

AMERIPLAN® Today

Vol. 2 Issue 2

September 2016



Jump Starters at the Summer Blast



**AMERIPLAN
JUMP START**
Success System To SuperStar



Millionaires



2016											
January	February	March	April	May	June	July	August	September	October	November	December
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Message from the Editor

I hope that you enjoyed the first Issue of AMERIPLAN TODAY, which was released last month. Be sure and share it with your Team and your prospective Benefit Consultants. We believe that it is not only a great way to get information on what is going on at AmeriPlan, but it is also a wonderful tool to share with prospective new Benefit Consultants. In it we are not only presenting valuable information and training, but we are showing, by example, the kind of success and financial security AmeriPlan Benefit Consultants can expect to achieve if they are

willing to work for it.

After almost twenty-five years at it, we believe that we know what works and what doesn't work for us as a Company and for you, our business partners. We have no doubt that our residual income model is second to none, and those that work at it over time will build a very significant lifetime monthly check. The challenge has usually been staying in the game while building the residual element. Even though it is early in the program, the evidence seems very clear that the new **Jump Start Bonus Program** is the answer.

In less than two month, over \$150,000 in bonus money has been paid out to those Benefit Consultants that got the vision, and that is just the beginning. With activity comes results, and with results comes reward. The **Jump Start Bonus Program** is driving pin level promotions, front-end bonuses and back-end residual income, and ultimately financial freedom.

AMERIPLAN TODAY is your newsletter and we want it to reflect what you are looking for in your newsletter. If you have any requests, suggestions or comments, please let me know at barryf@ameriplanusa.com. If you have any testimonials or human interest stories related to your AmeriPlan business, we would like to know about them. Whether stories from members or Benefit Consultants, we will share them.

Now that you have the picture, the tools are in your hands, it is time to do what you have to do to duplicate yourself...over and over again. It appears that we have finally put all of the pieces in place and we are all on a roll.



From the Desk of:
Dennis Bloom – Chief Executive Officer

WOW!!! What a month August was! The **Jump Start Bonus Program** was officially off and running and thanks to so many of you, it has been a roaring success.

The **Jump Start Program** has launched with hundreds of **Jump Starters**, both new and current Benefit Consultants. It was very rewarding to see how many of our stalwarts saw the vision and stepped up to become Jump Starters. Not only did we attract so many **Jump Start** participants, but in a very short period of time, we have seen many of them become Team Building Bonus Qualified and even SuperStars.

In this first two months of operation, we have paid out to **Jump Start** Benefit Consultants over \$150,000 in **Jump Start Bonuses** and Team Building Bonuses, in addition to the *Fast Track* and SuperStar Bonuses. We also do not want to forget that this new activity also helped a number of Centennial Club qualifiers to earn their \$2,500 bonus. I just can't remember a month in which we have paid so many people so much in bonus money...and we loved doing it.

Now that we are off to such a great start, let's make a pledge to keep it going. It would be a shame not to make the most of this incredible momentum. It is time to step up and show what you are made of and to see how well you can duplicate yourself and bring others along with you. All of our new **Jump Start** Benefit Consultants have a great opportunity to change their lives and right now they are counting on you to show them the way. We know that you can do it and we are here and committed to your success and their success.

Please let us know what we can do to help you to achieve your goals.





From the Desk of:
Daniel Bloom – Chief Operating Officer

Congratulations to all of our new **Jump Start** Benefit Consultants!

With the launch of the **Jump Start Bonus Program**, August has been one exciting and busy month. In my capacity as President and Chief Operating Officer, I am the one responsible for getting everyone paid. I can't tell you how much I personally enjoyed paying out **Jump Start Bonuses**, Team Building Bonuses, SuperStar Bonuses, Fast Track Bonuses and Centennial Club Bonuses, in addition to our normal commissions and residuals. Yes, indeed...it has been quite a month.

With that said, I would like September to be an even bigger month than August was with money being paid to our **Jump Start** Benefit Consultants. Nothing would please me more than running out of ink while signing all of those checks. But don't worry, we have stocked up with plenty of pens to take care of that possibility.

It was great to see the mix of old-timers and new names on those checks and to realize what a difference the **Jump Start** Program is already making for so many people. It is also exciting to realize that in addition to these great bonuses, we are also building better lifetime residual income for those Benefit Consultants that are working the system.

We are quickly coming up on our 25th Anniversary, and I must say that I personally cannot remember a time in the past 24 ½ years that I have felt more excitement from the field and here at Corporate. Thanks for all that you do!





So much positive has been happening here at AmeriPlan with the introduction of the new **Jump Start Bonus Program**. It has been very gratifying to see the resurgence of activity from so many of our seasoned Benefits Consultants and the amazing activity from a whole universe of fresh new faces.

Your adoption and acceptance of the **Jump Start Bonus Program** has confirmed that AmeriPlan not only has the best residual income earning opportunity in the industry, as it has for the past twenty-four plus years, but now offer our Benefit Consultants an incredible opportunity to earn serious up-front money while building their businesses. We are now seeing earnings of \$1,000, \$2,000, \$3,000 and more in a **Jump Start** Benefit Consultants' first 30 to 45 days. .OMG.

In the first six weeks of the **Jump Start Bonus Program**, we have proudly paid our **Jump Start Bonus Program** Consultants more than \$150,000 in Jump Start Bonuses, and that was in addition to commissions and residual income. Those **Jump Start Bonus** check were as high as \$6,000. And this is just the beginning. Do not miss your chance to get in on the action and make sure that you share the **Jump Start** message with every one of your prospects.

We would like to recognize our new **Jump Start** achievers:
initial **Jump Start** Building Bonus Qualifiers:

Janie and Michael Jones
Kristie DeGraw
Cathy Caneiro
Kelly O'Donnell
Lionel Burks

Jerome Scott
Kimberley Blessing
Lorene Brown – Watkins
Martin Corza
LeeAnn Kinsey



Now, as you know...if you become Team Building Bonus Qualified and bring on five **Jump Start** Benefit Consultants in your first thirty days, you will qualify as a SuperStar. Becoming a SuperStar not only puts you in a very select group, but also earns you a \$500 SuperStar Bonus...or if you did it during the August promotion...a \$1,000 SuperStar Bonus...

Here are our August AmeriPlan **Jump Start SuperStars...**

**Lionel Burks
Martin Corza
Janie & Michael Jones
Kelly O'Donnell
Shirley Brown
Kristie DeGraw
Cathy Caneiro
Kimberley Blessing
Susan Laugen
Mary Schmidt
Shawna-Kay Walker
Fatima Epton
Martha Gangwer
Jeannie Millsap
Zyykirrah Casado
Josephine Fuentes
Michelle Shipp
Zita Wirsche
Demetrius Brown**

**Kerry Bien-Aime
LeAnn Kinsey
Charles Davis
Ella Gordon
Debera Forte-Scott
Victoria Garcia
Roger Campbell
Michael Jenkins
Kathy Pledger
Christabell Sistrunk
Lorene Brown-Watkins
Laurie Krawczyk
Shaneeke Beal
Porsche Brice
Rosalind Perkins
Yolanda Saddler
Shatieya Shelton
Karl Ryans**

***Congratulations to all of you who have stepped up and become
Qualified and Bonus Earners!***



Centennial Club – *additional way to qualify..*

Many of you are already members of the AmeriPlan Centennial Club or are working toward qualifying in the near future. If you are working on it, you may very well be participating in the Dynamos and Diamonds Challenge and have either Dennis or Daniel Bloom as your team captain. If you are not familiar with the Centennial Club it is about time that you got plugged in and found out how you could win a \$2,500 Centennial Club Bonus.

It is really very simple...every AmeriPlan Dental Plus program that you sell earns you ten points. Each Med Plus and Deluxe each also earn you ten points, and a Jump Start Pack sale earns you twenty-five points. In order to qualify for the Centennial Club and to be placed on Dennis' Dynamos or Daniels' Diamonds, you just have to generate 100 Centennial Points in a month. To earn the \$2,500 Bonus, you merely have to do that twelve months in a row. That is, 100 points per month for 12 consecutive months and you earn \$2,500.

Give it a try and join those who are enjoying the fruits of their labors.

Please note that the 25 points for Jump Start Packs has become effective recently...see notice below:

In an effort to create even greater opportunity to earn the Centennial Club Bonus, as of September 1, 2016, we are adding an additional way for you to earn this bonus. Now, in addition to your 10 points per plan (Dental Plus, Med Plus and Deluxe), you will earn 25 points for each new Jump Start Pack that you sell. You are now earning 10 points per individual plan sold and 25 points for every Jump Start Pack.



Millionaires



What does it mean to you to be a millionaire? Is it to have a net worth of \$1 million or more or is it to have earned \$1 million or more? However, you define it, it is pretty impressive and quite an accomplishment. No need to say that being a millionaire could and will change your life and that of your loved ones.

How many of us ever get a chance to become a millionaire? If we don't win it or marry it, who knows? If we are not a super star athlete or entertainer, the prospect of being a millionaire may be nothing more than a dream, well beyond our reach...unless...

You have discovered AmeriPlan. You don't need a college education, You don't need to invest hundreds of thousands of dollars in a business, You don't need to invent a new product or develop a new software to make it. With a very modest investment of money and a considerable investment in your desire to succeed, you can build a \$ million business with AmeriPlan.

If you have any doubt whether it can be done, we would like to recognize those AmeriPlan Benefit Consultants that have earned \$1 million of more during their career with AmeriPlan. This is real money that they have earned and does not count the future residual income that they will receive as a result of their prior efforts.

These proud AmeriPlan Millionaires are:

*Roger Campbell
Janie and Michael Jones
Jerome Scott
Joe and Carol Garvey
Lorene Brown-Watkins
Martin Corza
Pat Hall*

*Fatima Epton
Ken Hickman
Lynn Deer
Jim Vollrath
James Beach
Brian Wright
Kelly O'Donnell*

*Lionel Burks
Ed Wooten
Sallie Streck
Tana Nicholson
Frank Carson
Lowell Anderson*

We have room on this list for you and there is nothing in your way but your own commitment and desire. Make it happen!



Pin Level Promotions

You can promote yourself!

One of the great advantages of being in business for yourself is that your growth and level of achievement is not controlled or limited by others. You can grow as far and fast as you determine by the depth of your commitment and the speed of your activity.

As an AmeriPlan Benefit Consultant, you are the master of your fate and you can be whatever you choose to be. As a means of measuring your accomplishments, in addition to the money that you make, AmeriPlan has established a structure that recognizes your effort and achievement and rewards you for your hard work. This structure is your Pin Level. As you move up the pin level ladder, you are being recognized for this accomplishment and as you take on the role and responsibility of team management, you are monetarily rewarded.

Just as a refresher for you, here is the pin level structure and the requirements:

Pin Levels

• Sales Director Pin Levels:

Beginning September 1, 2015 to promote to Regional Sales Director a Benefit Consultant (BC) must personally enroll 10 new members or 10 new Qualified Benefit Consultant (BC)s or any combination of members and qualified Benefit Consultant (BC)s. Please note no points are awarded for a Benefit Consultant (BC) Annual Enrollment Fee.

Senior Regional Sales Director (SRSD) - to attain SRSD you must be an Active Qualified RSD and must have at least three (3) Qualified first level Active, RSDs.

Executive Sales Director (ESD) - to attain ESD you must be an Active Qualified SRSD and must have at least six (6) Qualified first level Active, RSD.

Senior Executive Sales Director (SESD) - to attain SESD you must be an Active Qualified ESD and must have at least nine (9) Qualified first level Active, RSDs.

National Sales Director (NSD) - to attain NSD you must be an Active Qualified SESD and must have at least twelve (12) Qualified first level Active, RSDs.

• Vice President Pin Levels:

To qualify to start on the "Journey to NVP" you must be an Active National Sales Director and a member of the President's \$50,000 Club.

Regional Vice President: Personally be a President's \$50,000 Club member and have two (2) President's 25k club or higher members in your first four levels. One (1) of the two must be on your first level.

Senior Regional Vice President: Personally be a President's \$50,000 Club member and have four (4) President's 25k club or higher members in your first four levels. One (1) of the four must be on your first level.



Executive Vice President: Personally be a President's \$50,000 Club member and have six (6) President's 25k club or higher members in your first four levels. Two (2) of the six must be on your first level.

Senior Executive Vice President: Personally be a President's \$50,000 Club member and have eight (8) President's 25k club or higher members in your first four levels. Two (2) of the eight must be on your first level.

National Vice President: Personally be a President's \$50,000 Club member with \$10,000 in Personal MR and have:

- Four (4) National Sales Directors on your first level,
- Three (3) National Sales Directors on your second level,
- Two (2) National Sales Directors on your third level and
- One (1) National Sales Director on your fourth level.

New National Vice Presidents earn a 1% override on the 5th generation and below Sales Group Monthly Revenue. The 1% override pays downline to the 3rd generation of NVPs.

Team Residual (Builders Bonus)

Regional Sales Director – 5% Commission on business of your first frontline RSD promoted – when your second frontline RSD is promoted you will earn 10% Commission on your first and second RSDs

Senior Regional Sales Director - 15% Commission on 1st level Sales Group Monthly Revenue.

Executive Sales Director - 10% Commission on 2nd level Sales Group Monthly Revenue.

Senior Executive Sales Director - 5% Commission on 3rd level Sales Group Monthly Revenue.

National Sales Director - 3% Commission on 4th level Sales Group Monthly Revenue.

National Vice President - 1% Commission on 5th level and below (infinity) Sales Group Monthly Revenue. The 1% Commission is paid downline to the third generation of NVPs.*

* Beginning with the third generation NVPs and below, the 1% override is not paid.

Builders Bonus are paid on the 18th of each month. However, in the event the 18th falls on a Saturday, Sunday, or holiday, Builders Bonus are paid on the following business day.

FAST TRACK PROGRAM

Beginning September 1, 2015

When the new Benefit Consultant (BC) has to their credit one hundred (100) RSD points, by enrolling 10 members or 10 qualified Benefit Consultant (BC)s, within thirty (30) days or less from the Benefit Consultant (BC)'s active date they are a Fast Track RSD. As a Fast Track RSD they will be prequalified for a Fast Track Bonus of **\$300**.

Checks will be issued and mailed following verification and audit. The audit process may take up to 30 days to complete. All

Bonus' are subject to chargeback, including but not limited to, fraud, cancellations, return drafts and/or refunds.



Floss Boss

Take charge of your dental health

If it's true that doing the right thing is always the hardest, perhaps it's no surprise that patients often lie to their dentists about their oral health habits. A recent study by the American Academy of Periodontology revealed that over 27 percent of people lie regarding how frequently they floss. We know that flossing and maintaining overall gum health wards off inflamed gums, infection, and periodontal disease. So why is it so hard to do the right thing? Developing good habits when it comes to dental care, it turns out, is more difficult than we care to admit to ourselves, let alone to our dentists.

This month, why not challenge yourself and your family to 30 days of proper care of teeth and gums? Experts say that it can take anywhere from three weeks to two months to begin a new habit. Committing a month to overall oral health means beginning with a plan. What are the best practices when it comes to dental care? If you want the best smile possible, you've got to start with the mundane task of treating your mouth with the best overall care you can, before you see your dentist. Here's how.

Brush, Floss, Rinse, and Go!

According to the American Dental Association, brushing your teeth twice a day with a soft-bristled brush using an ADA-approved toothpaste is the best place to start. Brush all the surfaces of your teeth while holding the brush at a 45-degree angle. It's also a good idea to brush your tongue to keep your breath fresh. Most dentists agree that frequent brushing is more important than whether you choose an expensive or electric toothbrush or a free one given away by your dentist at your last exam. Don't let the complexities of fancy brushes get in your way of doing what you need to do: simply brush twice a day!

Flossing once a day can be an equal challenge when we feel that we hardly have time to eat, brush, and run. In fact, flossing only takes a few minutes and can be performed before bed, when you are less hurried. Be sure that when you floss you are using 18 inches of floss held securely between your thumb and forefingers. Floss gently and curve into the gum lines, moving the floss away from your gums. Once you're finished, throw the used piece of floss away! Reusing a piece of dental floss isn't as effective and isn't worth your cost-saving attempts. After all, this is a small investment in your oral health with a very large payoff: healthy gums.

Mouthwash is a great addition to your morning and evening routine or after a particularly aromatic meal. For your first step, make sure you have a mouthwash that you like on hand! This may mean buying more than one brand in order to please your entire household. According to BreathMD, swish for 30-60 seconds, gargle, and then spit, either before or after brushing. Avoid a mouthwash with alcohol and instead choose one with an oxidizing chemical addition like hydrogen peroxide.

Homemade Peppermint Mouthwash

- 1 cup distilled water
- 1 tsp 3% hydrogen peroxide
- 1 Tbsp. raw honey (to emulsify the essential oil)
- 5 drops of peppermint essential oil
- » Combine essential oil with honey, mix thoroughly. Add to water and hydrogen peroxide, shake. Rinse and spit. Do not swallow!

You can even make your own mouthwash with simple household ingredients like baking soda, peppermint oil, or tea tree oil.

Measure Your Progress!

Now that you know the basics, how do you keep your family and yourself on track for a solid month of new habits when it comes to oral health care?

Using a whiteboard, set up a check-off chart for each step of oral health with a column for each member of your family and hang it in your bathroom. This way, each person can notate each time they brush, floss, and rinse. By measuring your progress, you can also instill some friendly competition between

family members. And be sure to set up a reward system! At the end of the month, have a gift card (not sweets!) for each family member who achieved their oral health goals. Having a plan, measuring it, and creating a reward system are great ways to develop good habits.

Set reminders on your phone or alarm clock to remind you to grab your toothbrush and dental floss. Set a special ring tone to help your brain adjust to your new habit. It will only take a few days for you to anticipate that ringtone to remind you to take care of your teeth! This is effective for children and adults, and is an easy way to stay on top of your oral health. ●



Be SMART

Specific—Set goals for maintaining oral health and use a timer as a reminder

Measurable—Each day, brush twice, floss once, rinse as needed

Reward—Give yourself something for your diligence! After all, you've earned it!

Trackable progress—Track your achievements with a chart. Make it fun!



Have you ever defined your WHY?

It seems that no matter who the expert is when defining what the critical elements of success are in almost anything, and particularly the network marketing industry, the first thing on their list is defining your “WHY”. That is...WHY...are you doing this? What is driving this decision to get out of your comfort zone and do something different?

Different is usually pretty scary for most of us, so the “WHY” must be pretty important and personal. Inasmuch as it is very personal, it is also something that you have to take personal responsibility for. It is very interesting that for most people their “WHY” is not something that is very difficult to accomplish and with a reasonable amount of effort and some encouragement, it could probably be fairly readily achieved. With that being said, we must then question why is then so difficult for most people to make their “WHY” happen?

It is all about change. Most of us are reluctant to change no matter how easy the change or how rewarding the outcome. We are comfortable with the known and fearful of the unknown. Step number one to achieving your why is being prepared to make the necessary changes. Step number two, is being able to clearly define what your “WHY” is. Step number three, is determining what you have to do to achieve this goal and step number four, is determining how hard you are willing to work to make it happen.

The size of the “WHY” is nowhere near as important as the level of commitment that you are willing to make to gain it. After almost twenty-five years of watching many people reach their goal and achieve their “WHY” with AmeriPlan we have discovered a few very interesting points. When asked what the financial objective was in joining AmeriPlan, we discovered that the average “WHY” was to earn an additional \$300 per month. This might have been for a new car, kids education, vacation or just helping with the monthly bills, but that amount was seen as a financial game changer.

Once getting involved in the business with the \$300 objective, a couple of things happened. Those who had the drive and felt their “WHY” seized the opportunity and within a short period of time, they were realizing their newfound \$300 per month. Those that didn’t and wouldn’t failed. It is also very interesting to have observed that those who were clear about what it would take to get to their \$300 per month, did not stop when they got there. They found that they could achieve even more if they put their mind and energy to it. The \$300 per month became \$500 per month, which became \$1,000 per month, which became \$5,000 per month and so it went. Once you realize what you are capable of achieving and understand what it takes, it is then just a matter of working a little harder and working a little smarter and there is no limit to what you can accomplish.

Over the past twenty-four plus years, AmeriPlan has proven to be the vehicle that could help people with the right attitude and the right “WHY” to reach beyond their wildest dreams of success and personal achievement.



Don't ignore your back office – *always something new!!!*

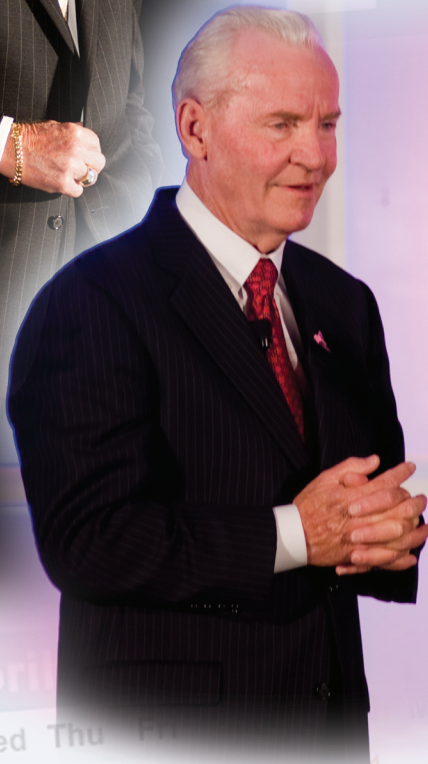
Your back office is the functional core of your AmeriPlan Business. It is your data center, your financial center and your marketing center. If you take the time to learn the resources that can help you grow and manage your business you will find that time is well spent.

It is particularly important that you utilize this resource with the Jump Start Program since there are many more details to track and more functions to get familiar with.

You can look up all of your Jump Starters, see who is Team Building Bonus qualified and now you can even see who is a SuperStar in your organization. As important, you can see who needs some of your attention to meet an upcoming objective, whether that be a pin level promotion, a SuperStar Bonus, a Team Building Bonus or any of many other touch-points to track.

Check it out!





Super Saturday Tour D&D

Time to put these dates on your calendar!!!

AmeriPlan Founders, Dennis and Daniel Bloom are bringing **Jump Start** TRAINING and a Business Opportunity Meeting to a city near you in the near future. We would like to see everyone that can, to attend and bring a guest with you to hear about this great opportunity from the people that made it all possible.

We are still finalizing the details as to time and location, but we will list the dates and cities so that you can block the dates. Watch the newsletter, the website and the blog for updates when available. In the meantime...here are the Dates and Cities...

October 8 – Detroit, Michigan

October 22 – Northern New Jersey/New York

November 5 – Atlanta, Georgia

November 19 – Anaheim, California

December 10 – Dallas/Fort Worth

January 14 – Austin, Texas

We hope to see as many of you there with a guest – we may have some surprises for you...



Network Marketing Tip - 2

You've heard the old saying, "you can lead a horse to water, but you can't make them drink!" Wouldn't it make more sense to find thirsty horses?

I recommend you practice your initial calling script by reading it out loud 10 times. Practice it until the words flow and become very natural. Your goal is to be able to communicate with a prospect without ever having to read your script.

Scripts are a very important tool that keep your message on target. Practice is important so you feel comfortable and the words flow easily and casually. Your message will appear relaxed and less forced. Another benefit to a well rehearsed script: once you learn the script you will be more at ease and won't fear the prospecting phone calls.

Learn your scripts, make your calls, and sort for thirsty horses.



October Superfest **BOO** nus Promotion

Starts **October 1, 2016** and ends **5:00 PM CST October 31, 2016**



JUMP START Bonus Program

**HELP YOUR FRONT LINE BENEFIT CONSULTANTS GET
TEAM BUILDING BONUS QUALIFIED!**

You can earn **\$100.00** (up to **\$300.00**) for each Front Line Benefit Consultant you help to become Team Building Bonus Qualified between October 1, 2016 and October 31, 2016...

For Example:



Now is the time to help build your team so they can help build their team... It's all about duplication and teaching your Benefit Consultants how to duplicate themselves and so on and so on!!!

Maximum payout is \$1000...

All new business used to qualify your Benefit Consultants must draft once, after the initial payment... All bonuses will be verified then mailed...

All contest rules apply