

## Grand Achiever Unit Maintenance Requirements Effective Jan. 1, 2008

### Summary

The quarterly net adjusted unit wholesale production has been reduced from \$24,000 to \$20,000. Below are the new Grand Achiever Career Car Unit Co-op Lease Payment and Grand Achiever Cash Compensation Unit Payment Schedules.

#### **Grand Achiever Career Car Unit Co-Op Lease Payment Schedule** (amounts subject to change)

Quarterly Net Adjusted Unit Wholesale Production	Monthly Lease Co-Op Payment
\$19,500 and over	-0-
\$16,500 to \$19,499	\$ 37.50
\$14,500 to \$16,499	\$ 75.00
\$12,500 to \$14,499	\$112.50
\$10,500 to \$12,499	\$187.50
\$8,000 to \$10,499	\$262.50
\$0 to \$7,999	\$375.00

#### **Grand Achiever Cash Compensation Unit Payment Schedule** (amounts subject to change)

Quarterly Net Adjusted Unit Wholesale Production	Monthly Cash Compensation
\$19,500 and over	\$375.00
\$16,500 to \$19,499	\$337.50
\$14,500 to \$16,499	\$300.00
\$12,500 to \$14,499	\$262.50
\$10,500 to \$12,499	\$187.50
\$8,000 to \$10,499	\$112.50
\$0 to \$7,999	-0-

#### **Grand Achiever Unit Maintenance Program Questions and Answers**

- Q. When do the new Grand Achiever unit maintenance requirements take effect?
- A. The new Grand Achiever unit maintenance requirements are effective Jan. 1, 2008. Lease co-op payments or cash compensation for January through March 2008 is determined by the new schedule based on net adjusted unit wholesale production for October through December 2007.
- Q. Who can take advantage of the new Grand Achiever unit maintenance requirements?
- A. All Independent Sales Directors who are qualified or qualifies for Grand Achiever status will be allowed to switch from the Grand Achiever team maintenance to Grand Achiever unit maintenance at the beginning of the calendar quarter. Lease co-op payments or Cash Compensation for Independent Sales Directors currently on Grand Achiever unit maintenance will be automatically switched to the new schedule.
- Q. Will the new unit maintenance program affect the reward options available to Independent Sales Directors who qualify for Grand Achiever status?
- A. No. Independent Sales Director Grand Achievers are eligible only for the Cash Compensation reward.
- Q. What must Independent Sales Directors do to switch from Grand Achiever team maintenance to Grand Achiever unit maintenance?
- A. Independent Sales Directors should call the Sales Director Contact Center at (800) 545-4347, option 8 and speak to a Career Car Specialist about switching to Grand Achiever unit maintenance. Career Car Specialists are available Monday through Friday, 8:30 a.m. to 5 p.m. Central time.

When an Independent Sales Director switches from Grand Achiever team maintenance to Grand Achiever unit maintenance, the switch is effective beginning with the next calendar quarter as unit maintenance is

based on calendar quarters. Please note, the performance account does not apply to the unit maintenance program.

Q: If an Independent Sales Director switches from team maintenance to unit maintenance, can she switch back to the team maintenance in the future?

A: No. Once an Independent Sales Director has switched to unit maintenance, she will not be allowed to switch back to team maintenance.

Q: Are there other changes to the Grand Achiever Program?

A: No. All on-target, qualification and requalification requirements remain the same.