

## ECCT Study Guide

### Activation

Can a Distributor be qualified for any commission check if he/she is not activated?

How does a Distributor "activate" a BDC?

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

### Monthly Accrual Option

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

Assuming a new, qualified Distributor 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 a Distributor's monthly Q-date always fall (excluding weeks shortened by holiday or home office closings)?

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

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

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

### Qualification

Once a Distributor 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"?

### **Commissions**

What is the dollar amount of the final check 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 Leadership Bonus (Triple Flush)?

How do you qualify in the IBV Compensation Plan?

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

What must a Distributor submit after earning the first commission check (Coordinator level) to continue to receive commission checks?

What are the requirements once a Distributor earns his/her first flush check (5000/5000) to continue to receive commission checks?

### **Additional BDC's**

When a Distributor is allowed to add a new BDC after earning the first flush check (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 Distributors and Sales Representatives required to submit the Annual Renewal Form to keep from purging?

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

When a Distributor first has to submit an Annual Renewal depends on which date?

### **Sales Representative**

What determines whether a new applicant is a Sales Representative or a Distributor?

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

How can a Sales Representative convert to Distributor status?

### **Master UnFranchise Owner**

What are the minimum BV requirements for creating a Master UnFranchise Owner entry?

### **Minimum Activity**

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

If a Distributor fails to remain "active," what happens to his/her group business volume totals?

If a Distributor fails to remain "active," what happens to his/her personal business volume totals?

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

If a Distributor purges for a quarterly minimum activity requirement, what two things must be done for any BDC to gain additional commission checks?

Can a Sales Representative purge?

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

If a Distributor purges, when does the BV actually reset to zero in the computer system?

What is the date of last activity for an inactive Distributor, in relation to the 270-day rule?

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

### **Same Household**

Can an approved same household Distributorship count for activation?

### **Form 1000 (Distributor 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?

What customer information must be included on Form 1000 receipts for the receipts to be considered valid?

Does a Distributor 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 check in the last month of the quarter?

### **BV Assignment**

Excluding a Distributor's first-time order, what are the criteria for an upline Distributor to be able to assign BV to a downline Distributor's BDC?

Other than for a Distributor's first-time order, who is the only upline Distributor who can pay for a downline Distributor's order?

### **Transfer Buying**

Is the Transfer Buying Rider (Bump-up Option) available for U.S. Distributors on both the bank draft and credit card options of Transfer Buying?

What is the Transfer Buying Rider (Bump-up Option) and how does it work?

### **Unlinked BDC's**

Once an unlinked BDC is linked properly, for which date does the BV that was previously considered unlinked count?

### **Business Volume**

If for a BV order received on Friday the credit card declines on the first attempt, but the credit card is accepted on the second attempt, for which day will the BV be credited, Friday or Monday?

### **Upline**

Who should a Distributor contact when he/she has a challenge or concern?

### **Check-writing**

What are the reasons an order will go on a 15-business-day hold before it is released to be shipped?

### **E-commerce**

What payment methods are we able to accept with the free Market America Merchant Accounts?

What payment methods are we able to accept with the I-Transact Merchant Accounts?

### **NMTSS**

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

### **UFMS Reports**

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

Where is a good indicator of an unlinked Distributor?

Which report should you reference for current week commissions?