

## ECCT Study Guide

### **Monthly Accrual Option**

To exercise the Monthly Accrual Option, the BV must be placed in which BDC(s)?

What is currently needed to accumulate IBV in your banks month to month?

Assuming a new, qualified UnFranchise Owner earns no commissions within his/her first three-Q-date period, what does he/she need to do within that first three-Q-date period to continue to accrue GBV through the first three-Q-date period?

What is the minimum monthly BV amount for a Coordinator to exercise the Monthly Accrual Option?

What is the minimum monthly BV amount for an Executive Coordinator to exercise the Monthly Accrual Option?

What is the best way to try to ensure that monthly PBV amounts and the monthly subscription to UFMS are submitted to exercise the Monthly Accrual Option?

On what day of the week does an UnFranchise Owner's monthly end of Q-Date period always fall?

For how long can Group Business Volume (GBV) continue to accrue?

For how long can Group Internet Business Volume (GIBV) continue to accrue?

If an UnFranchise Owner's initial Q-date falls on January 31, and in a given year June 30 falls exactly on a Friday, what would be the UnFranchise Owner's June monthly Q-date for that year?

### **UnFranchise AutoShip (Transfer Buying)**

When do UnFranchise AutoShip orders get generated and charged to my selected payment method?

Can you satisfy the Monthly Accrual Option without UnFranchise AutoShip?

What is the Accrual Protection (Transfer Buying Rider) and how does it work?

### **Qualification**

If a new UnFranchise Owner is starting off with the Fast Start Kit, how many BV will automatically be on his/her initial order?

How does the UnFranchise Setup help to ensure new UnFranchise Owners are setup properly?

How much BV must be ordered when applying as an UnFranchise Owner?

Who can pay for a new UnFranchise Owners initial order in the online UnFranchise Registration?

What, if anything, is different when registering a new UnFranchise Owner as a business entity?

Are there special criteria to be able to sponsor within the nutraMetrix program?

When can a new UnFranchise Owner expect to receive their UnFranchise Business Account login information?

What would happen (result) if a new UnFranchise Owner signs into their UnFranchise Business Account before the UnFranchise Registration is completed?

Once an UnFranchise Owner is fully qualified in at least one BDC, when will the Q-date show up in the computer system?

What condition allows a BDC to begin accruing group business volume?

What are the requirements to be considered "qualified"?

## **Minimum Activity**

What is the minimum quarterly PBV requirement to maintain "qualified" status?

If an UnFranchise Owner fails to remain "qualified," what happens to his/her group business volume totals?

If an UnFranchise Owner fails to remain "qualified," what happens to his/her personal business volume totals?

Is this true for all of the UnFranchise Owner's personal BDC's?

If an UnFranchise Owner purges for a quarterly minimum activity requirement, what two things must be done for any BDC to gain additional commissions?

Can a Sales Representative purge?

From what date is a Sales Representative's quarter based?

If an UnFranchise Owner **purges**, when does his/her personal business volume adjust on the UnFranchise® Management System?

What is the date of last activity for an unqualified UnFranchise Owner, in relation to the 270-day rule?

In which BDC(s) must BV be assigned to meet the minimum activity quarterly BV requirement?

## **Form 1000 (UnFranchise Owner Sales Report)**

What is the minimum amount of receipts/sales per BDC which must accompany each Form 1000?

Those two receipts must total at least how much in retail sales?

How often is a form 1000 due for the BDC-001?

How often is a form 1000 due for any other qualified personal BDC?

If an UnFranchise Owner only has one order during a quarter of 150 BV in his/her BDC-002 and the Form 1000 requirement has been satisfied, will the UnFranchise Owner Red Flush at the end of the last month of that quarter?

Does an UnFranchise Owner receive an extension past the quarter-ending date to turn in a Form 1000 for the BDC-001 simply because he/she earns a commission in the last month of the quarter?

## **Activation**

Can an UnFranchise Owner be qualified for any commission if they are not activated?

How does an UnFranchise Owner "activate" a BDC?

What condition must a personally sponsored UnFranchise Owner maintain in order to count for activation?

## **Commissions**

What is the dollar amount of the final commission level in the commission cycle, upon accruing at least 5000 GBV on both the left and right sides of a BDC?

What are the requirements for earning a Management Bonus (Triple Flush)?

What are the requirements to be eligible to receive commissions in the IBV Compensation Plan?

What must an UnFranchise Owner submit after earning the first commission (Coordinator level) to continue to receive commissions?

What are the requirements once an UnFranchise Owner earns his/her first flush commission (5000/5000) to continue to receive commissions?

## **Shopping Annuity Bonus Program (SABP)**

What is the BV/IBV criterion for the Shopping Annuity Bonus Program (SABP)?

What is the Partner Store criterion for the Shopping Annuity Bonus Program (SABP)?

Where can your PCs see a record of the Cashback they have earned on SHOP.COM?

## **Additional BDC's**

When an UnFranchise Owner is allowed to add a new BDC after earning the first flush commission (5000/5000) for a particular BDC, what is this called?

How many times is a re-entry authorization awarded per BDC?

### **Annual Renewal**

Are both UnFranchise Owners and Sales Representatives required to submit the Annual Renewal Form to keep from purging?

What happens to an UnFranchise Owner who submits an Annual Renewal Form, but does not submit the Annual Renewal fee?

When an UnFranchise Owner has to submit an Annual Renewal depends on which date?

What is the program that makes Annual Renewal easy?

### **Sales Representative**

What determines whether a new applicant is a Sales Representative or an UnFranchise Owner?

If a subscription is not purchased, can that new applicant participate in the MPCP?

How can a Sales Representative convert to UnFranchise Owner status?

### **Same Household**

Can an approved same household UnFranchise businesses count for activation?

### **Business Volume**

Excluding an UnFranchise Owner's first-time order, what are the criteria to place volume in another UFO's BDCs?

If a mailed or faxed BV order is received on Friday and the credit card declines on the first attempt, but the credit card is accepted on the second attempt; when will the BV be credited, Friday or Monday?

### **Senior Partners**

Who should an UnFranchise Owner contact when he/she has a challenge or concern?

### **Global Shipping**

Can you ship products to unopened countries?

### **GMTSS**

What are the similarities and differences between Speakers Bureau Category I and Category II?

### **UFMS Reports**

Within 2 weeks of becoming qualified, where will you be able to find YOUR Qualifying Date (Q-date) in the UnFranchise Business Account?

Where would you go to confirm that your Annual Renewal has been received and accepted by Market America?

Which UFMS Management Report confirms the dates of completion for various Forms and Qualifications?

Which report should you reference for current week commissions?