

2019 TRAINING TOP 125

**Incentive Bonus for Gold and Silver Packages**

The incentive bonus is based on your % rank improvement, with special incentives for top 10, top 5 or #1 placement.

Here’s how the bonus works (see examples below):

- A. If your rank improves: Bonus A = \$3,500 multiplied by your % rank gain over previous year  
Here’s the math:  $\$3,500 \times ((2019 \text{ rank} - 2018 \text{ rank}) / 2018 \text{ rank}) \times -1$
- B. If you rank in the top 10: Bonus A plus \$1,750
- C. If you rank in the top 5: Bonus A plus \$2,250
- D. If you rank #1: Bonus A plus \$3,500
- E. If your rank does not improve: *no bonus*

Here are some examples, based on actual coaching client successes:

2017 Rank	2018 Rank	% Gain	Bonus A (% x \$3,500)		Top 10 Bonus	Top 5 Bonus	#1 Bonus	Total Bonus
23	7	70%	\$2,435	+	\$1,750			\$4,185
41	3	93%	\$3,244	+		\$2,250		\$5,494
3	1	67%	\$2,333	+			\$3,500	\$5,833
101	19	81%	\$2,842					\$2,842
34	25	26%	\$926					\$ 926

P.S. In addition to my money-back guarantee, detailed below, if both your 2019 rank AND your *qualitative* score are worse than last year (it’s possible to have a higher score but not improve your rank), and you feel it was *because of my coaching*, I will refund you \$1,000.

**Money-back Guarantee:**

I’m so confident you’ll feel your purchase is a wise investment that I offer these money-back guarantees.

- **Gold/Silver level packages:** If after the initial coaching session you are not completely satisfied, I will fully refund your money, with all resources yours to keep. No questions asked. You may request your refund within 48 hours of the coaching session.
- **Bronze level package:** If you are not satisfied for any reason, just ask for a full refund, no questions asked, and keep the resources. This guarantee is good for one full year.

Deb Arnold, Ink. does not guarantee that this package will improve your Training Top 125 ranking. Any number of factors will impact your final standing, including the relative strength of other applicants and, of course, whether you have the right stuff. However, all of the package resources provide solid advice and insights that should serve you well, not just for Training Top 125 but for other awards, too.