

ACHIEVE

Leadership Program for Account Managers

Summary of Program: If you are an Account Manager and interested in advancing your contracting experience with us, we encourage you to take part in our Achieve program. Our Achieve program targets new and or existing Account Managers and gives them an opportunity to supervise their own Account Management Team. The team lead, also known as Senior Account Manager. Will be required to do the following:

- Host 1 monthly conference call with their team members
- Attend monthly conference calls with Operations team & report on their teams progress
- Attend face to face monthly meetings with all teams and report on their teams progress
- All Senior Account Managers will receive a 5% quarterly bonus based on their team's progress per quarter.

Motivational Tools for Achievements: From time to time Operations may host various *"Sales Contest"* and provide awards to teams that have generated the most membership volume in any given quarter. This contest will be reviewed on a case by case basis and will depend on the overall progress of membership growth.

Qualifications: In order to qualify for the achieve program. You must demonstrate that you are an exceptional leader in Account Management by doing the following:

1. Obtain 10 to 15 memberships in 3 month's time.
2. You must be contracted with Marketing B.O.N.U.S Club for a total of 3 months minimum before you will be considered for the Achieve Program.
3. You must complete the additional *"Achieve Program"* training which will train you extensively on how to track membership accounts and how to run and obtain reports based on membership volume.
4. After these steps have been successfully completed, you must sign the contract addendum stating that you accept the **Senior Account Management role** and agree to serve in this capacity for a minimum of 6 months and a maximum of 36 months.