



CAREER & COMPENSATION PLAN

1 PERSONAL RETAIL SALES PROFITS

PERSONAL SALES PROFIT	MONTHLY POWER SELLING BONUSES
25% once promoted to Outfitter	10% Sales Bonus with \$3,000+
20% for Outfitter in Training	7.5% Sales Bonus with \$1,750+
	5% Sales Bonus with \$750+

* The bonuses are progressive, not cumulative.

3 PROMOTION BONUSES

2 TEAM SALES COMMISSIONS

TITLE	Monthly Retail Requirements				Sponsoring Bonus	Commission Payouts(CV)										Paid after 2 or 3 Consecutive Months at New Earned Title		
	Personal Sales (PRS)	Group Sales (GRS)	and Group Structure	or Title Maintenance (GRS)		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 2
Senior Outfitter (SO)	\$500	\$2,500	2 Qualified Legs (QLs)		3%	4%	2%	1%										\$250 Cash 2
Outfitter Leader (OL)	\$750	\$7,500	4 QLs with 1 Star Outfitter QL	\$10,000	4%	4%	4%	2%				0.5%						\$500 2
Sr. Outfitter Leader (SOL)	\$750	\$15,000	5 QLs with 2 Senior Outfitter QLs	\$20,000	4%	4%	5%	3%				1%						\$1000 2
Outfitter Manager (OM)	\$750	\$30,000	6 QLs with 1 OL, 2 SO QLs	\$40,000	4%	5%	5%	3%	1%			1%	0.5%					\$2,500 3
Sr. Outfitter Manager (SOM)	\$750	\$60,000	8 QLs with 1 SOL, 2 OL QLs	\$75,000	4%	5%	5%	3%	2%			1%	1%	0.5%				\$5,000 3
Outfitter Director	\$750	\$110,000	8 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 3
Sr. Outfitter Director	\$750	\$220,000	8 QLs with 2 OM, 1 SOL QLs	\$275,000	5%	5%	5%	3%	2%	1%	1%	1.5%	1.5%	1%	1%			\$15,000 3
Exec. Outfitter Director	\$750	\$425,000	8 QLs with 1 SOM, 2 OM QLs	\$500,000	5%	5%	5%	3%	3%	2%	2%	2%	2%	1.5%	1.5%			\$25,000 3

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

Effective 4/1/2019