

SALES REWARDS

EARN 20-40% ON PERSONAL SALES

from your S&D Shop.

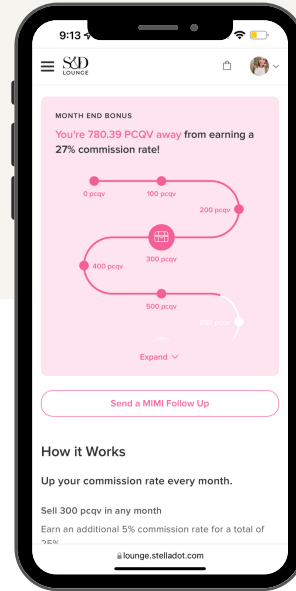
20% + 5-20%
WEEKLY MONTH-END BONUS

COMMISSION LEVEL	MONTHLY SALES (PCQV)	MONTH END BONUS
Certified	300	+5%
Bronze	500	+5%
Silver	1,000	+5%
Gold	1,500	+7%
Platinum	2,500	+10%
Ruby	5,000	+15%
Diamond	10,000	+20%

Earn Enroller bonuses based on the sales of Ambassadors you personally enroll and those they personally enroll

EXTRA \$90 Product Introductory Bonus (PIB)

If an Ambassador you personally enroll selects an optional Launch Success Kit, get an added bonus! The included products are what they need for the launch success plan shared in our text-based training.



Track your payout! The more you sell in a month, the higher your commission rate

KEY TERMS

Personal Customer Qualifying Volume (PCQV):
Each product is assigned a global qualifying points value. Ambassadors can view points by product in their S&D lounge catalog.

EVER Skincare, Stella & Dot Jewelry: \$1 US = 1 QV
Point Values for lower margin sales. \$1 US =

- .8 QV: Body, Bags, Apparel, Covet, Gift Cards
- .65 QV: Charity, Markdowns & select sales

Ambassadors qualify for a monthly commission rate based on their total month-end QV from customer sales, excluding tax, shipping, discounts and Host 70% Off Thank You Items.

Personal Customer Retail Volume (PCRV):
Commissions are paid in local currency on the Retail Volume of customer orders in both cash and product credit (PC) based on the use of Shop Offers and Loyalty Orders.

EARN 5-6% IN ENROLLER BONUSES

- 6% on Personally Enrolled
- 5% on Enrolled by Personally Enrolled

Bonuses are paid on the Wholesale Value (WV), 65%, of their customer sales & personal purchases.