

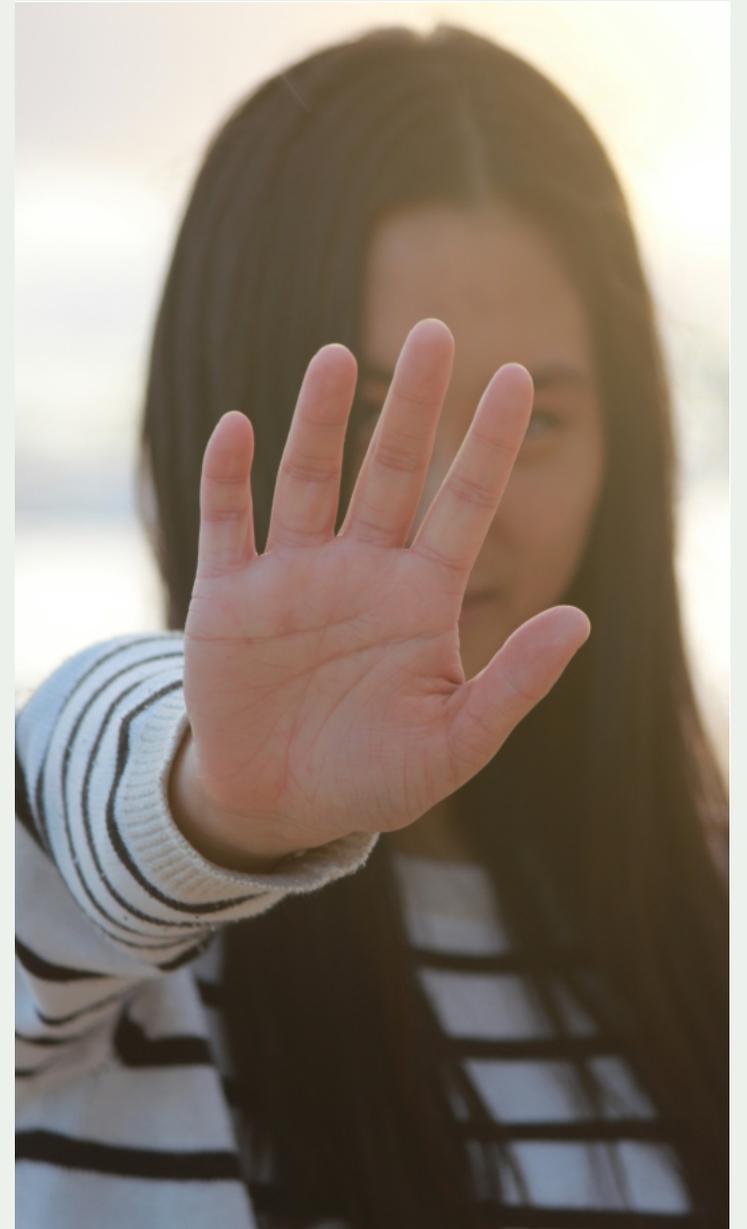


# Reverse Engineering Success: Building Your 2026 Action Plan

“The power of compounding is so great that our first job as investors is to avoid anything that might short circuit it.”



IRA ROTHBERG

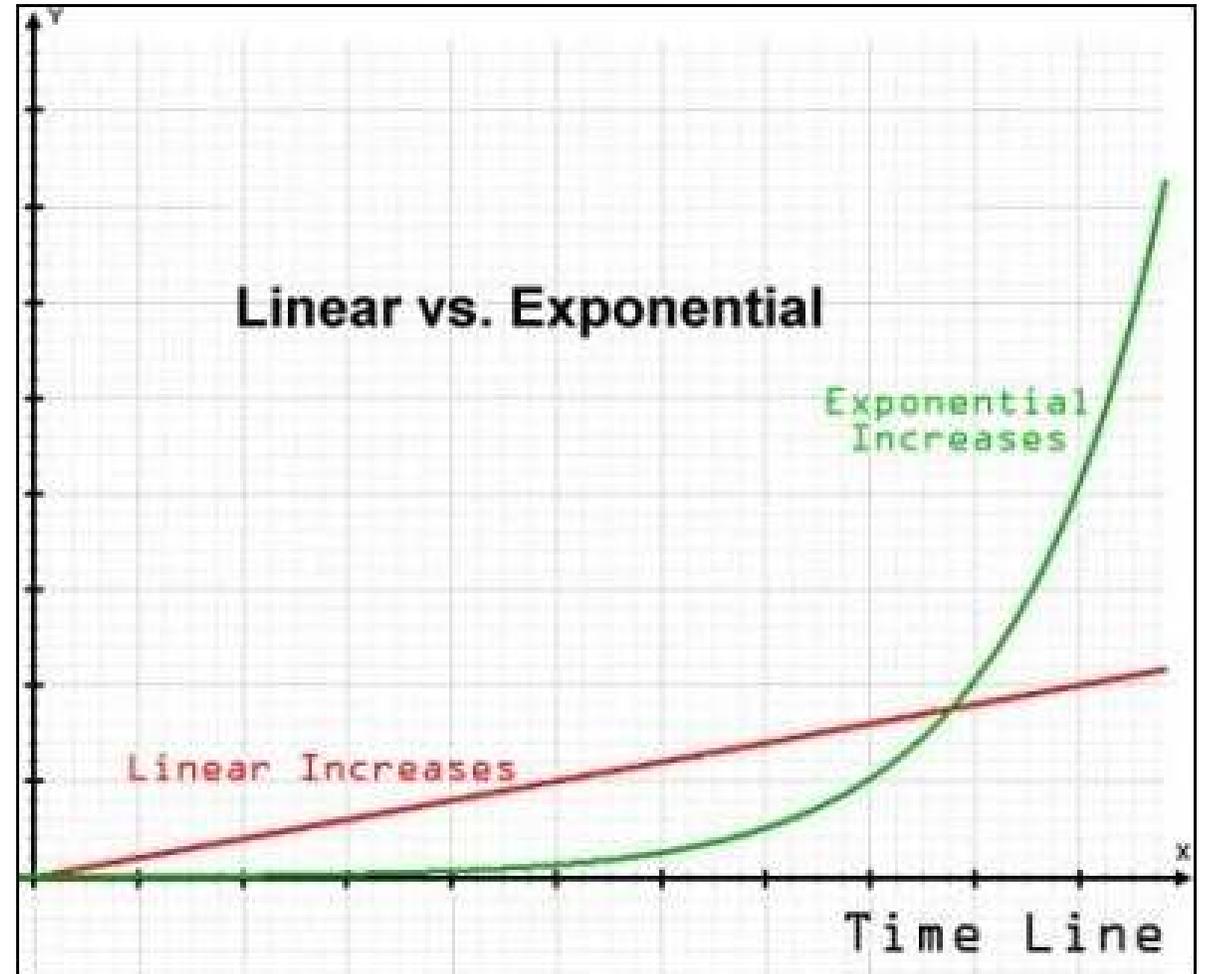


# The Mathematics of Success

There are different kinds of growth in this business.

Team volume grows exponentially, while personal volume grows linearly. We MUST have a balance of BOTH to maximize our BEMER business.

Results take time to measure. Long term versus short term thinking is so important.

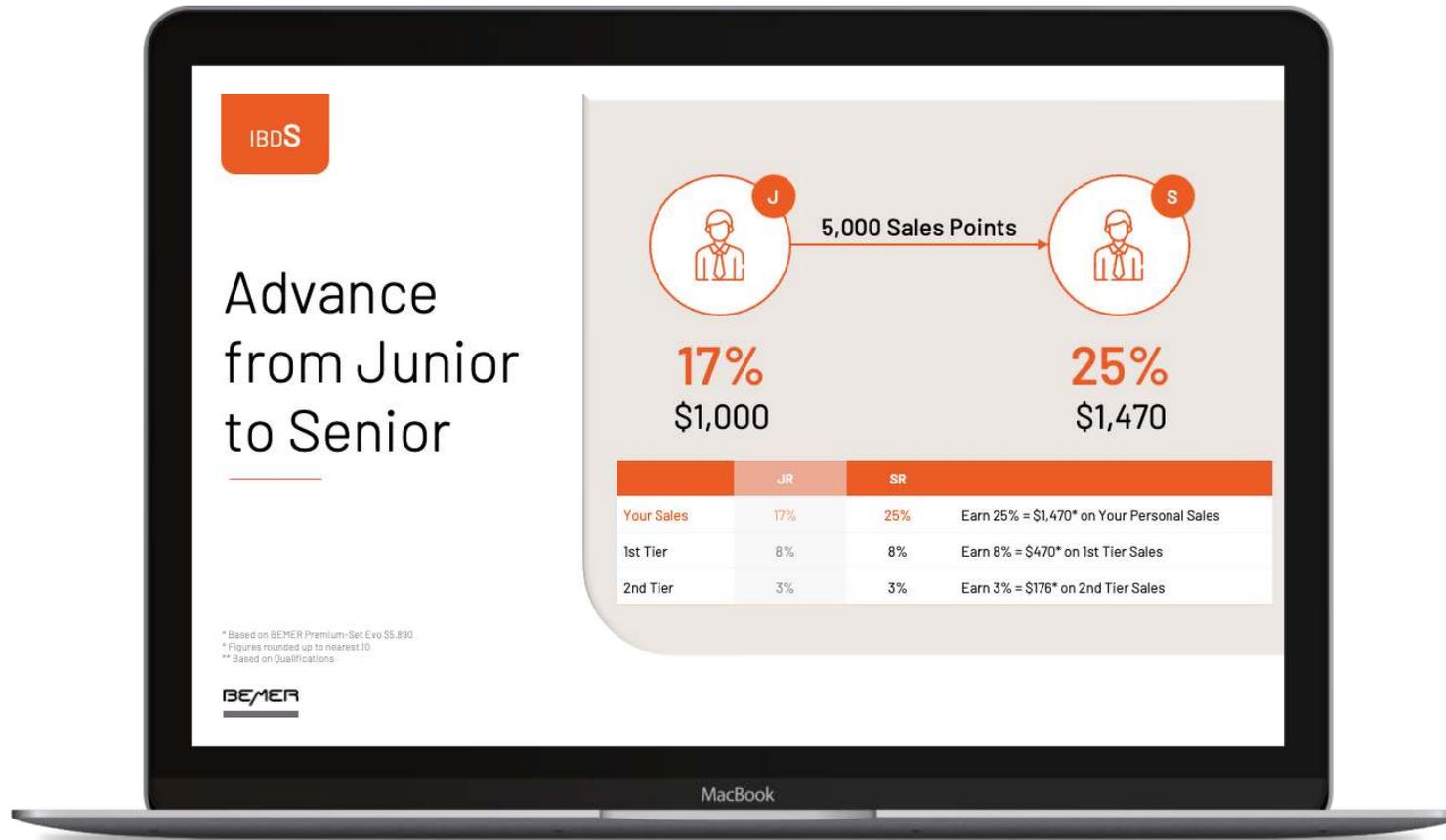


# Living Below Our Privileges

Don't be like the old man on  
the cruise ship.



# A Quick Snapshot for context: IBDS Privileges



## ✓ INCREASE YOUR RETAIL COMMISSION

Get to IBDS to maximize your personal commissions

## ✓ 8% LEVEL 1

Building a team helps you earn more

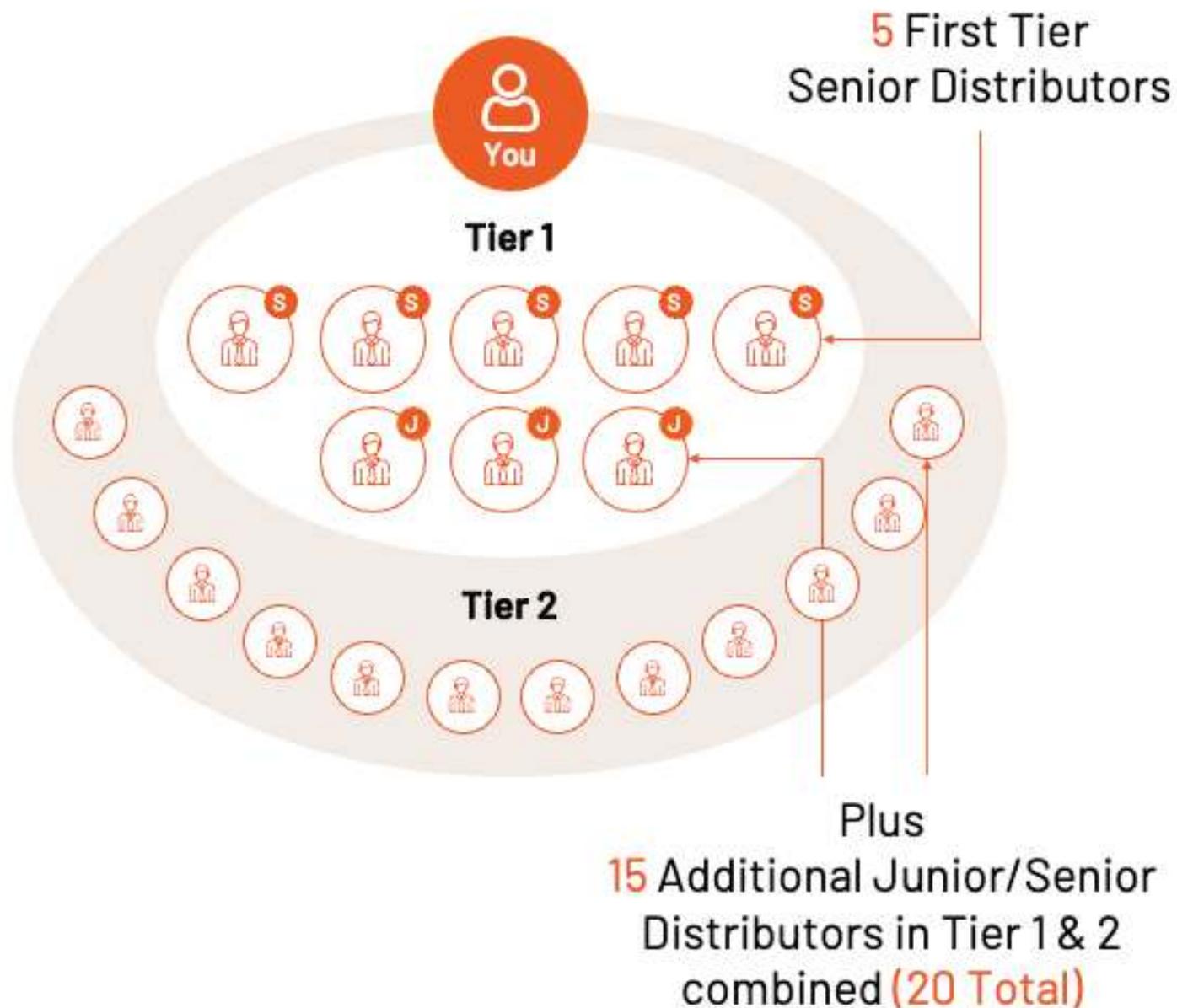
## ✓ 3% LEVEL 2

Duplicate your activity to earn even more. Meaning - help others achieve their goals.

GL

# Group Leader

## How to Qualify for Group Leader



# A Quick Snapshot for context: GL Privileges

The slide on the laptop screen is titled "Group Leader Compensation" and features a table of commission rates. A callout box highlights a "1.5% INFINITY COMMISSION" on all sales. The table includes columns for sales tiers, commission percentages, and dollar amounts. Below the table, it states "Earn Extra 1.5% = \$88\*" and "Infinity Commission: On ALL Sales in Your Entire Team Including Your Personal Sales". It also lists a "GI Management Bonus: +2.0% = \$117\*\*" and a "Junior Sale: \$88 + \$ 117 = \$205".

	5 Tier-1 Seniors 15 Add'l JRs/SRs within first 2 Tiers	
GL		+1.5% * \$88*
Your Sales	25% + 1.5%	26.5% * \$1,560*
1st Tier	8% + 1.5%	9.5% * \$559*
2nd Tier	3% + 1.5%	4.5% * \$265*
3rd Tier ∞	1.5%	1.5% * \$88* 3rd Tier and beyond

**Earn Extra 1.5% = \$88\***  
Infinity Commission: On ALL Sales in Your Entire Team Including Your Personal Sales  
GI Management Bonus: +2.0% = \$117\*\*    Junior Sale: \$88 + \$ 117 = \$205

\* Based on BEMER Premium-Set Evo \$5,890  
\* Figures rounded up to nearest 10  
\*\* Based on Qualifications

BE/MER

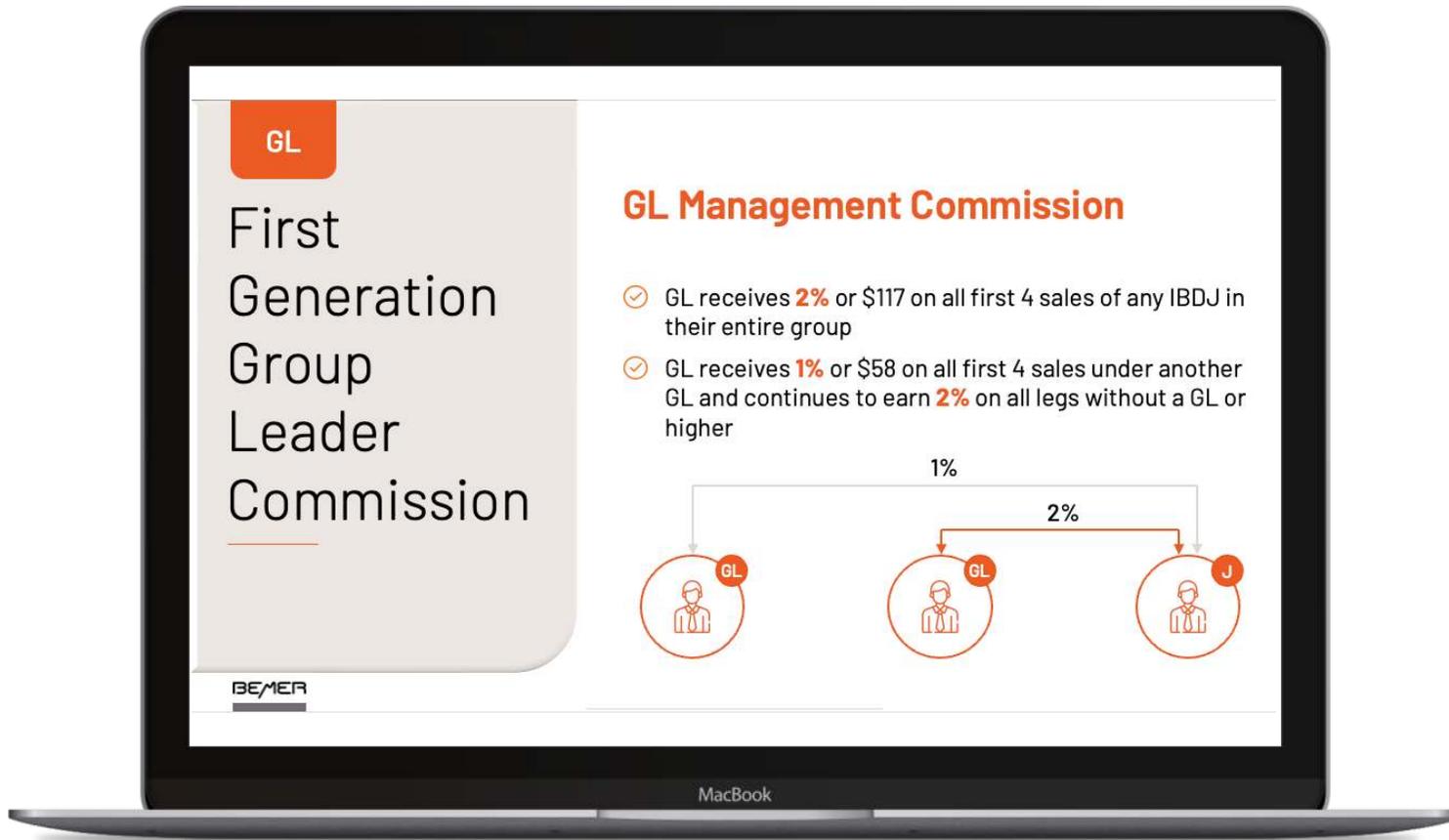
MacBook



## 1.5% INFINITY COMMISSION

on ALL sales including your personal sales.

# A Quick Snapshot for context: GL Privileges



✓ **2% MANAGEMENT COMMISSION**

on first 4 sales of IBDJs

✓ **1% MANAGEMENT COMMISSION**

on first 4 sales under a GL

OD+

# Organizational Director + Compensation

Earn 1% (\$58)

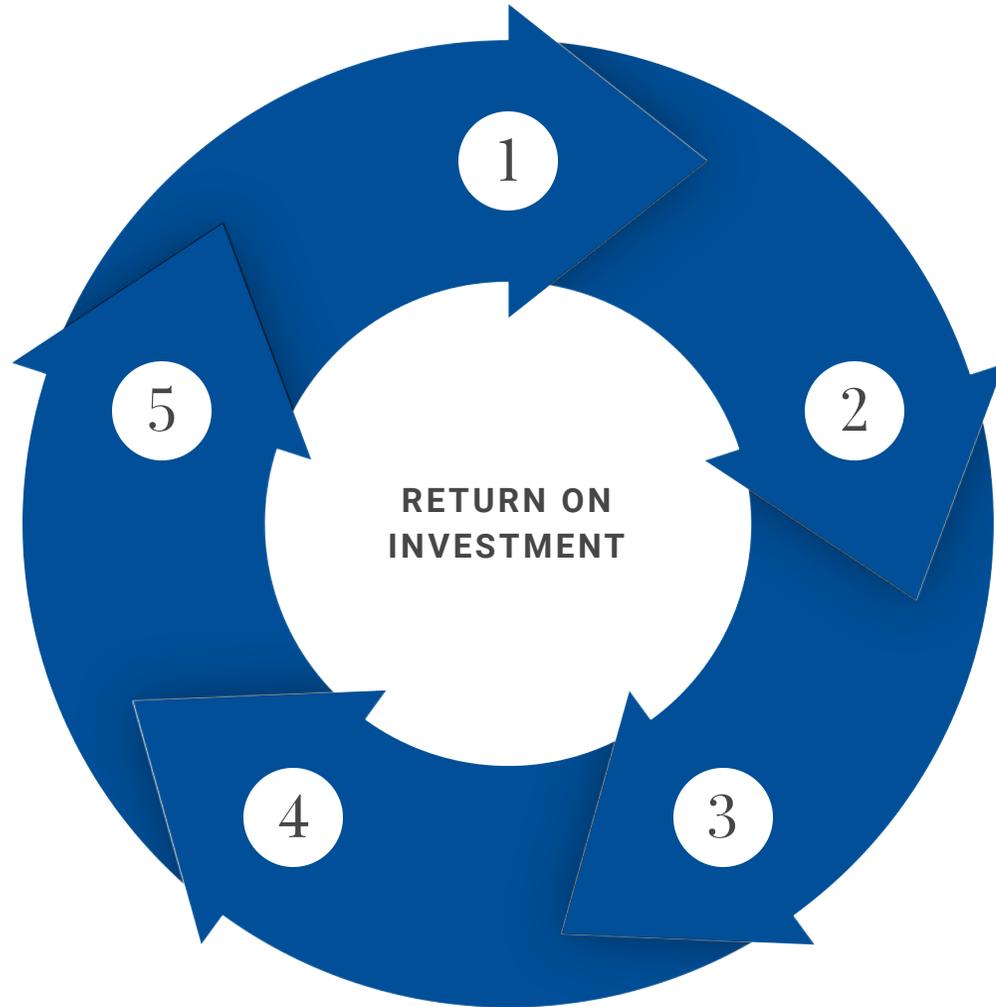
Infinity Commission: From OD's Team Sales



\* Based on BEMER Premium-Set Evo \$5,890

# Don't Leave Money on the Table

Remember the old man on the cruise ship.



- 1** RETAIL COMMISSION:  
17% or 25%
- 2** 8% LEVEL 1 COMMISSIONS AND 3% LEVEL 2 COMMISSIONS
- 3** GROUP LEADER INFINITY BONUS AND MANAGEMENT BONUS
- 4** INCREASING BONUSES AS YOU RANK ADVANCE
- 5** TRAVEL INCENTIVES LIKE THE FOUNDERS CHALLENGE

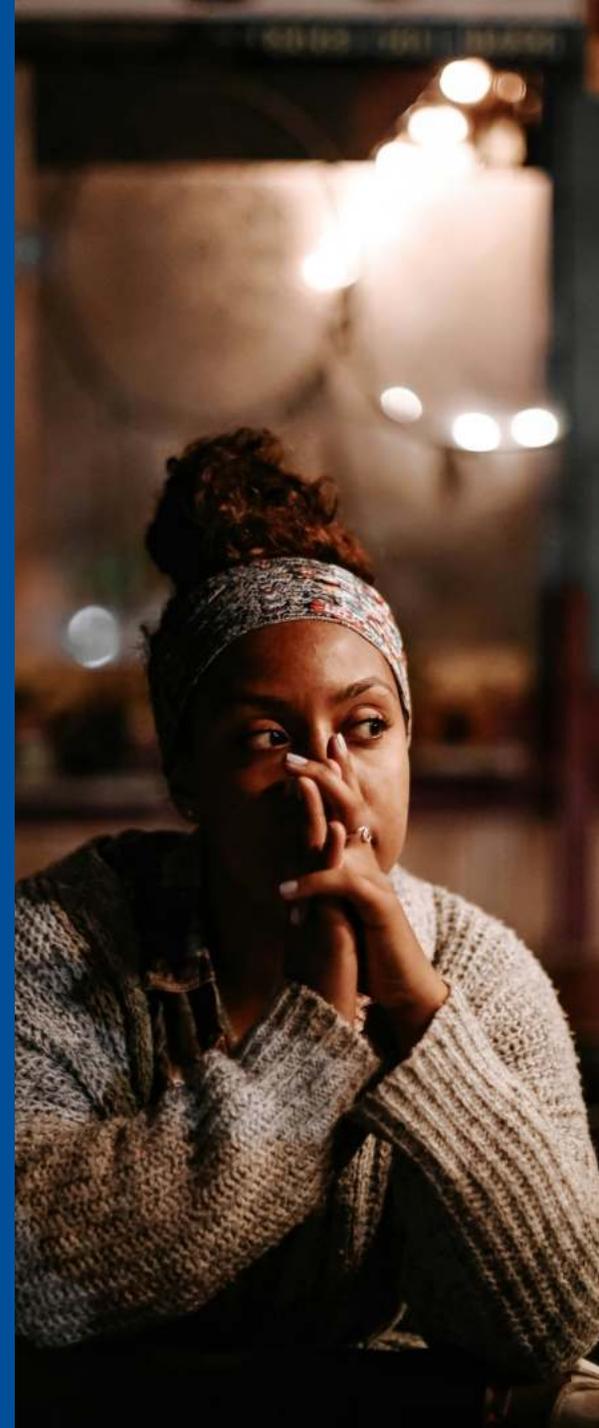
A sunlit meadow with white flowers and a tree trunk. The sun is shining brightly from the top left, creating a lens flare effect. The foreground is filled with green grass and numerous small white flowers with yellow centers. A large, dark tree trunk is visible on the right side of the frame. The background is a soft, out-of-focus green field.

STEP 1: START WITH THE END IN MIND

# Reverse Engineer Your Goal

# Important Questions to Ask

- 1 | **WHAT DOES MY DESIRED FUTURE LOOK LIKE?**
- 2 | **WHAT IS THE GAP BETWEEN WHERE I AM AND WHERE I WANT TO BE?**
- 3 | **WHAT IS REQUIRED TO CLOSE THE GAP?**
- 4 | **AM I WILLING TO DO WHAT'S REQUIRED?**
- 5 | **WHAT HAPPENS IF NOT?**





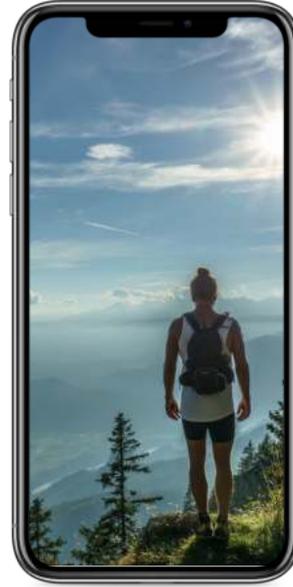
### QUARTER 1 MILESTONES

Personal sales  
Recruitment  
Rank advancements  
Commissions  
Team engagement:  
Systems/Events



### QUARTER 2 MILESTONES

Personal sales  
Recruitment  
Rank advancements  
Commissions  
Team engagement:  
Systems/Events



### QUARTER 3 MILESTONES

Personal sales  
Recruitment  
Rank advancements  
Commissions  
Team engagement:  
Systems/Events



### QUARTER 4 MILESTONES

Personal sales  
Recruitment  
Rank advancements  
Commissions  
Team engagement:  
Systems/Events

# Reverse Engineering: Break it down further.

- **THE 1-2-3 WEEKLY STANDARD**

1 presentation/demo a day. 2 follow ups a day. 3 people added to your list a day. Key Point: 'Weekly actions compound into monthly results'

- **CONSISTENT WEEKLY ACTIVITIES**

Maintain a regular cadence of prospecting, follow-up, and presentations to build momentum and achieve your monthly goals.

- **COMPOUNDING WEEKLY PROGRESS**

The consistent execution of your weekly activities will accumulate into the monthly recruitment and team volume targets needed to reach your annual objectives.

- **TRACKING WEEKLY PERFORMANCE**

Have an accountability partner to ensure you stay on top of your daily, weekly and monthly commitments. Be one for someone else.

# The BEMER Power Cycle:

Fueling your mission with a proven system



# The 30-Day Power Cycle Launch Challenge

- **SCHEDULE YOUR FIRST GOAL-SHARING SESSION**

Set up a meeting with your team or accountability partners to share your 2026 goals and milestones.

- **PLAN YOUR FIRST POWER HOUR**

Block off time on your calendar for a virtual Power Hour where you and your team can collaborate on prospecting and skill development.

- **ORGANIZE YOUR FIRST IN-PERSON MEETING**

Arrange an in-person meeting with your team to build relationships, share progress, and reinforce the Power Cycle structure.

- **RECRUIT AT LEAST ONE PERSON INTO THE POWER CYCLE**

Invite a new team member or prospect to experience the Power Cycle and commit to implementing it with you.

“You cannot make progress without making a decision,”





“It is in the moment  
of decision that  
your destiny is  
shaped,”



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