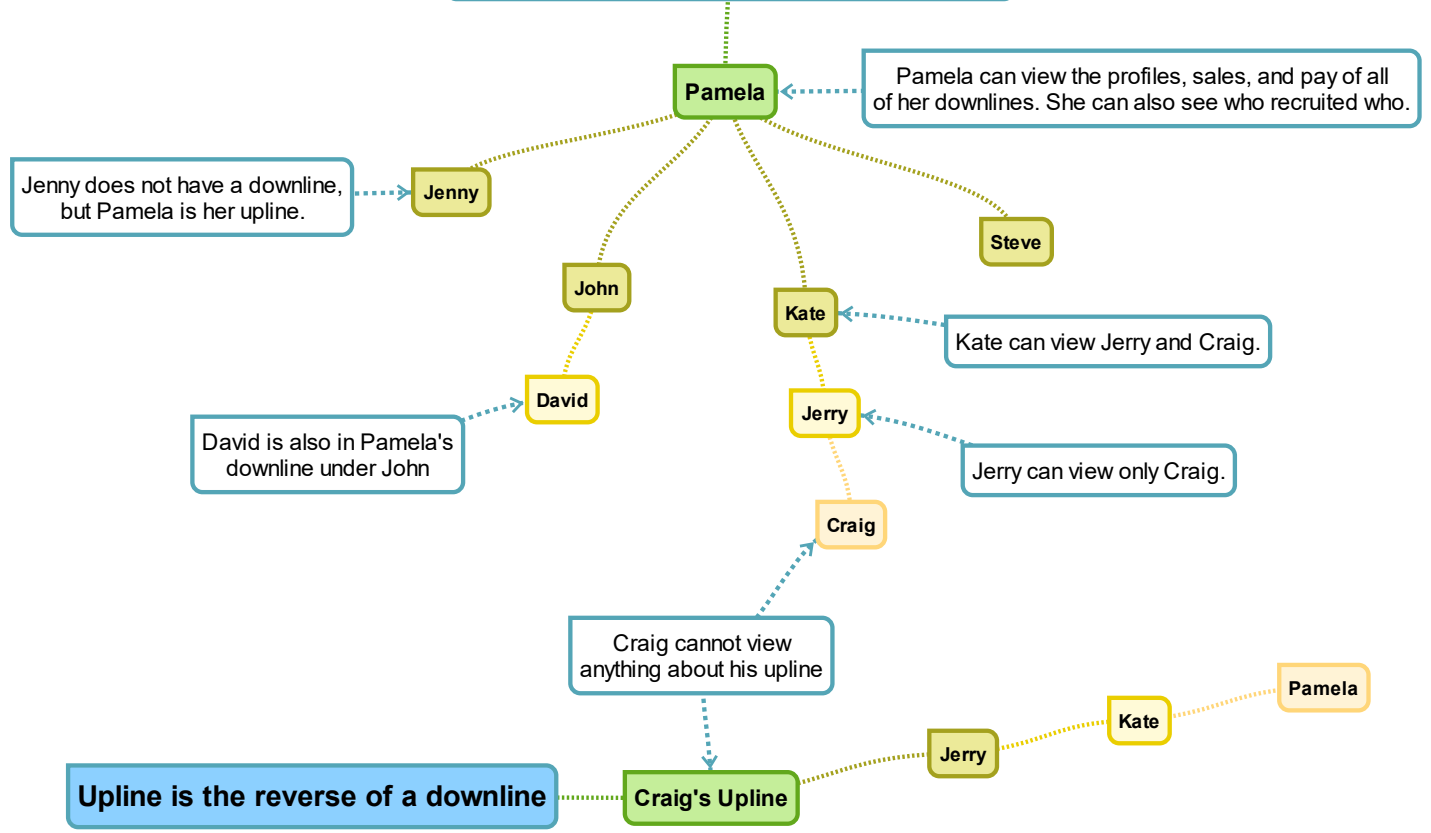


Downline
(refers to the whole line from top to bottom. Pamela has 4 downlines.)



Agents should be able to view and generate reports that show their downlines. They should be able to see sales, compensation %, and contact information.

Compensation Percentage

Each downline will add together to equal the percentage that Pamela receives from the company.

When Pamela makes a sale she gets 10% compensation

If John gets 7% of that percentage, any time he makes a sale, John gets 7% and Pamela gets a 3% override to equal the full 10%

If David gets 3% of John's 7%. When David makes a sale, David gets 3%, John gets a 4% override and Pamela gets a 3% override. The total is again 10%

This can go on as long as the whole line equals Pamela's 10% from the company.