Success Plan Overview

The Next Generation Income Opportunity...
Success Plan Overview

Success Plan explained…

• Definitions
• How do I qualify for the next step
• What do I do to maintain my status
• What is my central
• What commission will I get paid
• What are ‘Generations’
What is Network Marketing?

• QV (Qualifying Volume)
  Each Arbonne product carries a designated Qualifying Volume (ie points) that is used to calculate qualifications, management levels and maintenance. Starter kits, Business Aids and Sample Packs have no qualifying volume.

• PQV (Personal Qualifying Volume)
  The qualifying volume achieved personally by an Arbonne Independent Consultant in a calendar month, including qualifying volume from sales of registered clients and preferred clients. As well as sales and purchases under an Arbonne Independent Consultant's own Arbonne ID.

• RV (Retail Volume)
  Applies to the amount spent on items purchased at standard discount (ie 35% or 20% discount)

• OV (Override Volume)
  Override sales volume, on which product sales overrides are calculated, is 65% of RRP (Recommended Retail Price) exclusive of GST/VAT
• Generations
Whenever an Arbonne Independent Consultant in your Success Line achieves the level of District Manager or above, they promote out to form their own Central Group (District, Area, Region or Nation) and become part of your 1st Generation.

• Central District
Your Central District is comprised of your personally sponsored consultants and all the consultants below them that have not yet reached the level of District Manager. When one of your Arbonne Consultants reached the level of District Manager, then that consultant and all the consultants beneath them promote to their own Central District – they are considered 1st Generation District.

• Central Area
Your Central Area is comprised of your Central District and all the Districts below you that have not yet reached the level of Area. When one of your Arbonne Consultants reached the level of Area Manager, then that consultant and all the consultants beneath them promote to their own Central Area – they are considered 1st Generation Area.
What is Network Marketing?

Success Plan Commission Overview

SuccessLine Overrides

- Consultant: 4%
  Consultant level has no depth. Once you become District, 4% is replaced by 8%

- District Manager: 8% + 8%

- Area Manager: 6% + 6% + 8%

- Regional Vice President: 3% + 3% + 6% + 6% + 8%

- National Vice President: 1% + 3% + 6% + 6% + 8%

Central Nation
Central Region
Central Area
Central District
Starting out – Consultant

• As a new consultant, from the success plan perspective, you will be paid only on the consultants & preferred clients that you have directly sponsored.
• 15% commission on all your personally sponsored preferred clients orders
• 4% commission on the OV of all personally sponsored consultants and preferred clients
You can reach DM in either 1, 2 or 3 consecutive months

• **Into qualification**
When you accumulate 2,500QV or 1,000 PQV in a month you automatically enter into qualification for DM and are in “month 1”)

• **To Complete**
You need 6,000QV (in 2 consecutive months) or 7,500QV (in 3 consecutive months)
AND 1,000 PQV accumulated over the entire qualification period

• **In last month**
You must have 2,500QV in last month of qualification

• **Maintenance**
2,500QV in Central District (after 2 month Performance Account build period)
District Manager/ Executive District Manager Compensation

- **District manager**
  8% override on Central District Override Volume (So every consultant in your team (direct and indirect) not a DM yet including their preferred clients and clients)
  $250 DM Cash Bonus with Central District QV of 5,000QV and minimum 5 new independent consultants or preferred clients with at least 150 PQV in their start month

- **Benefits of being an Executive DM (means you have promoted out a DM)**
  8% override on 1st Generation DM’s Override Volume
  2% override on 2nd Generation DM’s Override Volume with two 1st Generation Districts
  1% override on 3rd Generation DM’s Override Volume with three 1st Generation Districts.
What is Network Marketing?

Example DM Team

If you reach DM, but everyone in your down line is still either a Consultant or a PC, then everyone is in your Central District.

You will now get commission on your entire down line, including yourself.
Example DM Team

If this was your team, you would receive 8% of the OV of the entire team in the white box (your Central District).

You will still receive 15% of the RV of any direct Preferred Client, or any Preferred Client with you as the first full consultant in their up line.
Example EDM Team

If someone in your down line also achieves DM, then they move away from your Central District and become a 1st Generation District.

You receive commission of 8% of the OV of any 1st Generation District.
Example DM Team

Understanding more about Generations, you will see that it does not matter where in your down line the new DM comes from, they are still a 1st Generation District in relation to you.

Note: Generations are not the same as sponsor lines!
Understanding More about Generations

When a consultant in one of your 1st Generation District’s achieves DM, then they create a district of their own – a 2nd Generation District.

Imagine each District (surrounded by a white box) as part of a family. DM 2 is your child and DM 4 your grandchild – hence they are a 2nd Generation of yours!
What is Network Marketing?

Commission on Generations

You receive 8% commission (on OV) of your central.

8% commission of your 1st Generation

0% Commission of the 2nd Generation! –
You must be 2 * 1st Generation’s wide to be paid on your 2nd Generations.
Commission on Generations

In this example, since there are Two 1st Generation Districts, you will receive commission on the 2nd Generation District.

You should now understand the difference between Generations and Sponsor lines, and also what it means to be as Wide as you are Deep!
You can reach AM in either 2 or 3 consecutive months

• Into qualification
When you accumulate 10,000QV in a month you automatically enter into qual for AM & are in “month 1”

• To Complete
You need 24,000QV (in 2 consecutive months) or 30,000QV (in 3 consecutive months)

• Throughout
You must have 2,500QV in your Central District each month of qualification, AND
10,000 QV in your first and last month of qualification period
1st Gen. DM’s cannot contribute more than 10,000QV over the entire qual period.
Pick up credits – 2,500QV when a 1st Gen. DM goes to AM in YOUR qual period.

• Maintenance
10,000QV in Central Area (after 2 month Performance Account build period)
Area Manager/ Executive Area Manager Compensation

• Area manager

Same benefits as an executive district manger, plus:

6% override on Central Area Override Volume – this is on top of the 8% you get paid on your central district – effectively taking you to 14% commission on everyone below you who has not yet reached Area.

$500 AM Cash Bonus with Central Area QV of 20,000QV and minimum 10 new independent consultants or preferred clients with at least 150 PQV in their start month

THIS CAN BE FROM THROUGHOUT YOUR DISTRICT/AREA – NOT DIRECT TO YOU

RECEIVE THE HIGHER OF DM OR AM BONUS, NOT BOTH

• Benefits of being an Executive AM (means you have promoted out an AM)

6% override on 1st Generation AM’s Override Volume

1% override on 2nd Generation AM’s Override Volume with two 1st Generation Areas

1% override on 3rd Generation AM’s Override Volume with three 1st Generation Areas.
Example Area Team

What is Network Marketing?
What is Network Marketing?

Example Area Team with 1st Generation Area

You will be paid 6% commission on your entire Central Area – on top of what you are paid as a District Manager.
Other points

• All IC’s must have a minimum of 150PQV per month if they want to get paid and qualify for management levels and incentives. PQV includes your own personal spend on products* and that of your clients/preferred clients.

• ‘12 in 12’ requirement – each IC must have a minimum 1,200PQV in each rolling 12 month period to remain an IC.

• Performance balance – ‘savings account’. 2 month build.
  \[ PA = \text{Monthly central QV less Monthly QV requirement} \]

• Renewal fee payable each year!

*Business aids/samples etc not included
This presentation was created by an Arbonne Independent Consultant for Independent Consultants and is not official materials prepared by Arbonne LLC.

**There are no guarantees regarding income, and the success or failure of each independent consultant, like any other business, depends on each independent consultant’s own skills and personal effort. You should not rely on the results of other consultants as an indication of what you should expect to earn. Arbonne is a product-driven company that strongly encourages consumers to use its products before attempting to build a business.

Arbonne publishes a summary of quarterly commissions that are paid to Arbonne independent consultants. This information is updated annually and can be viewed online at www.arbonne.com/company.iccs.asp.

You can also obtain a copy of Arbonne’s most recent independent consultant compensation summary by calling Arbonne at 1.800.Arbonne or if in the UK 0800 977 5721.

For complete programme and incentive details, refer to the Arbonne SuccessPlan and policy & procedures manual. All currency is represented in U.S. Dollars.