

COMPENSATION PLAN “*cheat sheet*”



types of ORDERS/ACCOUNTS

PREFERRED *customer*

Placed an auto-ship order at some point in time

Receives 20% discount on purchases and special perks and incentives throughout the year

1,2, Free-Qualifies for free shipping after 2nd consecutive auto-ship order

Enrolling Advocate receives Enhanced Commissions, Enroller Bonus, and Level Bonuses on Preferred Customer orders

RETAIL *customer*

Only placed one-time orders (no auto-ship ever)

Pays full retail price

Enrolling Advocate receives Retail Commissions, Enhanced Commissions, and Level Bonuses on Retail Customer orders

ADVOCATE

Purchased one of our Enrollment Kits

Receives 20% discount and Enhanced Commissions on personal purchases

Can earn commission on personal and team sales when Active with minimum of 150PQV monthly.

types of VOLUME

QUALIFYING VOLUME (*QV*)

QV includes both PQV and TGQV:
Typically corresponds to **RETAIL PRICING** and counts for **RANK** and **ADVOCATE STATUS**

BONUS VOLUME (*BV*)

BV is what commissions are calculated on and typically corresponds to **PREFERRED CUSTOMER PRICING**

PERSONAL QUALIFYING VOLUME (*PQV*)

Generated from your orders & your personal customers' orders

Counts for Advocate Active Status (150PQV or more) and some commission eligibility

TOTAL GROUP QUALIFYING VOLUME (*TGQV*)

Generated from your whole team's combined PQVs

Counts for Rank



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types of COMMISSION EARNED IN THE MARKETING AND TEAM BUILDING PHASES

RETAIL SALES <i>commission</i>	ENHANCED <i>commission</i>	ENROLLER <i>bonus</i>	LEVEL <i>bonus</i>	TEAM BUILDER <i>bonus</i>
Paid on the purchase price of an order (before taxes & shipping)	Paid on the purchase price of an order (before taxes & shipping)	Paid on the BV of an order	Paid on the BV of an order	Once in a Lifetime Bonus paid out over 2-5 consecutive months when an Advocate promotes to a new rank for the 1st time (and maintains rank)
Paid on all personal Retail customer sales	Paid on personal purchases, and personally enrolled PC & Retail orders			
Ranges between 20%-30% based on PQV threshold reached by end of month	Ranges between 3%-18% based on PQV threshold reached by end of month	All Active Advocates receive 6% Enroller Bonus on all personally enrolled PCs and Advocates (E1)	All Active Advocates receive 4% on all Advocates and all Customers on Level 1 (L1)	
		Team Leaders and above receive 4% Enroller Bonus on all PCs and Advocates who are personally enrolled by an Advocate he/she personally enrolled (E2)	As Advocates advance in rank, they receive 4-6% up to 5 levels deep	Range from \$250-\$1000 in the Marketing and Team Building Phases of the Comp. Plan (STL-Director)
Initial 20% is paid in weekly commissions			Level bonus pays out based on placement location in Unilevel Tree	
Additional 5% or 10% paid in monthly commissions based on total PQV threshold achieved at month end	Paid in monthly commissions	Paid in monthly commissions	Paid in monthly commissions	Paid in monthly commissions

In addition to above, one-time “Team Building Bonuses” are paid as follows:
 Enroll a new Advocate with a Core Kit and earn a one time \$90 bonus.
 Enroll a new Advocate with a Core Runners Kit and earn a one time \$150 bonus.
 Paid in Weekly Commissions