

HOW TO READ YOUR PERFORMANCE STATEMENT

1. PURCHASE GOAL

Your 2008 First Supply purchases. The number when your earnings rate increases to 2%.

2. COST OF TRIP

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 than 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.

11. TOTAL YTD EARNINGS

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

WORLD OF OPPORTUNITY™

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2009 PERFORMANCE STATEMENT

First Supply Incentive Program

PROGRAM INFORMATION

Statement Date:
① Purchase Goal: Nbr:
Destination:
② Cost of Trips:
Max Can Earn: ③
Salesperson:

First Supply Location

Your Company Mailing Address

2009 PURCHASES

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

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

Nuevo Vallarta
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MONTHLY EARNINGS \$ ⑩

MAXIMUM CAN EARN \$ ③ TOTAL YTD CREDIT EARNED \$ ⑪

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

Five Billings (April, June, August, September & November) of 1/5 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-March activity. Your final Credit will come in January 2010 for December's activity.

FIRST SUPPLY
The Midwest's Premier Distributor | Since 1897

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