

THINGS THAT ARE ENDING

STEP UP CHALLENGE

July 28-Aug 31

First Time Mgrs: \$500 PRS/\$3000 URS/3 PAR
Bracelet for first time step ups & entry in New Mgr Program.

Prior Mgrs: Step back into Leadership in August and achieve your team goal Sept-Nov and receive the rolling kit bag.

MANAGERS: all of the personal sales challenges plus...

Current Managers-achieve your paid as title in August-Sept-Oct to receive your rolling kit bag

July 28-Aug 31 \$500PRS/\$3000/3 active=2% bonus +Vanguard

July 28-Aug 31 \$500PRS/\$6000/6 active=3% bonus +Vanguard

July 28-Aug 31 \$500PRS/\$9000/9 active=4% bonus +Vanguard



July 28 - October 26, 2022

What: Manager Leadership Challenge

Who: Current Managers-Executive Managers who hold title effective August.

When: August-October 2022

How: Perform and get paid as your title or above for August, September, and October.

Award: Bring on the Party Rolling Demo Bag

Achievers will receive a congratulatory email with instructions on how to redeem their award.
New First Time Managers effective with August play in the New Manager Program and are not eligible to play in this program. However, you are eligible to play in monthly incentives.

	MONTHLY UNIT SALES	VANGUARD BONUS AMOUNT
V ⁴	FOR EACH ADDITIONAL \$2,000	\$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
V ¹	\$5,000	\$80
	\$4,000	\$70
	\$3,000	\$60



May 26-December 28, 2022

NEW MANAGER PROGRAM

Earn exclusive awards when you achieve unit goals and complete training tasks.

WHO: New Managers, including first time and those returning 1 year or more after being inactive.
WHEN: The 3-month program begins the first month in which your Manager title is effective.
HOW: Submit unit recruits and unit sales, plus complete your training tasks. Achieve all 3 months to earn the Power Up award!

MONTH 1	MONTH 2	MONTH 3	PLUS
- Add 1 or more unit recruit* - Submit \$3,000 in unit sales	- Add 1 or more unit recruit* - Submit \$3,500 in unit sales	- Add 1 or more unit recruit* - Submit \$4,000 in unit sales	Earn an Apple iPad 64 GB Power Up award when you achieve Months 1, 2 and 3



September 1, 2022 - November 30, 2022

What: Consultant Step Back Up to Leadership Challenge

Who: Consultants who previously held the title of Manager or above who step up to Manager or above in August, title effective September.

When: August (title effective September) through November 2022

How: Step up to Manager or above and perform and get paid as your title or above in the following 3 consecutive months (September, October, and November).

Award: Bring on the Party Rolling Demo Bag



Achievers will receive a congratulatory email with instructions on how to redeem their award.

DIRECTORS: all of the personal sales challenges plus...

July 28-Aug 31 \$500PRS/\$12.5k/\$18K/\$24K Pay levels

July 28-Aug 31 \$15,000 Car Qualification.

July 28-Aug 31 WOW goal

July 28-Aug 31 Catalog of Dreams

What's Your Drive Car Program

Revised June 2022

SALES LEVEL				
EXCLUSIVE DIRECTOR PROGRAM	\$10 MILLION + (\$25)	Annually	Mercedes-Benz GLS AWD	MB SL550 Convertible
			Cadillac Escalade Platinum ESV	
	\$5-\$9.99 MILLION (\$25)	Annually	Mercedes-Benz GLE SUV AWD	MB E-Class Convertible AWD
			GMC Yukon XL 454	
	\$2-\$4.99 MILLION (\$25)	Annually	Chevy Tahoe LT 454	Cadillac XT5 AWD
	\$1-\$1.99 MILLION (\$25)	Annually	Black Endure AWD	Cadillac XT4
	\$600,000-\$999,999 (\$25)	Annually	GMC Acadia AWD	Chrysler Pacifica
	\$300,000-\$499,999 (\$25)	Annually	Chevrolet Traverse AWD	Chevrolet Malibu 2LT
	\$15,000 Team Sales	Monthly	Nissan Rogue	
	\$12,500 Team Sales	Monthly	None	

Who can play*: Directors thru Organization Leaders

Qualification Period: March – December 2022

Redemption Period:** January – April 2023

Qualifications: Directors and Org Leaders will be assigned to one of the five tiers depending on their Org Sales during March-December 2021.



	Infiniti Org. Sales in 2021		Goal	Min. Growth	Award
Tier 0	\$ 0	\$ 349,999	30%***	\$ 100,000	\$ 3,000
Tier 1	\$ 350,000	\$ 499,999	30%	\$ 100,000	\$ 3,000
Tier 2	\$ 500,000	\$ 999,999	25%	\$ 125,000	\$ 4,000
Tier 3	\$ 1,000,000	\$ 1,999,999	20%	\$ 150,000	\$ 5,000
Tier 4	\$ 2,000,000	\$ 20,000,000	10%	\$ 250,000	\$ 6,000