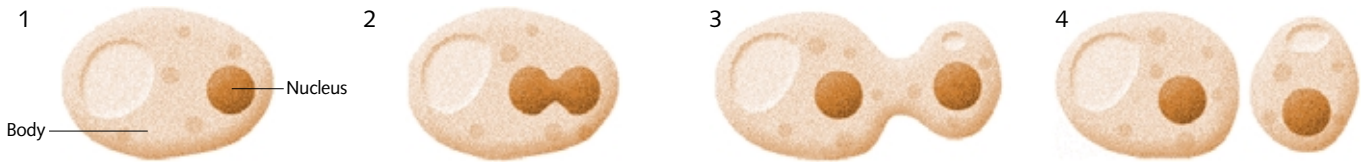




How to build a Flantech Power Cell

Why the process of cell division is so important for YOU



Cell division is the process all living things use to multiply. Here's how it works.

1. Each living cell contains a

nucleus and a body. The nucleus is where the DNA that controls the shape, size and nature of the entire organism resides.

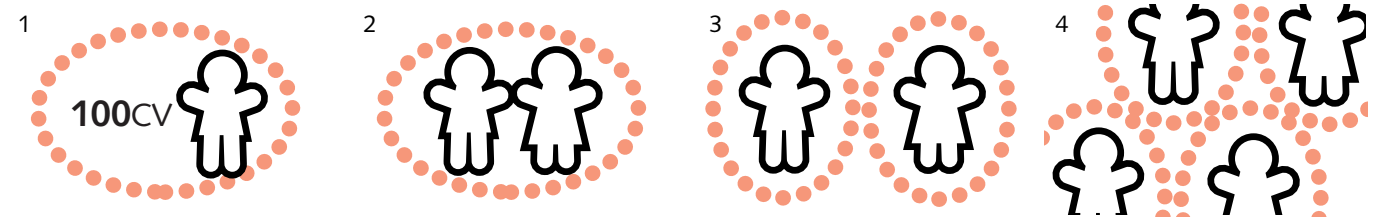
2. When the cell reaches full strength, the nucleus divides into two nuclei.

3. Once the nucleus divides, the

cell body divides into two.

4. We now have two whole cells from the original. These will continue dividing to multiply.

How the process of cell division works in your Flantech organisation



Your Flantech organisation is organic by nature, so it makes perfect sense to use the same natural process to grow your

your income by cell division, too.
1. Your Cell consists of a nucleus (you) and at least 100 CV in product volume each month.

2. You create a second nucleus by finding, sponsoring and training a new member.
3. When their personal volume

reaches 100 CV, they become independent cells in your group.
4. Your Flantech network will continue dividing to multiply!

Why the Flantech Power Cell is so important for YOU

What's a Power Cell?

A Power Cell is a simple group structure that you create by personally sponsoring FOUR (4) active Managers (each with at least 100 CV in personal volume per month) in your first level and helping them each to do the same. This will give you sixteen (16) people in your second level. That's a total of 20 people in your Power Cell, with 2,000 CV in group volume.

Why is a Power Cell so important?

It's the basic building block of your Flantech organisation.

We use it for four important reasons:

1. It's believable and achievable for the typical part-time member – and for people considering joining your Flantech team.
2. It provides focus and direction for you and your team members, especially new people. They can focus their activity on a limited target that will produce very attractive income in a short time.
3. It's easy to understand and to explain to prospective members. This is particularly important for new people.
4. It provides a reliable basis for comparing our compensation plan with any other compensation plan, no matter which type of plan.

Your Power Cell

You – Active Manager
100 CV qualifying volume



Level 1 – 4 personally-sponsored active Managers @ 100CV each
400 CV x 15% = \$60



Level 2 – 16 (4 x 4) active Managers @ 100 CV each
1,600 CV x 40% = \$640



TOTAL BONUS = \$700

You also qualify as a **Director** and earn a 3% Building Bonus on your third level and below.

Where else can you earn \$700 a month with just 20 people and 2,000 CV group volume?

Use the Power Cell to compare Compensation Plans



The Power Cell is a really useful tool for comparing the *reality* of different MLM compensation plans, including different *types* of plans. It cuts through all the salesmanship and “smoke and mirrors” used to promote old-style, unfair, First Generation compensation plans.

The problem with First Generation Compensation Plans

Most network marketing compensation plans are deliberately designed to reward the full-time professional distributor and the company at the expense of part-time people, especially in the early months (even years), when they're poorly rewarded.

In order to distract people from this reality, companies promote the *potential* of their compensation plans, *not the reality...* and that reality is that 90% or more of the total income paid goes to less than 2% of the entire distributor network. Then they promote those high flyers as examples of what their compensation plans offer the part-timer.

But the high personal group volume and downline rank qualifications needed to achieve those incomes place them well beyond the reach of 90% or more of their members.

Here are the FACTS for part-time people in most network marketing businesses:

- 90% of all network marketers are part-time only.
- 90% of all network marketers join to make money.
- 90% of all network marketers have groups with fewer than 20 people.
- 90% of all network marketers never grow deeper than their third level.
- 90% of all network marketers never do better than break even on their personal product purchases (at best). Most actually *lose* money.

Four reasons why the Power Cell is such a useful tool

1. It's believable and achievable for the typical part-time member – and for people considering joining your personal Flantech team.
2. It's based on the realities of network marketing for part-time distributors. More than half a century of network marketing experience and history has shown that 90% of part-time people personally sponsor between 3 and 6 people and build only two or three levels deep. This is typical across most companies. (Forget the 10% who do more — they're *the exceptions*, not the rule.)
3. It's easy to understand and to explain to prospective members. This is particularly

important for new people in your team.

4. It provides a reliable basis for comparing our compensation plan with *any* other, no matter which type of plan.

How to compare different plans using the Power Cell

Never lose sight of the fact that this comparison is about *part-time* people — the ones who are disadvantaged in most plans — *not* the high flyers and “heavy hitters” usually promoted as examples.

We're going to compare on the basis of the following FACTS:

- You have 4 personally-sponsored active qualifiers in the first level of your group.
- You have 16 active qualifiers in your second level.
- Each person has personal volume of 100 CV (or whatever the bonus qualification units are in the other plan).
- Group volume 2,000 CV from a total of 20 people.

This falls within the typical range of achievements by part-time distributors established over more than 50 years.

Using the other compensation plan's bonus scale at the bonus percentage(s) for the *actual* group volume, *not the potential payout percentage(s) that require much higher volume and downline rank or structure*, calculate the bonus amount that the prospect would earn on a Power Cell.

Be prepared for objections, especially from people who are achieving percentages higher up their plans' scales. They're going to complain that it's not a fair or realistic comparison with what people can earn with their plan.

Wrong.

That's NOT what part-timers with 4 people in their first level and 16 in their second level can earn on 2,000 CV of group volume. We're not talking here about “heavy hitters”. We're talking about 90% or more of *part-time distributors*.

They'll complain that it's an unfair comparison because their plan's main payout is located below the second or third level. Or that it only comes into effect on higher group volumes. Or larger group structures or downline ranks.

What they're really saying is that *their plan is rigged AGAINST part-time distributors*.

There's no other possible interpretation. They're admitting that their plan will NOT work for the typical part-timer... 90% or more of their network!

Their plan hits them with the classic “double whammy” created by high group volume qualifications. Not only is their group volume lower if their group doesn't

perform, but their personal percentage payout will be reduced. So they receive a much smaller portion of a much smaller pie.

With our plan, YOU determine the bonus percentage YOU receive by YOUR personal performance — nobody else's! If your downline group performs poorly, you can still qualify to receive the highest bonus percentage.

They'll claim that this means that our compensation plan won't reward the high flyer or “heavy hitter”.

Wrong again.

Study the income examples in the document “**How to build full time income!**” They prove this claim totally false. (Ask the person who gave you this document for a copy if you don't already have one.)

They may also claim that the company can't remain profitable when it pays out so much of the wholesale revenue it receives.

Wrong yet again.

Our compensation plan is intelligently balanced to reward all stakeholders in this carefully leveraged system...

- Part-time distributors.
- Full-time professional distributors.
- The company.

It also encourages and supports unusually high activity and retention rates, which mean that part-timers can achieve profit very quickly, full-time leaders can work a lot less than in other companies (because they're not constantly having to replenish their networks due to high “churn” rates) and the company's overheads and costs per sale are dramatically reduced.

Examples of Power Cell comparisons

These examples give an indication of the relative earnings you could expect from a Power Cell in each company shown.

Note – Amounts are not definitive and some amounts will be influenced by currency exchange rates each month. Figures may not be precise for various reasons, but they give reasonable relative approximations.

Morinda	AU\$110
Reliv	AU\$110
Herbalife	AU\$130
Nu Skin	AU\$130
Nikken	AU\$157
Amway/Quixtar	AU\$254
Usana	AU\$261
Neways	AU\$288
Mannatech	AU\$392
4-Life	AU\$549
Flantech	AU\$700