



# 1 PERSONAL RETAIL SALES PROFITS

PERSONAL SALES PROFIT	MONTHLY POWER SELLING BONUSES	CONSISTENCY BONUS
25% once promoted to Outfitter	5% Sales Bonus with \$3,000+	5% Bonus with \$750+ for 3 consecutive months
20% for Outfitter in Training	2.5% Sales Bonus with \$1,750+	

## CAREER & COMPENSATION PLAN

# 2 TEAM SALES COMMISSIONS

# 3

## PROMOTION BONUSES

TITLE	Monthly Retail Requirements				or Title Maintenance (GRS)	Commission Payouts(CV)												Paid after 2 or 3 Consecutive Months at New Earned Title
	Personal Sales (PRS)	Consistency Bonus	Group Sales (GRS)	and Group Structure		Sponsoring Bonus	L1	L2	L3	L4	L5	L6	Gen1	Gen2	Gen3	Gen4		
Outfitter in Training	\$1,000 lifetime*																	
Outfitter	\$500					3%	3%											
Star Outfitter (SOF)	\$500		\$1,500	1 Qualified Leg (QL)		3%	3%	2%										\$100 Product Credit <sub>2</sub>
Senior Outfitter (SO)	\$500		\$2,500	2 Qualified Legs (QLs)		3%	4%	2%	1%									\$250 Cash <sub>2</sub>
Outfitter Leader (OL)	\$750	●	\$7,500	4 QLs with 1 Star Outfitter QL	\$10,000	4%	4%	4%	2%			0.5%						\$500 <sub>2</sub>
Sr. Outfitter Leader (SOL)	\$750	●	\$15,000	6 QLs with 2 Senior Outfitter QLs	\$20,000	4%	4%	5%	3%			1%						\$1000 <sub>2</sub>
Outfitter Manager (OM)	\$1,000	●	\$30,000	8 QLs with 1 OL, 2 SO QLs	\$40,000	4%	5%	5%	3%	1%		1%	0.5%					\$2,500 <sub>3</sub>
Sr. Outfitter Manager (SOM)	\$1,000	●	\$60,000	10 QLs with 1 SOL, 2 OL QLs	\$75,000	4%	5%	5%	3%	2%		1%	1%	0.5%				\$5,000 <sub>3</sub>
Outfitter Director	\$1,000	●	\$110,000	10 QLs with 1 OM, 1 SOL, 1 OL QLs	\$135,000	5%	5%	5%	3%	2%	1%	1.5%	1.5%	0.5%				\$10,000 <sub>3</sub>
Sr. Outfitter Director	\$1,000	●	\$220,000	10 QLs with 2 OM, 1 SOL QLs	\$275,000	5%	5%	5%	3%	2%	1%	1%	1.5%	1.5%	1%	1%		\$15,000 <sub>3</sub>
Exec. Outfitter Director	\$1,000	●	\$425,000	10 QLs with 1 SOM, 2 OM QLs	\$500,000	5%	5%	5%	3%	3%	2%	2%	2%	2%	1.5%	1.5%		\$25,000 <sub>3</sub>

### Key Terms:

\* Once a new consultant submits \$1,000 in personal sales they may promote to a higher title.

PRS: Personal Retail Sales ● GRS: Group Retail Sales on Levels 1 through 6

Leg: Your first line of Outfitters and her entire team. When you personally sponsor you add a new leg.

QL: Qualified Leg contains one or more Outfitters from any level who qualify with at least \$500 retail sales during month.

Title Maintenance: To hold paid as title you can qualify with Maintenance Group Sales instead of Group Structure

Sponsoring Bonus: Commission based on commissionable volume for Outfitters you personally sponsor

L1-6: Level 1 is your first line reporting to you, Level 2 reports directly to your Level 1, and so on.

Gen1-4: A Generation begins with a paid as OL and includes everyone in that line until the next OL is reached.

CV: Commissionable Volume = 70% of your Personal Retail Sales (0.7 x PRS)

Promotion Bonuses: Once in a lifetime bonus as you achieve and hold that new title based on Group Sales and

Structure for 2 or 3 consecutive months