



Usborne Books and More Commission Program

You earn **15-30%** commission, depending on the type of sale, plus sales bonus & recruiting bonus, then as a Supervisor, an additional override on group sales. The company covers the cost of free books to the hostesses and organizations.

Type of sale	Commission Earned
Home Shows	25% with minimum sales of \$85, plus free books for host
Direct Sales	30% with minimum sales of \$85
	15% of sales \$25-\$84.99
Web Sales & eShows*	25% for \$85+ orders, and 25% for eShow orders of any size - free books for customer or e-show hostess
	15% for \$0-\$84.99
Book Fairs & Reach for the Stars	20% of retail sales ordered \$200-\$499, plus 25% free books to school or organization
	17% of sales \$500 and up, plus 50% free books to school or organization
Literacy for a Lifetime	17%, plus 50% free books to school or organization with matching grant program
eFairs*	17%, plus free books to school or organization
School & Library Sales Educational Consultant certification required**	25% with minimum sales of \$25
	17% with 20% discount to school or library OR 20%, with free shipping to school or library - Min. required
Fundraiser – Cards for a Cause	9.4% of amount collected

*Your ecommerce website is included in your kit for the first 6 months, then is \$50 per year, if you choose to keep it. The orders are sent by UPS to the customers directly from the Home Office the next business day. Your commission is mailed to you (direct deposit available) for all your web sales & bonuses by the middle of the following month.

** Educational Consultant certification is required to call on schools K-12 and public libraries. To get your certification, simply purchase the \$27 EC kit, become familiar with the materials about taking purchase orders, policies & listing procedures, cataloging products, etc., take self-test, fill out & return the Code of Ethics form to the Home Office.











PERSONAL SALES BONUS

You are eligible for a monthly Personal Sales Bonus on Home Shows, Direct Sales, Web Sales, and School & Library sales

Earn 5% when these sales are over \$750 net that month

RECRUITING BONUS

You get 4% Recruiting Bonus on all sales of your personal recruits in each month your personal sales are at least \$350 net, as a Consultant while you are building your team. When you promote to Supervisor, you will get even MORE!

It starts with YOU!			
Sponsor 3 people			
and they each sponsor 3 people			
and they each sponsor 3 people			

It starts with YOU!

Sponsor 3 people and help them each get 3

and help those each get 3 = Successful Network Marketing!!!

You see the pattern. Multiplication is amazing!

We do well by helping others do well.

This can add income nicely as you are building your team and working toward promoting to Supervisor. **At that point, the % increase jumps and grows as your team grows.**

PROMOTE TO SUPERVISOR

To promote to Supervisor you need: (details in Consultant Guide)

- 3 Success Bound Recruits (\$750 net during their first 12 weeks)
- 3 Active Recruits (\$350 net during the 3 months prior to promotion)
- 2 consecutive months with \$2000 net in group sales, of which at least \$750 net is your personal sales

Earn an extra 5.5-11% override on the sales of your Central Group, which includes your own sales. 3.5-7% on your first level promoted, 2.5-5% on your second level, and .5-1 on your third.