



MGE Power Program

Executive Seminar

Based on the works of

L. Ron Hubbard

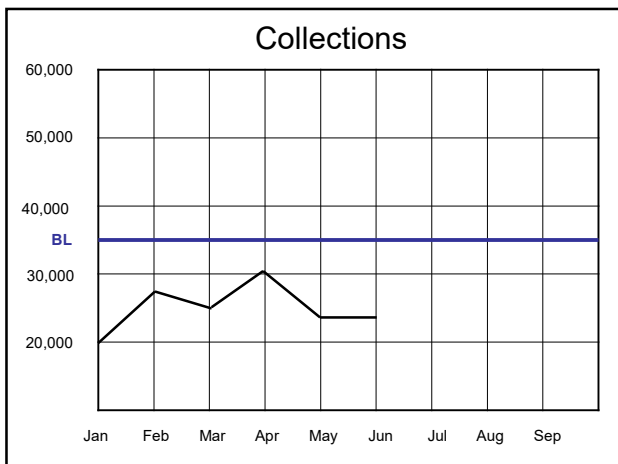
FINANCIAL PLANNING

& PROFITABILITY

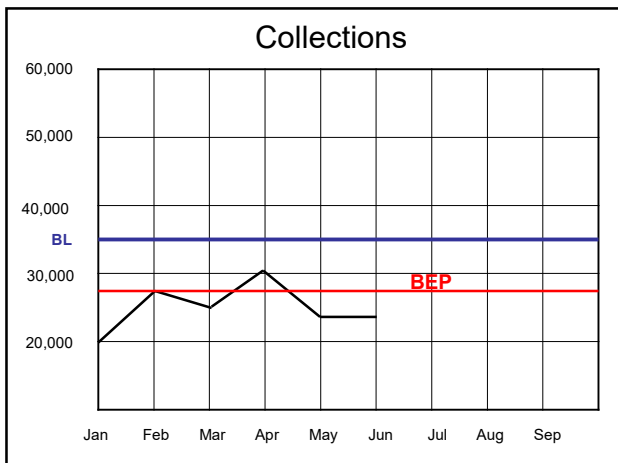
Bonus Systems

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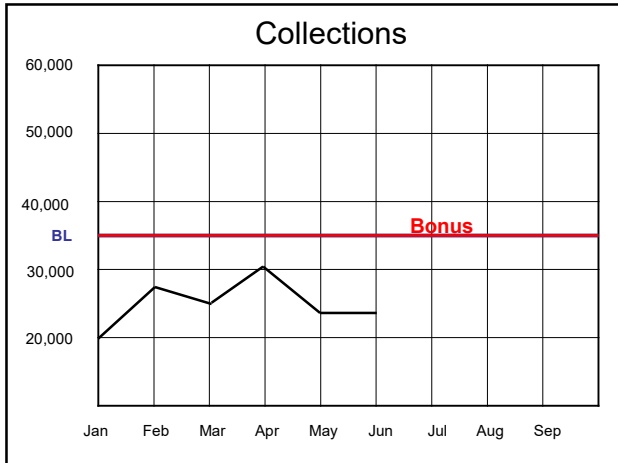
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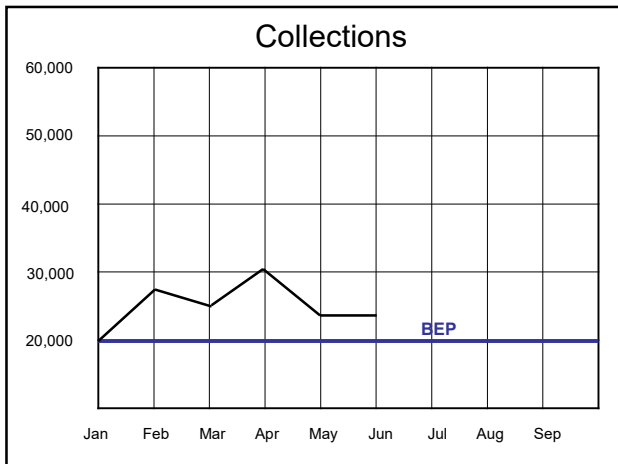
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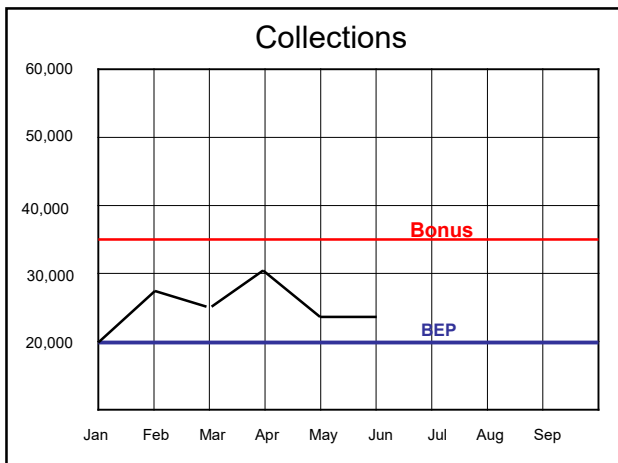
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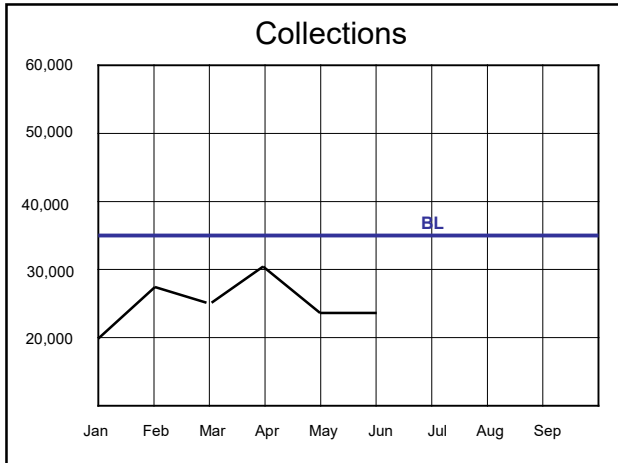
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Bonus Calculation

Collections \$32,000

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Bonus Calculation

Collections \$32,000

BL - 20,000

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Bonus Calculation

Collections	\$32,000
BL	<u>- 20,000</u>
\$ Over BL	\$12,000

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Bonus Calculation

Collections	\$32,000
BL	<u>- 20,000</u>
\$ Over BL	\$12,000
30% Variable	
Exp	<u>- 3,600</u>

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Bonus Calculation

Collections	\$32,000
BL	<u>- 20,000</u>
\$ Over BL	\$12,000
30% Variable	
Exp	<u>- 3,600</u>
Profit	\$ 8,400

12

Bonus Calculation

Collections	\$32,000
BL	<u>- 20,000</u>
\$ Over BL	\$12,000
30% Variable	
Exp	<u>- 3,600</u>
Profit	\$ 8,400
20% Bonus	\$ 1,680*

* Note: When referring to the 20% bonus figure throughout this presentation, ½ of it is **actual** bonus and ½ of it is "**potential bonus**."

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Bonus Calculation

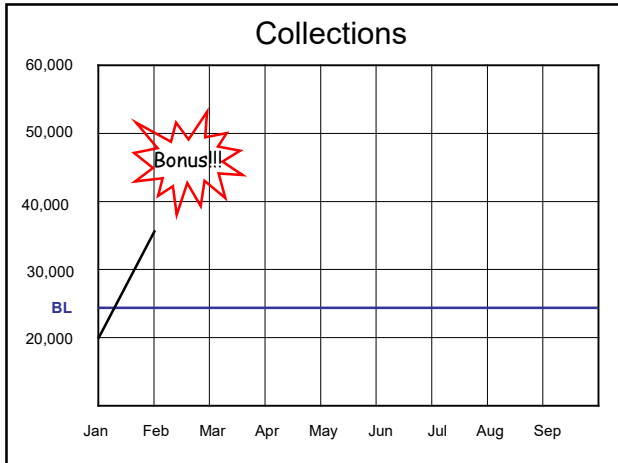
Collections	\$32,000
BL	<u>- 20,000</u>
\$ Over BL	\$12,000
30% Variable	
Exp	<u>- 3,600</u>
Profit	\$ 8,400
20% Bonus	\$ 1,680
# of Staff	<u>4</u>

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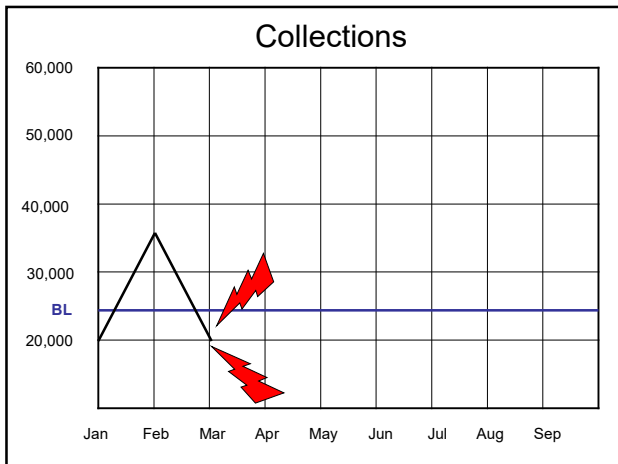
Bonus Calculation

Collections	\$32,000
BL	<u>- 20,000</u>
\$ Over BL	\$12,000
30% Variable	
Exp	<u>- 3,600</u>
Profit	\$ 8,400
20% Bonus	\$ 1,680
# of Staff	<u>4</u>
Bonus per staff	\$420 (\$210 Bonus, \$210 "potential bonus")

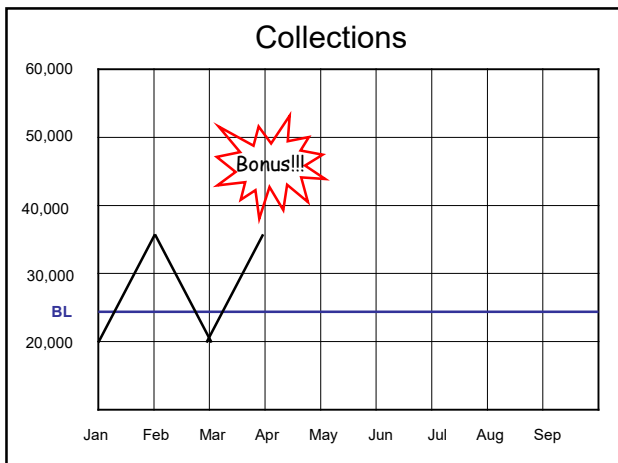
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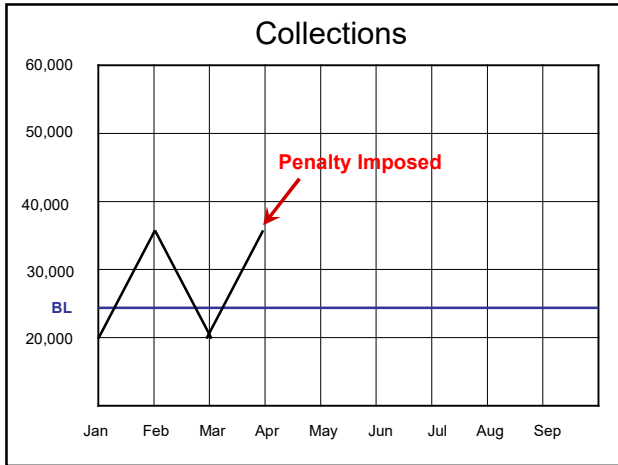
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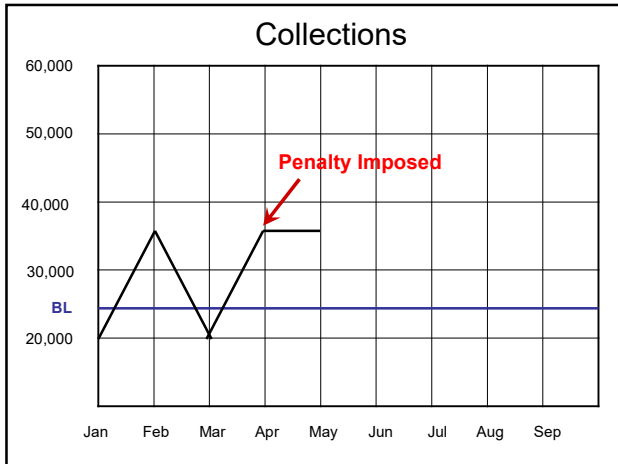
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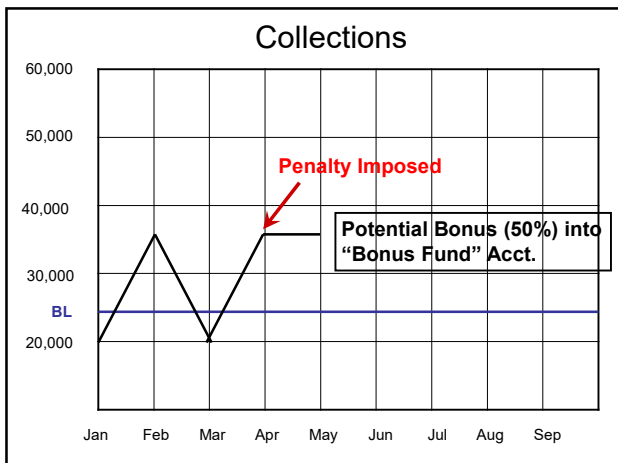
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Bonus Calculation

Collections \$32,000
 BL -20,000
\$ Over BL \$12,000
 30% Variable
 Exp - 3,600
Profit \$ 8,400
 10% Bonus \$ 1,680
 # of Staff 4
Bonus per staff \$420*
 *\$210 is bonus and \$210
 Is "potential bonus"

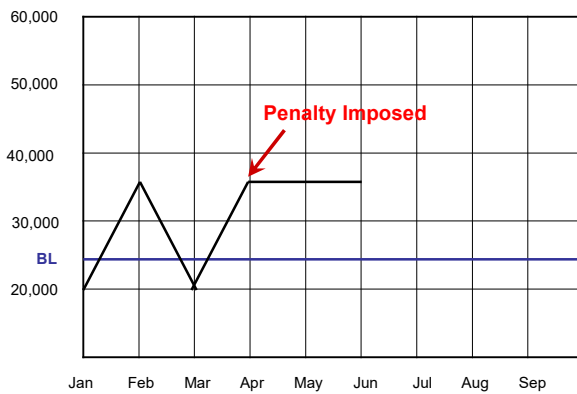
First Month

\$210 to each Staff

Bank Account
\$210 x 4=840

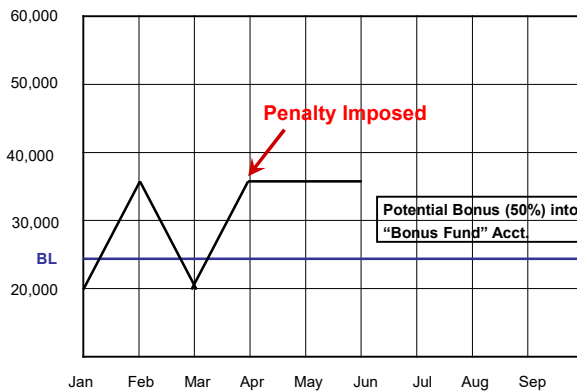
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Collections



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Collections



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Bonus Calculation

Collections \$32,000

BL - 20,000

\$ Over BL \$12,000

30% Variable

Exp - 3,600

Profit \$ 8,400

20% Bonus \$ 1,680

of Staff 4

Bonus per staff \$420

Second Month

\$210 to each Staff

Bank Account

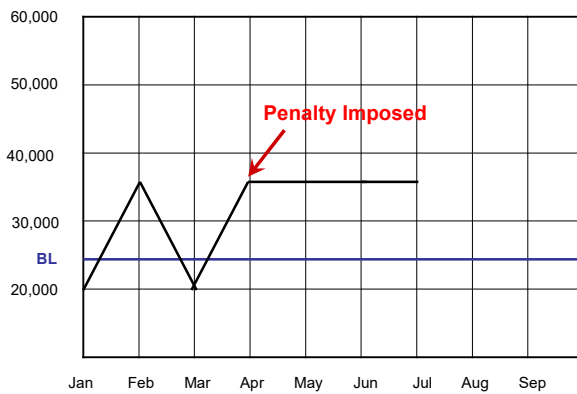
\$210 x 4=840

\$210 x 4=840

1,680

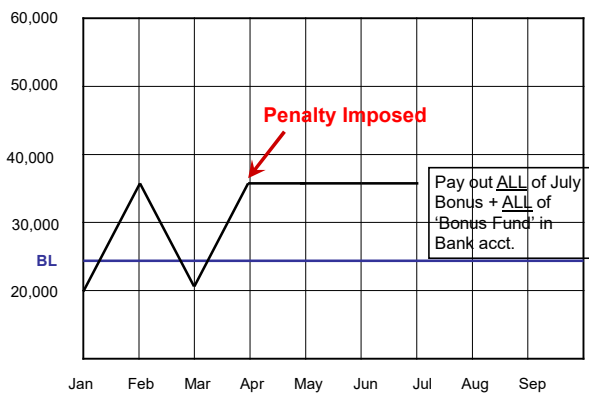
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Collections



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Collections



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Bonus Calculation

Collections \$32,000

BL - 20,000

\$ Over BL \$12,000

30% Variable

Exp - 3,600

Profit \$ 8,400

20% Bonus \$ 1,680

of Staff 4

Bonus per staff \$420

Third Month

\$420 to each Staff

Bank Account

\$1,680 / 4 = \$420

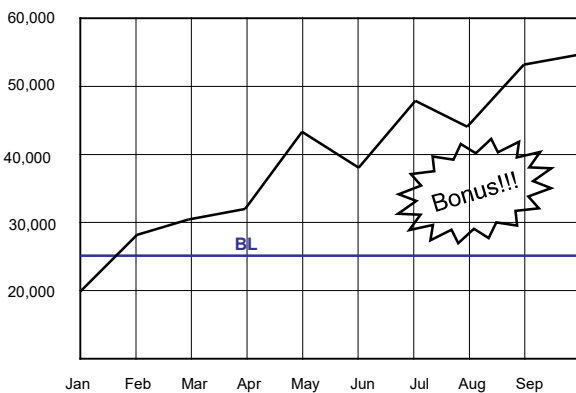
\$840 per Staff

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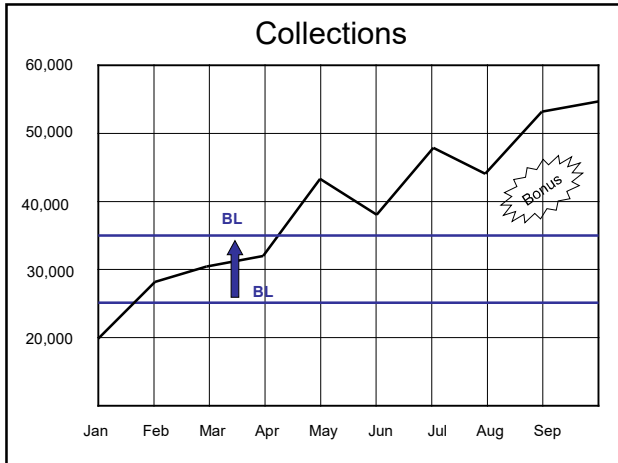
When Do You Give Out
Raises?

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Collections



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How do you keep track of all
of this?

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Game Board		1	2	3	4	8	9	10	11	15	16	17	18
Prod		3000	3000	4000									
		3000	6000	10,000									
Coll		3500	2500	3000									
		3500	6000	9000									
NP		3	5	1									
		3	8	9									
BL		3000	6000	9000	12000	15000	18000	21000	24000	27000	30000		
Bonus													

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Game Board		1	2	3	4	8	9	10	11	15	16	17	18
Prod		3000	3000	4000									
Coll		3500	2500	3000									
NP		3	5	1									
BL		3000	6000	9000	12000	15000	18000	21000	24000	27000	30000		
Bonus													

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Game Board		1	2	3	4	8	9	10	11	15	16	17	18
Prod		3000	3000	4000									
Coll		3500	2500	3000									
NP		3	5	1									
BL		3000	6000	9000	12000	15000	18000	21000	24000	27000	30000		
Bonus per staff											70		

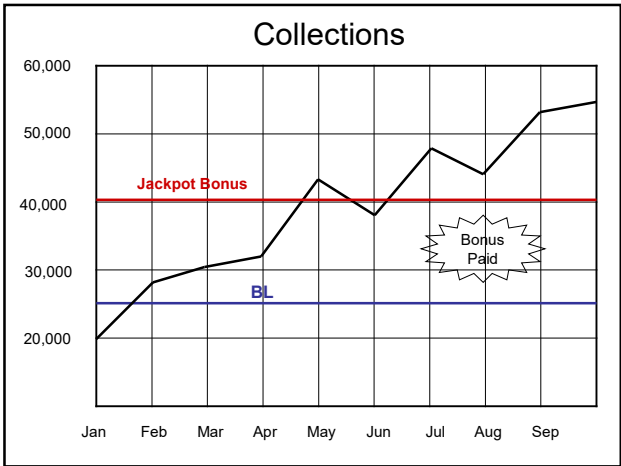
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Game Board		1	2	3	4	8	9	10	25	26	27	28
Prod		3000	3000	4000								
Coll		3500	2500	3000						2000	2000	
NP		3	5	1								
BL		2000	4000	6000	8000	10000	12000	14000	24000	26000	28000	30000
Bonus per staff									70	140	210	

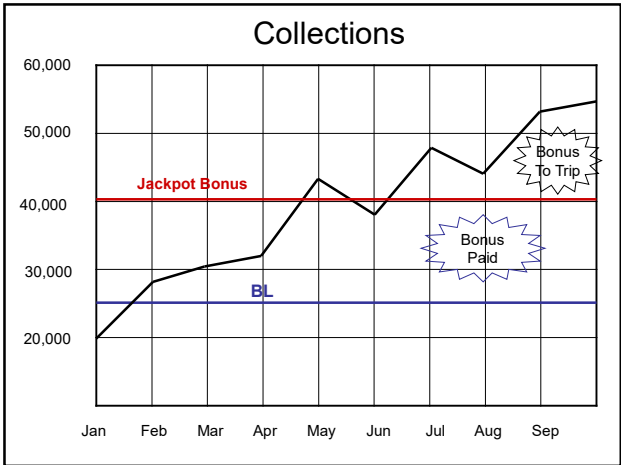
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Jackpot Bonus Games

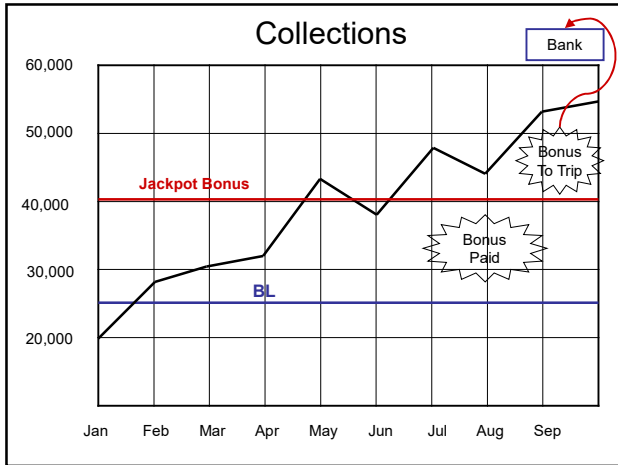
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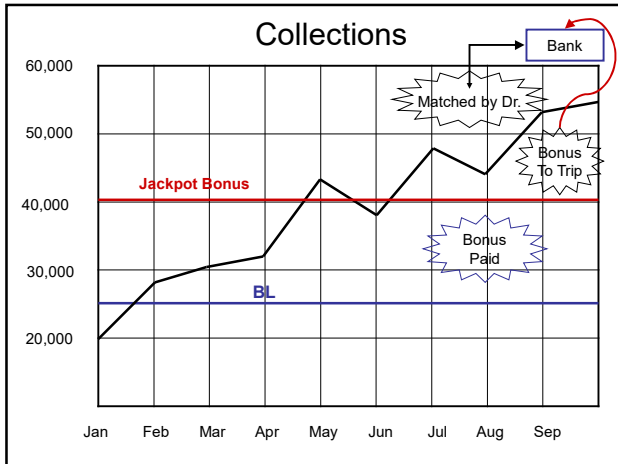
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Everybody Wins!!!

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