey Babener](#) lecturing on Network Marketing at the University of Texas or the University of Illinois, addressing thousands of distributors in Los Angeles, Bangkok, Tokyo and Russia, or writing a new book on Network Marketing, an article for Entrepreneur Magazine or a chapter for a University textbook. Over two decades he has served as marketing and legal advisor to some of the world's largest direct selling companies, the likes of Avon, Nikken, Melaleuca, Discovery Toys, NuSkin, and he has provided counsel to the most successful telecom network marketing companies...Excel, ACN, World Connect, ITI, AOL Select and Network 2000. An active spokesperson for the industry, he has assisted in new legislation and served on the Lawyer's Council, Government Relations Committee and

Internet Task Force of the Direct Selling Association (DSA) as well as serving as General Counsel for the Multilevel Marketing International Association. He is an MLM attorney supplier member of the DSA and has served as legal counsel and MLM consultant on MLM law issues for many DSA companies.

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