

Compensation Plan



Sales Plan

Monthly Personal Sales	Commission Earned
\$0-\$499	25%
\$500-\$1,499	30%
\$1,500-\$2,999	35%
\$3,000+	40%

READY, SET, *gift* Fast Start Rewards Program

Milestone	Title	Sales Goal	Team Goal	Brand Affiliate Reward	Sponsor Affiliate Reward
1. Establish your customer base	BBA Bronze Brand Affiliate	\$300 PS	----	\$50 Product Credit	\$50 Product Credit
2. Start building your team	SBA Silver Brand Affiliate	\$350 PS	1 Personal BBA	\$75 Product Credit	\$75 Product Credit
3. Keep building your team + customer base	GBA Gold Brand Affiliate	\$400 PS	2 Personal BBAs	\$100 Cash	\$100 Cash

Team Plan

	Brand Affiliate				Leader			Director			Executive	
	Brand Affiliate	Bronze	Silver	Gold	Bronze	Silver	Gold	Bronze	Silver	Gold	Bronze	Silver
Abbr.	BA	BBA	SBA	GBA	BL	SL	GL	BD	SD	GD	BE	SE
Title Qualifications												
Personal Sales (PS)	----	\$300	\$350	\$400	\$500	\$600	\$700	\$700	\$700	\$700	\$700	\$700
Family Sales (FS)	----	----	----	----	\$2,500	\$4,000	\$7,000	\$7,000	\$7,000	\$7,000	\$7,000	\$7,000
Downline Sales (DS)	----	----	----	----	----	----	----	\$12,000	\$24,000	\$50,000	\$100,000	\$220,000
DS Max Rule	----	----	----	----	----	----	----	\$6,000	\$12,000	\$25,000	\$50,000	\$110,000
Lines	----	----	1 personal BBA	2 personal BBAs	3 personal BBAs	4 personal BBAs, 2 SBAs + Lines	4 personal BBAs, 2 GBAs + Lines	4 personal BBAs, 1 GBA + Line + 1 GL + Line	4 personal BBAs, 2 GLs + Lines	4 personal BBAs, 3 GLs + Lines	4 personal BBAs, 3 BDs + Lines, New Gen	4 personal BBAs, 3 SDs + Lines, New Gen
PS Commission	25%	25%	25%	25%	30%	30%	30%	30%	30%	30%	30%	30%
Sponsor Bonus on Family 1	----	4%	6%	8%	8%	8%	8%	8%	8%	8%	8%	8%
Family Bonus on CS												
Family 1	----	----	----	----	2%	3%	4%	4%	4%	4%	4%	4%
Family 2	----	----	----	----	2%	3%	4%	4%	4%	4%	4%	4%
Family 3	----	----	----	----	2%	3%	4%	4%	4%	4%	4%	4%
Generation Bonus												
Generation 1	----	----	----	----	----	----	----	2%	3%	4%	4%	4%
Generation 2	----	----	----	----	----	----	----	----	2%	3%	4%	4%
Generation 3	----	----	----	----	----	----	----	----	----	2%	3%	4%
Generation 4	----	----	----	----	----	----	----	----	----	----	2%	3%
Generation 5	----	----	----	----	----	----	----	----	----	----	----	2%

Gold Leader Achievement Bonus*

Month 1: \$300

Month 2: \$200

Compensation Plan



Qualification

Important Definitions

Personal Sales Volume (PS) - Your Total Qualifying Sales Volume (QS), placed personally and by your personally sponsored customers within the period.

Personal Sales Volume Capped (PSc) - For purposes of title requirements, no more than \$100 QS can come from your personal purchases towards the title requirement except when it is a purchase of an Enrollment Kit.

Family Sales Volume (FS) - The total Personal Sales Volume (PS) from you and your downline Brand Affiliates through three levels in depth.

Family - Brand Affiliates in your downline. Brand Affiliates you personally sponsor are your Family 1, Brand Affiliates sponsored by your Family 1 are your Family 2, and so on.

Line - Begins with a Family 1 Brand Affiliate and includes her entire downline.

Downline Sales Volume (DS) - Total Qualifying Sales Volume (QS) from you and your entire downline.

Downline Sales Max Volume Rule (MVR) - For purposes of title qualifications only, no more than a specified amount will be counted towards the DS requirement from the total QS from any single Line.

Paid-As Title - The title for which you qualify during the period.

Qualifying Sales (QS) - generally, \$1 USD = \$1 in Qualifying Sales.

Commission

Important Definitions

Brand Affiliate (BA) - Any person who has completed the agreement with Tate + Zoey to participate within the career path.

Active - A Brand Affiliate must maintain at least \$300 Personal Sales Volume Capped (PSc) to be considered Active for that period.

Commissionable Sales Volume (CS) - The volume on which commissions are paid. Used to calculate sponsor, family, and generation bonuses.

Family - Your downline 3 levels deep.

Generation - Group that starts with a Gold Leader or higher in your downline. Includes the Gold Leader and everyone below them, down to, but not including, the next Gold Leader or higher.

Generation Bonus - Commission paid on the CS from your downline generations when you are paid-as a Bronze Director or higher.

Sponsor Affiliate - The Brand Affiliate directly above you who personally sponsored you.

New 1st Generation Gold Leader (NewGenQ) - When you are a Bronze Executive or higher, you must have at least 1 new 1st generation Gold Leader every 12 months.

Personal BBA - Brand Affiliate that is personally sponsored by you.

Sponsor Bonus - Commission paid on the CS from your Level 1 Brand Affiliates.

Achievement Bonus - In the first month you qualify as Gold Leader or higher, you will receive a \$300 bonus. If you qualify as Gold Leader the following consecutive month, you will receive an additional \$200 bonus.

Ready, Set, Gift! (RSG) - Incentive period where a Brand Affiliate can earn product and/or cash bonuses by meeting sales and/or sponsoring goals. Includes the month new BA enrolls plus their first two full commissionable periods.

Ready, Set, Gift! Bonus - Product Credit or cash bonus earned by Brand Affiliates and their Sponsor Affiliates during the new enrollee's Ready, Set, Gift period.

