

HOW TO READ YOUR PERFORMANCE STATEMENT

1. PURCHASE GOAL

Your 2005 First Supply purchases. The number when your earnings rate increases to 2%.

2. COST OF TRIPS

The total billings you will receive, in three equal increments, for the trip(s) you are registered for.

3. MAX CAN EARN

This is the most you can receive back towards your "Cost of Trips". Note: You can not receive more credit back then the cost of the trip(s) you were billed for.

4. PURCHASES (\$)

Your monthly qualifying purchases.

5. EARNING RATE/\$

The rate at which your purchases are earning back your trip(s) charges. When your YTD Purchases (#4) reaches your Purchase Goal (#1) your "Earning Rate" increases to 2%.

6. PURCHASE EARNINGS (\$)

The dollars you earned for that specific month's purchases.

7. BONUS POINTS (#)

The Bonus Points you earned through all means for that specific month's activity. Coupon values, show specials, participation rewards and other invoiced monthly featured vendor Bonus Points are manually added in. Specifically identified are your "Sign-Up" and "Return&Earn" Bonus Points.

8. EARNING RATE \$/PT

Always \$0.005 per Point on Bonus Points earned.

9. BONUS PT EARNINGS (\$)


Monthly dollars earned from Bonus Point activity.

10. MONTHLY EARNINGS

Total credits from Purchases (#6) and Bonus Points (#9) for the specific month.

QUICK SUMMARY

When Total YTD Credits Earned equals #2 (Cost of Trips) you have earned 100% of your World of Opportunity trip(s).



First Supply LLC | P.O. Box 8124, Madison, WI 53708-8124
Office: (608) 222-7799 Fax: (608) 223-6664

2006 PERFORMANCE STATEMENT


First Supply Travel Incentive Program

PROGRAM INFORMATION

1 Statement Date:
2 Purchase Goal:
 Destination: Ixtapa Nbr: _____
 First Supply Location _____
 Your Company Mailing Address _____
 Cost of Trips: _____
 Max can earn: 3
 Salesperson: _____

2006 PURCHASES			
MONTH	PURCHASES (\$)	EARNING RATE/\$	PURCHASE EARNINGS (\$)
PURCHASES			
	④	⑤	⑥
	TIMES		EQUALS
YTD PURCHASES		\$	YTD PURCHASE CREDITS
			\$

MONTH	BONUS POINTS (#)	EARNING RATE \$/PT.	BONUS PT EARNINGS (\$)
BONUS POINTS			
	⑦	⑧	⑨
	TIMES		EQUALS
YTD BONUS POINTS			YTD BONUS POINT CREDITS
			\$

	MONTHLY EARNINGS	\$ ⑩
	MAXIMUM CAN EARN	\$ ③
	TOTAL YTD CREDITS EARNED	\$

**Be sure to review all information on your monthly Performance Statement for accuracy.
Call your salesperson if you have questions about the statement.**

EXPLANATION OF YOUR BILLINGS & CREDITS

BILLINGS

Three Billings (April, July & September) of 1/3 each of Cost of Trips (#2).

CREDITS

Credits will come in separate credit statements to reflect your Purchase Earnings (#6) and Bonus Pt. Earnings (#9) earned from the prior month. Note: The initial April statement will reflect Credits from January, February & March activity. Your final Credit will come in January 2007 for December's activity.