

Thank you for agreeing to join the **21<sup>st</sup> Century Underground Railroad Digital Video Magazine Sales Warrior** Team.

Included here are the salesperson/warrior agreement form and the compensation plan attachment.

Please read, sign and fax the agreement to me – Wekesa Madzimoyo at: 1-815-366-8133.

Also, pay for the DVM sales kit electronically or by paper check.  
Please call 404 284 9667 and Afiya for more instructions on payment, if needed.

When payment and agreement is received, we'll execute your personalized sales web site and schedule your orientation.

If you have questions, please call 678-528-3929 or 404-201-2356.

Sincerely,

Wekesa Madzimoyo



## 21st Century Underground Railroad Digital Video Magazine, LLC (DVM) Salesperson/Warrior Agreement

I, \_\_\_\_\_ agree to join the DVM sales team with the understanding that I represent the company as an independent contractor salesperson/warrior of the Digital Video Magazine (DVM) products and may also sell other such products as produced or procured by the company. This agreement is between me and the Digital Video Magazine, LLC and nothing in this agreement can be construed as employment. The following are terms of this salesperson/warrior agreement:

I agree to represent the company and its products with professionalism which includes training, preparation, enthusiasm, creativity and honesty.

It is my job as a salesperson/warrior for 21st Century Underground Railroad Digital Video Magazine (DVM) to practice the following principles of leadership:

1. Initiative
2. Courage
3. Loyalty and
4. Integrity

I understand that, if I practice these, God will supply me the missing part (5) - Wisdom.

I further understand that as a salesperson/warrior of the DVM, the opportunity before me is to increase the prospect's value for our Black community's healing psychologically and economically and to increase the prospect's urgency to act on those values --starting with purchasing and actively using the DVM as a first or key step in the healing process.

DVM will provide opportunity, training and support to help me increase my skills to transfer such values and the urgency to act. I will submit all monies collected by the sale of the DVM set to 21st Century Underground Railroad including applicable sales taxes. DVM will provide

me the DVM set for local order fulfillment or the customer can elect to have DVM ship the DVM set by paying the appropriate shipping and handling fees.

I will also purchase the DVM sales kit (including 6 DVDs (plus 2 bonus DVDs), Order Form Template, Flyers Template, Personalized Presentation Web-site and online purchasing ability for your clients) for \$300. (\$250 for the series and \$50 for personalized website forms, etc.) ***This \$50 fee is waived for the first 100 sales warriors to sign up. We have also waived the \$39.00 per month hosting for your E-commerce site for the first year. [See site example.](#)***

If you have previously purchased a year-long subscription to the DVM series, we will arrange a credit on your invoice to reduce the effective price of the kit accordingly. Please contact the DVM National Sales Director, [Wekesa Madzimoyo](#), to establish the basis for this credit.

As a salesperson/warrior for DVM, I agree to remain materially active in sales by:

- Joining in weekly to one or two presentations, making sales presentations, sending people to online conference meetings, websites, etc. and reporting sales activity to my manager/s via the web
- Attending the New Sales Warriors Orientation
- Attending sales training seminars, recaps and/or curriculum seminars

I understand that if I fail to be materially active (missing 3 of 5 of the above-required activities), I will run the risk of being placed into inactive status.

In regards to qualifications for promotion, inactive status will require that I start over again from the beginning of the compensation plan.

It is against the law to replicate or duplicate the DVDs of this series.

I agree to the terms of the current compensation and promotion plan (See Addendum).

Date \_\_\_\_\_

New Salesperson/Warrior's

Printed Name:

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Signature:

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Authorized DVM Recruiting Representative's

Printed Name:

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Signature:

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## Sales Warrior Contact Information

First Name:			Address:
Last Name:			City:
Social Security #:			State:
Commission Check to be made payable to (if different than above):			Zip Code:
Commission Check to be mailed to address (if different than above):			Email(s):
Phone:			Other Phone:
<b>WEBSITE INFO</b>			
<p><b>Introduction</b>          Hi, I'm _____,          _____ of _____ and          _____. I'm proud          to be a conductor on the 21st Century          Underground Railroad and sales warrior <b>Digital          Video Magazine.</b></p>			<p>Fill in the blanks to the left. See Introduction          example below.</p>
<p>List hyperlinks to any websites to be          incorporated into your intro here.</p>			<p>See Introduction example below.</p>
_____ Name			URL:
_____ Name			URL:
Your personal URL address:			http://powerdvm.com/_____

### Introduction

Hi, I'm Afiya Madzimoyo, Office Manager of the [Decatur ComproTax office](#) and Co-Director of [AYA Educational Institute](#). I'm proud to be a conductor on the 21st Century Underground Railroad and sales warrior for **Digital Video Magazine**.

<http://powerdvm.com/afiya>





# Digital Video Magazine *Compensation Plan*

Oct. 2007



## Digital Video Magazine

- Sales Warrior Level: Earn \$60.00 per sale for each DVM volume you sell.
  - Example: If you average 10 sales per week your commission will = \$600.00 per week or \$2,400 per month.
  
- Manager Level – Make at least 5 sales and recruit 2 people in a 30 day period.
  - Receive \$10 override for every recruit that has not been promoted to Manager Level (made 5 sales and recruited 2 people). This override includes your personal sales, therefore
  - Your commission on YOUR personal sales will increase to \$70.00



# Digital Video Magazine



John qualifies to move to manager level. He will receive \$10 overrides from his recruits until they qualify for managers level. John's commission goes to \$70.00 per sale.



## Digital Video Magazine

- Continued Manager Level – Positioning yourself for growth.
  - Create your initial “home” management cluster. How?
    - Recruit and develop 10 managers (those who have made 5 personal sales and recruited 2 sales warriors in a 30 day period)
    - Triplicate this home cluster



# Digital Video Magazine

Abena

Creates her manager's level "home" cluster. Is now prepared to triplicate this cluster to move to manager's level



Abena positions herself to move by creating 10 managers from her many recruits to form her "home" cluster. She'll then need to triplicate this.



## Digital Video Magazine

- Regional Level – Must have developed 4 groups of 10 qualified at manager level.
  - Achieve Regional Level and you will receive \$5 overrides on all DVM sales in your organization for as long as you are active.
  - Achieve Regional Level within any 6 month period and you'll receive \$5 per sale retroactively for that 6 month period plus the continual monthly bonus of \$5 for each sale in your organization.
- Opportunity for Ownership
  - Develop 2 recruits who qualify for regional level and YOU qualify for cash or stock incentives to begin to own the company.

Barry

## Regional Level

Barry has achieved SW Regional Level with **40 Managers**. He now receives monthly overrides of \$5 for all sales made in his organization

10 Managers  
Home Cluster

10 Managers

10 Managers

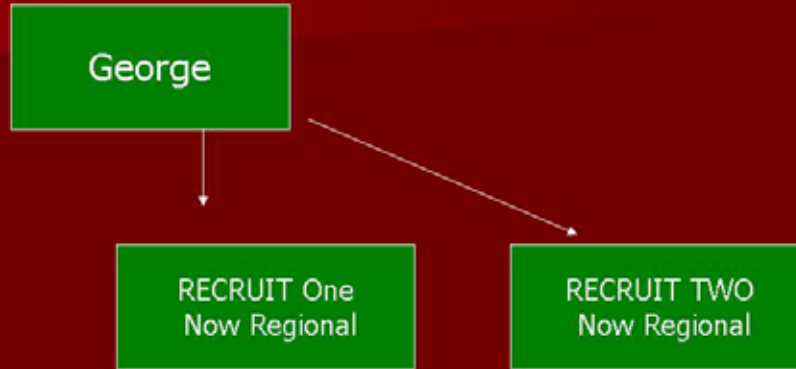
10 Managers

Retroactive Bonus. Achieve Regional Level Status.





## Ownership in the Company or Take the Cash



George develops 2 recruits to the regional level. He is now ready to receive cash or stock in the company – Digital Video Magazine, LLC