

COMPENSATION PLAN AT A GLANCE



MARKETING PHASE				DEVELOPMENT PHASE				LEADERSHIP PHASE					DIRECTORSHIP PHASE				
Stylist (S)	Qualified Stylist (QS)	Bronze Stylist (BS)	Silver Stylist (SS)	Gold Stylist (GS)	Platinum Stylist (PS)	Bronze Leader (BL)	Silver Leader (SL)	Gold Leader (GL)	Platinum Leader (PL)	Silver Executive (SE)	Gold Executive (GE)	Platinum Executive (PE)	Topaz National (TN)	Sapphire National (SN)	Ruby National (RN)	Emerald National (EN)	Diamond National (DN)
RANK QUALIFICATION REQUIREMENTS																	
up to 149 PV	150 PV	300 PV 700 GV	300 PV 1,000 GV	300 PV 1,500 GV 1 QS Leg or above	300 PV 2,500 Capped GV 2 BS Legs or above	300 PV 4,500 Capped GV 1 GS Leg or above + 2 BS Legs or above	300 PV 8,500 Capped GV 1 PS Leg or above + 2 BS Legs or above	300 PV 15,000 Capped GV 1 BL Leg or above + 2 SS Legs or above	300 PV 25,000 Capped GV 1 SL Leg or above + 2 GS Legs or above + 1 BS Leg or above	300 PV 50,000 Capped GV 1 GL Leg or above + 2 PS Legs or above + 1 SS Leg or above	300 PV 100,000 Capped GV 1 PL Leg or above + 2 BL Legs or above + 1 GS Leg or above	300 PV 200,000 Capped GV 1 SE Leg or above + 2 SL Legs or above + 1 PE Leg or above	300 PV 400,000 Capped GV 1 GE Leg or above + 2 GL Legs or above + 1 BL Leg or above	300 PV 750,000 Capped GV 1 PE Leg or above + 2 PL Legs or above + 1 BL Leg or above	300 PV 1,500,000 Capped GV 1 TN Leg or above + 2 SE Legs or above + 1 BL Leg or above	300 PV 3,000,000 Capped GV 1 RN Leg or above + 2 GE Legs or above + 1 BL Leg or above	300 PV 6,000,000 Capped GV 1 EN Leg or above + 2 PE Legs or above + 1 BL Leg or above
RETAIL COMMISSIONS (BASE + ENHANCED)																	
15%	20%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%	25%-35%
RANK PROMOTION BONUSES (ONE-TIME)																	
—	—	\$50 USD / \$65 CAD	\$100 USD / \$130 CAD	\$150 USD / \$190 CAD	\$250 USD / \$320 CAD*	\$400 USD / \$510 CAD*	\$600 USD / \$765 CAD**	—	—	—	—	—	—	—	—	—	—
LEVEL BONUSES																	
L1	—	2%	3%	4%	6%	7%	7%	7%	7%	7%	7%	8%	8%	8%	8%	8%	8%
L2	—	—	—	—	2%	4%	5%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%
L3	—	—	—	—	—	—	3%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%
L4	—	—	—	—	—	—	—	2%	3%	4%	4%	4%	4%	4%	4%	4%	4%
L5	—	—	—	—	—	—	—	—	2%	2%	3%	3%	3%	3%	3%	3%	3%
GENERATION BONUSES																	
G1	2%	3%	4%	4%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
G2	—	1%	2%	3%	3%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%
G3	—	—	1%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
G4	—	—	—	1%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
G5	—	—	—	—	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
BUILD WIDE BUILD SMART BONUS																	
		0.5%	0.75%	1%	1.25%	1.5%											

DEFINITIONS

PV (Personal Volume): The sum of the Stylist's personal purchases and their customers' purchases.

GV (Group Volume): The sum of the Stylist's PV and the PV of all Stylists in their downline team.

Level: The position a Stylist is in relative to another Stylist. For example, if Anna is Zoe's Sponsor, Zoe is a Level 1 (L1) Stylist for Anna.

Leg: A leg begins with a Level 1 Stylist and includes all of the Stylists underneath them.

Capped GV: The GV capped by the 50% Rule, where no more than 50% of Capped GV can come from one leg alone.

Generation: Generation 1 (G1) begins with the first Stylist with a Career Title of SL or above in each leg, and goes down to but does not include the next Stylist with a Career Title of SL or above.

Build Wide Build Smart Bonus: Additional Generation Bonuses paid on Stylists in the third largest leg by volume and beyond.

* Earn when you promote to these ranks and then maintain it as a Paid Rank for two consecutive monthly periods.

** When a Stylist earns the Silver Leader Rank Promo bonus, their first upline Career Title Gold Leader (or above) gets a \$300 USD / \$380 CAD bonus.

For details about the compensation plan, [view the full compensation plan document.](#)

For details on potential earnings, please view the [Income Disclosure Statement](#) in your Virtual Office or App.