

# TVCTODAY

www.tvcmatrix.com

July 2010



This is the last opportunity you'll need to take advantage of ever again.

## GREAT NEWS!!!

The national unemployment rate is at 9.6% with some states having an unemployment rate as high as 14.2%...That is 1 in 7 people who are out of a job. Fox News reported on 8/18/2010 that 1/3 of the people in the state of Washington are out of work and looking for work; or out of work and have stopped looking for work because they don't have any hope of finding a job!!! That means that every person you talk to either is in need of an opportunity or knows someone who needs a way to provide for their family. WHAT A WONDERFUL TIME TO BUILD YOUR BUSINESS AND TEACH OTHERS TO START THEIR OWN BUSINESS.

About three quarters of all US businesses are self-employed independent business owners. They are by far the largest providers of family sustaining incomes in the US. You have the ability to put any person needing money into their own business with no upfront cost, and the ability to earn a six figure income. At the same time, you are growing your business and can reap the rewards of their success.

If you build your organization to where it is making just ten 4885 first and last month sales per day, and you are qualifying for overrides, you would earn \$137.70 per day in overrides. That is \$2,983.50 per month, or \$35,802.00 per year. As your team grows, so does your income. If your team grows to 20 sales per day, that's \$71,604.00 in annual overrides ... 30 sales per day, \$107,406.00 in annual overrides. That's not counting any matrix income... any income from personal sales... any health bonus... any executive director bonus... or any renewal income, which is 80% of first year commissions. If you keep that same level of sales in your team (30 per day) for 5 years, then your residual income at the end of 5 years will be over \$450,000.00 per year, plus you will have another six figures in matrix and personal sales income, and you will probably have zeroed out your debit!!!

Every associate in TVC is a self-employed independent business owner. You own your own business, you control your own destiny. So you might want to ask yourself the following questions:

1. Where am I right now?
2. What are your income goals?
3. Where do you want to be 5 years from now?
4. Where do you want to be 10 years for now?

TVC can change every area of interest in your life. So look at the "Override Income Projections" to see what you need to do TODAY to reach YOUR goals.



## Company Records

### PRO-DRIVER

Most Team Apps in a Year  
**48,545**

Most Personal Apps in a Year  
**2,453**

in a Month  
**314**

in a Week  
**88**

in a Day  
**27**

Most Personal Apps in a Year  
by a Husband/Wife Team  
**2,351**

### MOTOR CLUB

Most Apps  
in a Month  
**21,415**

in a Week  
**5,011**

## What's Inside

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# Top Producers

# May

## EDIR Bonus

- PHP Benefits ● Tracy Lawson
- Tina Strange ● Elvia Eaton ● Molly Staples ● Sandra Cortez ● Terry Castaneda ● Michael Arch ● Elizabeth McKinney
- Koronda Lewis ● Norma Lozoya ● Lydia Walls ● Ana Serna ● Michelle Sharkey ● Jeffrey Nagel ● Ramiro Talavera ● Ken Hart ● Debi Tonkovich ● Donna Jackson ● Jacquelyn Woodruff
- Justin Coffee ● Al Lawson ● Tera Brooks ● Veronica Garza ● Wanda Hodges

## Total Team Builders\*

*\*any TVC Associate*

**(1st) Debi McLellan Tonkovich with 3,211 team sales**

- (2nd) NW Business Advisors
- (3rd) Al Lawson
- (4th) Donna Jackson
- (5th) Jacquelyn Woodruff

## Top NEW Team Builders\*

*\*with TVC under one year*

**(1st) Anthony Prano, with 212 team sales**

- (2nd) Jason Larkins
- (3rd) TAH LLC
- (4th) Randall Hnot
- (5th) Bruce Dorbeck

## Top Team Builders\*

*\*with TVC under two years*

**(1st) Anthony Prano, with 212 team sales**

- (2nd) Jason Larkins
- (3rd) TAH LLC
- (4th) Randall Hnot
- (5th) Bruce Dorbeck

## Top Team Builders\*

*\*with TVC under three years*

**(1st) Anthony Prano, with 212 team sales**

- (2nd) Michael Arch
- (3rd) Jason Larkins
- (4th) TAH LLC
- (5th) Randall Hnot

## Insurance Bonus Winners\*

**\$600 Bonus**

PHP Benefits

## \$525 Bonus

Tracy Lawson

## \$480 Bonus

- Tina Strange ● Sandra Cortez
- Elvia Eaton ● Molly Staples ● Terry Castaneda

## \$380 Bonus

- Michael Arch ● Elizabeth McKinney ● Koronda Lewis
- Norma Lozoya

## \$213 Bonus

- Lydia Walls ● Ana Serna ● Michelle Sharkey ● Jeffrey Nagel ● Ramiro Talavera ● Ken Hart ● Marisa Fife
- Anthony Prano ● Douglas McLean ● Michelle Phelps ● Rose Dobran ● Tamara Glenn

## \$100 Bonus

- Carmelo Rodriguez ● Byron Fuller
- Juan Aguayo ● Douglas Prentice
- Jenny Toulouse ● Melinda Hatherley ● Trina Cooper ● Danielle Dossett ● Bennie Rodriguez ● Stven Crist ● Deborah Temple ● Maria Vargas ● Leslie Kerr ● Manuel Balderas ● Dean Allender

*\*Winners must meet Insurance Bonus qualifications to receive the bonus.*

## Top Weekly

### Truck Stop Sales

**Week of 04/25/10**

**(1st) Tina Strange (50)**

- (2nd) Molly Staples
- (3rd) Sandra Cortez & Tracy Lawson
- (4th) Douglas Prentice
- (5th) Ana Serna & Jeffrey Nagel & Terry Castaneda

**Week of 05/02/10**

**(1st) Sandra Cortez & Tina Strange (34)**

- (2nd) Terry Castaneda
- (3rd) Tracy Lawson
- (4th) Marisa Fife
- (5th) Elvia Eaton

**Week of 05/09/10**

**(1st) Tracy Lawson (50)**

- (2nd) Terry Castaneda

(3rd) Molly Staples & Sandra Cortez

(4th) Elvia Eaton & Tina Strange

(5th) Koronda Lewis & Lydia Walls

## Week of 05/16/10

**(1st) Tracy Lawson (60)**

- (2nd) Lydia Walls
- (3rd) Tina Strange
- (4th) Norma Lozoya
- (5th) Tara Jones

## Week of 05/23/10

**(1st) Trina Cooper (50)**

- (2nd) Elvia Eaton
- (3rd) Tracy Lawson
- (4th) Ken Hart
- (5th) Elizabeth McKinney

## Top Monthly Producers

### Top Pro-Driver

### Outside Sales

**(1st) PHP Benefits (384)**

- (2nd) Tracy Lawson
- (3rd) Tina Strange
- (4th) Elvia Eaton
- (5th) Molly Staples

### Top Total

### Truck Stop Sales

**(1st) Tracy Lawson (192)**

- (2nd) Tina Strange
- (3rd) Elvia Eaton
- (4th) Molly Staples
- (5th) Sandra Cortez

### Top SBCA Sales

**PHP Benefits & Bob O'Brien**

### Top Motor Club Sales

**PHP Benefits (192)**

### Top Pro-Driver Sales

**PHP Benefits (384)**

### Top Home Office Sales

**Bob O'Brien (136)**

### Top States

**(1st) Oklahoma (1129)**

- (2nd) Texas ● (3rd) Ohio ● (4th) California ● (5th) Michigan ● (6th) Georgia ● (7th) Arkansas ● (8th) Tennessee ● (9th) Oregon ● (10th) Mississippi

# Top Producers

## EDIR Bonus

- PHP Benefits ● Tracy Lawson  
● Sandra Cortez ● Tina Strange ● Elizabeth McKinney  
● Koronda Lewis ● Melinda Hatherley ● Jeffrey Nagel ● Terry Castaneda ● Elvia Eaton  
● Michelle Phelps ● Douglas McLean ● Tamara Glenn  
● Michael Arch ● Norma Lozoya  
● Rose Dobran ● Ana Serna ● Tara Jones ● Anthony Prano ● Maria Vargas ● Debi Tonkovich ● Donna Jackson ● Jacquelyn Woodruff  
● Justin Coffee ● Michelle Sharkey  
● Al Lawson ● Veronica Garza  
● Wanda Hodges

## Total Team Builders\*

*\*any TVC Associate*

- (1st) Debi McLellan Tonkovich with 3,270 team sales**  
(2nd) NW Business Advisors  
(3rd) Al Lawson  
(4th) Donna Jackson  
(5th) Jacquelyn Woodruff

## Top NEW Team Builders\*

*\*with TVC under one year*

- (1st) TAH LLC, with 261 team sales**  
(2nd) Anthony Prano  
(3rd) Randall Hnot  
(4th) Bruce Dorbeck  
(5th) Tamara Glenn

## Top Team Builders\*

*\*with TVC under two years*

- (1st) TAH LLC, with 261 team sales**  
(2nd) Anthony Prano  
(3rd) Randall Hnot  
(4th) Michael Arch  
(5th) Bruce Dorbeck

## Top Team Builders\*

*\*with TVC under three years*

- (1st) TAH LLC, with 261 team sales**  
(2nd) Anthony Prano  
(3rd) Randall Hnot  
(4th) Michael Arch  
(5th) Bruce Dorbeck

## Insurance Bonus Winners\*

**\$600 Bonus**

PHP Benefits

**\$525 Bonus**

Tracy Lawson

**\$480 Bonus**

Sandra Cortez ● Tina Strange  
● Elizabeth McKinney ● Koronda Lewis ● Melinda Hatherley ● Jeffrey Nagel ● Terry Castaneda ● Elvia Eaton ● Michelle Phelps

**\$380 Bonus**

Douglas McLean ● Tamara Glenn  
● Michael Arch ● Norma Lozoya

**\$213 Bonus**

Rose Dobran ● Ana Serna ● Tara Jones ● Anthony Prano ● Maria Vargas ● Marisa Fife ● Molly Staples  
● Danielle Dossett ● Deborah Temple ● Byron Fuller ● Ramiro Talavera

**\$100 Bonus**

Trina Cooper ● Bennie Rodriguez  
● Talisa Tenorio ● Ashley Hall  
● Stephanie Lynn ● Gabriel Lozoya  
● Jenny Toulouse ● Richard Bradshaw ● Wanda Hodges  
● Darrell Caldwell ● Manuel Balderas ● Carmelo Rodriguez  
● Leslie Kerr

*\*Winners must meet Insurance Bonus qualifications to receive the bonus.*

## Top Weekly

### Truck Stop Sales

**Week of 05/30/10**

- (1st) Tracy Lawson (60)**  
(2nd) Doug McLean  
(3rd) Anthony Prano  
(4th) Trina Cooper  
(5th) Melinda Hatherley

**Week of 06/06/10**

- (1st) Terry Castaneda & Koronda Lewis & Tracy Lawson (40)**  
(2nd) Sandra Cortez  
(3rd) Melinda Hatherley  
(4th) Rose Dobran  
(5th) Jeffrey Nagel

# June

**Week of 06/13/10**

- (1st) Tracy Lawson (56)**  
(2nd) Tina Strange & Sandra Cortez  
(3rd) Elvia Eaton  
(4th) Jeffrey Nagel  
(5th) Koronda Lewis, Michelle Phelps & Elizabeth McKinney

**Week of 06/20/10**

- (1st) Tracy Lawson (40)**  
(2nd) Sandra Cortez  
(3rd) Tina Strange  
(4th) Elvia Eaton  
(5th) Elizabeth McKinney

## Top Monthly Producers

### Top Pro-Driver

### Outside Sales

- (1st) PHP Benefits (423)**  
(2nd) Tracy Lawson  
(3rd) Sandra Cortez  
(4th) Tina Strange  
(5th) Elizabeth McKinney & Koronda Lewis

### Top Total

### Truck Stop Sales

- (1st) Tracy Lawson (226)**  
(2nd) Sandra Cortez  
(3rd) Tina Strange  
(4th) Elizabeth McKinney & Koronda Lewis  
(5th) Melinda Hatherley

### Top SBCA Sales

**PHP Benefits (9)**

### Top Motor Club Sales

**PHP Benefits (212)**

### Top Pro-Driver Sales

**PHP Benefits (423)**

### Top Home Office Sales

**Bob O'Brien (144)**

### Top States

- (1) Oklahoma (1304)**  
(2) Texas ● (3) Ohio ● (4) California  
● (5) Michigan ● (6) Georgia ● (7)  
Arkansas ● (8) Tennessee ● (9)  
Oregon ● (10) Mississippi

# Top Producers

# July

## EDIR Bonus

- PHP Benefits • Sandra Cortez • Tracy Lawson • Tina Strange • Elvia Eaton • Elizabeth McKinney • Byron Fuller
- Michelle Phelps • Jeffrey Nagel
  - Ashley Hall • Mark Hatchell
  - Anthony Prano • Melinda Hatherley • Michael Arch • Terry Castaneda • Douglas McLean
  - Norma Lozoya • Danielle Dossett
  - Debi Tonkovich • Donna Jackson • Jacquelyn Woodruff • Justin Coffee • Michelle Sharkey • Al Lawson • Veronica Garza
  - Wanda Hodges

## Total Team Builders\*

*\*any TVC Associate*

- (1st) Debi McLellan Tonkovich with 3,209 team sales**  
(2nd) NW Business Advisors  
(3rd) Al Lawson  
(4th) Donna Jackson  
(5th) Jacquelyn Woodruff

## Top NEW Team Builders\*

*\*with TVC under one year*

- (1st) Anthony Prano, with 209 team sales**  
(2nd) TAH LLC  
(3rd) Randall Hnot  
(4th) Ashley Hall  
(5th) Jeffrey Nagel

## Top Team Builders\*

*\*with TVC under two years*

- (1st) Anthony Prano, with 209 team sales**  
(2nd) TAH LLC  
(3rd) Michael Arch  
(4th) Randall Hnot  
(5th) Ashley Hall

## Top Team Builders\*

*\*with TVC under three years*

- (1st) Anthony Prano, with 209 team sales**  
(2nd) TAH LLC  
(3rd) Michael Arch  
(4th) Randall Hnot  
(5th) Ashley Hall

## Insurance Bonus Winners\*

**\$600 Bonus**

PHP Benefits

**\$480 Bonus**

- Sandra Cortez • Tracy Lawson  
• Tina Strange • Elvia Eaton  
• Elizabeth McKinney • Byron Fuller  
• Michelle Phelps • Jeffrey Nagel

**\$380 Bonus**

Ashely Hall • Mark Hatchell

**\$213 Bonus**

- Anthony Prano • Melinda Hatherley • Michael Arch • Terry Castaneda • Douglas McLean  
• Norma Lozoya • Danielle Dossett  
• Marisa Fife • Molly Staples  
• Koronda Lewis • Leslie Kerr  
• Bennie Rodriguez

**\$100 Bonus**

- Dean Allender • Lydia Walls • Ana Serna • Richard Bradshaw  
• Connie Cruz • Tara Jones  
• Ramiro Talavera • Jenny Toulouse • Kathy Balicki • Wanda Hodges • Mark Johnson • Carmelo Rodriguez • Stephanie Lynn  
• Sarah Justice

*\*Winners must meet Insurance Bonus qualifications to receive the bonus.*

## Top Weekly

### Truck Stop Sales

**Week of 06/27/10**

- (1st) Tracy Lawson (36)**  
(2nd) Sandra Cortez, Michelle Phelps & Danielle Dossett  
(3rd) Richard Bradshaw  
(4th) Norma Lozoya  
(5th) Tina Strange

**Week of 07/04/10**

- (1st) Byron Fuller & Tina Strange (34)**  
(2nd) Tracy Lawson  
(3rd) Elizabeth McKinney  
(4th) Mark Hatchell & Jeffrey Nagel  
(5th) Darrell Caldwell & Michelle Phelps

## Week of 07/11/10

- (1st) Tracy Lawson (42)**  
(2nd) Elvia Eaton  
(3rd) Tina Strange  
(4th) Elizabeth McKinney  
(5th) Danielle Dossett

## Week of 07/18/10

- (1st) Sandra Cortez (52)**  
(2nd) Ashley Hall & Elvia Eaton  
(3rd) Jeffrey Nagel  
(4th) Tracy Lawson & Tamara Glenn  
(5th) Michelle Phelps & Tina Strange

## Top Monthly Producers

### Top Pro-Driver

### Outside Sales

- (1st) PHP Benefits (428)**  
(2nd) Sandra Cortez  
(3rd) Tracy Lawson & Tina Strange  
(4th) Elvia Eaton  
(5th) Elizabeth McKinney

### Top Total

### Truck Stop Sales

- (1st) Sandra Cortez (152)**  
(2nd) Tracy Lawson & Tina Strange  
(3rd) Elvia Eaton  
(4th) Elizabeth McKinney  
(5th) Byron Fuller & Michelle Phelps

### Top Pro-Driver Sales

**PHP Benefits (428)**

### Top Home Office Sales

**Bob O'Brien (149)**

### Top States

- (1st) Oklahoma (1266)**  
(2nd) Texas • (3rd) Michigan  
• (4th) Ohio • (5th) California •  
(6th) Tennessee • (7th) Georgia •  
(8th) Arkansas • (9th)  
Pennsylvania • (10th) Oregon



## Club Winners

# May

Weekly App Club  
(actual apps, not count)

**60 Club**  
PHP Benefits

**50 Club**  
PHP Benefits

**40 Club**  
PHP Benefits

**30 Club**  
PHP Benefits • Tracy Lawson

**20 Club**  
Tina Strange • Molly Sammons • Bob O'Brien  
• Tracy Lawson • Lydia Walls • Trina Cooper •  
Elvia Eaton

**15 Club**  
Bob O'Brien • Sandra Cortez • Tracy Lawson •  
Douglas Prentice • Tina Strange • Terry  
Castaneda • Dee Merit • Marisa Fife • Molly  
Sammons • Elvia Eaton • Norma Lozoya • Tara  
Jones

# June

Weekly App Club  
(actual apps, not count)

**50 Club**  
PHP Benefits

**40 Club**  
PHP Benefits

**30 Club**  
Tracy Lawson

**20 Club**  
Terry Castaneda • Koronda Lewis •  
Tracy Lawson • Tina Strange • Sandra Cortez

**15 Club**  
Dee Merit • Douglas McLean • Anthony Prano  
• Trina Cooper • Melinda Hatherley • Elizabeth  
McKinney • Sandra Cortez • Bob O'Brien •  
Rose Dobran • Jeffrey Nagel • Elvia Eaton •  
Koronda Lewis • Michelle Phelps • Tina Strange  
• Elvia Eaton

# July

Weekly App Club  
(actual apps, not count)

**50 Club**  
PHP Benefits

**40 Club**  
PHP Benefits

**20 Club**  
Tracy Lawson • Elvia Eaton •  
Sandra Cortez • Bob O'Brien

**15 Club**  
Tracy Lawson • Sandra Cortez • Michelle Phelps •  
Danielle Dossett • Bob O'Brien • Byron Fuller • Tina  
Strange • Elizabeth McKinney • Dee Merit • Ashley Hall •  
Elvia Eaton • Jeffrey Nagel • Tamara Glenn

# UNDERSTAND YOUR BONUSES TO EARN ADDITIONAL INCOME!

It's easy to earn extra income each month. Read below for an overview of just some of the bonuses you can earn. Talk to your upline, or review "Understanding Your Marketing Plan" in the Sales Training Manual for more bonuses and details about qualifying.

## Health Bonus\*

To qualify for the health bonus you must have an ACTIVE SBCA MEMBERSHIP with an on-going method of payment worth \$42.90 or greater. Once you qualify, the Health Bonus is strictly based on personal sales count each month. (The following indicates potential Health Bonus based on sales of 4885 Pro-Driver memberships with on-going pay.)

<b>\$100</b>	= 22.5 Apps/Month (Avg. 5.6 Apps/Week)
<b>\$213</b>	= 32.5 Apps/Month (Avg. 8.1 Apps/Week)
<b>\$380</b>	= 42.5 Apps/Month (Avg. 10.6 Apps/Week)
<b>\$480</b>	= 52.5 Apps/Month (Avg. 13.1 Apps/Week)
<b>\$525</b>	= 95 Apps/Month (Avg. 23.75 Apps/Week)
<b>\$600</b>	= 125 Apps/Month (Avg. 31.25 Apps/Week)

## Executive Director (EDIR) Bonus

To qualify for the Executive Director Bonus, you must have 36 PGV the previous month and you must have 75 personal Pro-Driver or SBCA sales with on-going payment method in the previous month or have a team of three first-level legs that produce 25 Pro-Driver or SBCA sales with on-going payment method per leg in the previous month. (One leg cannot count for more than 25 Pro-Driver or SBCA sales to qualify.)

The following month, you will receive an additional \$5.00 on all personal Pro-Driver or SBCA sales with an on-going payment method and on all team Pro-Driver or SBCA sales with an on-going payment method, made that following month, down to the next Executive Director Bonus Qualifier. At that point, you receive \$2.50 on all Pro-Driver or SBCA sales with an on-going payment method down to the second Executive Director Bonus Qualifier; \$1.50 down to the third Executive Director Bonus Qualifier and \$1.00 per Pro-Driver or SBCA sale with on-going payment method down to the fourth Executive Director Bonus Qualifier in your downline.

## Cash Winner Bonus

The amount of cash you earn for each sale with on-going payment increases the more sales you make each week. For example, when you sell 4885 ProDriver memberships, you could earn: from \$82.78 to \$112.78 per sale. The difference between the base commission and the commission you are paid as the result of your sales count is your Cash Winner Bonus.

4885 Applications: Commission Advance PER SALE	
1 .....	\$82.78
4 .....	\$87.78
5 .....	\$90.28
6 .....	\$92.78
8 .....	\$97.78
10 .....	\$102.78
15 .....	\$112.78

**All Bonuses are based on commissionable and processable sales with on-going payment method. Refer to your training manual for details.**

# EARN \$8,000 A MONTH!

You can earn \$8,000 a month by selling just 15 TVC 4885 Pro-Driver memberships each week! Here's how it works: Each TVC 4885 Pro-Driver Plan sale counts for two sales toward bonus.

15 - 4885 sales (paid advance) + the same 15 - 4885 sales (paid through matrix) = \$112.80 per sale (paid at the 15 app level) or \$1,691.70 per week, \$6,766.80 per month (the first month).

In the 2nd and consecutive months, you could earn:

Sales Commissions .....	\$6,766.80
Plus, Insurance Bonus paid for 120 (105 to qualify) sales prev. month = .....	\$480.00
Plus, EDIR Bonus ( <i>qualified prev. month</i> ) paid \$5 ea. on 60 sales current month = .....	\$300.00
<b>Subtotal = .....</b>	<b>\$7,546.80</b>

Plus, in a year or so, you could be qualifying for as much as \$800 in reward income each month.

Subtotal = .....	\$7,546.80
<b>Matrix Reward Income = .....</b>	<b>\$800.00</b>
<b>TOTAL = .....</b>	<b>\$8,346.80</b>

So aim high, and set your goal to at least fifteen (15) 4885 Pro-Driver sales each week.