



HOW TO EARN WITH

LORDE+BELLE
×
REALHER

The Pursuit of Happiness

WELCOME HOME

The PURSUIT OF HAPPINESS is an essential part of
our CULTURE. We offer a HOME where Brand
Partners and Employees can CELEBRATE success,
enjoy personal GROWTH, and
PROSPER working TOGETHER.

WAYS TO EARN

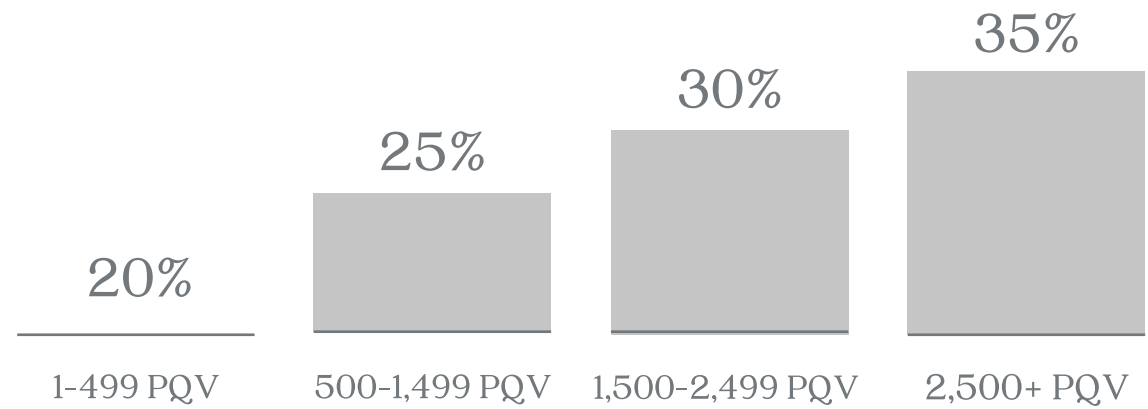
- 1..... Sales Commissions and Simple Duplication to build your L+B Family
- 2..... Uni-Level Bonuses and Affiliate Program
- 3..... Rank Advancement Bonuses
- 4..... Bonuses in First 4 Full Calendar Months (Power Start)
- 5..... Profit Sharing for Leaders and Bonus Pools for Part-Time Brand Partners
- 6..... Legacy Leaders
- 7..... Lifestyle Bonus and Car Program
- 8..... Compensation Plan At-A-Glance
- 9..... Compensation Plan Definitions

SIMPLE DUPLICATION TO START

Paid Monthly: Retail Commissions and Personal Sales Bonus

*Must be Commission Qualified

Earn up to 35% on your Sales and an ADDITIONAL Personal Sales Bonus of up to 10%



ONLY INTO SELLING?

you will still be able to receive Bonus Pools and Rank Advancement Bonuses!

CUSTOMER CONSISTENCY BONUS

All Brand Partners are eligible to earn up to \$300 in Cash Bonuses based on MONTHLY Total Customer Sales Volume (TCSV), which are sales from Customers and/or Beauty Insiders each calendar month

\$800+ TCSV = \$50 Cash Bonus per Month

\$1600+ TCSV = \$150 Cash Bonus per Month

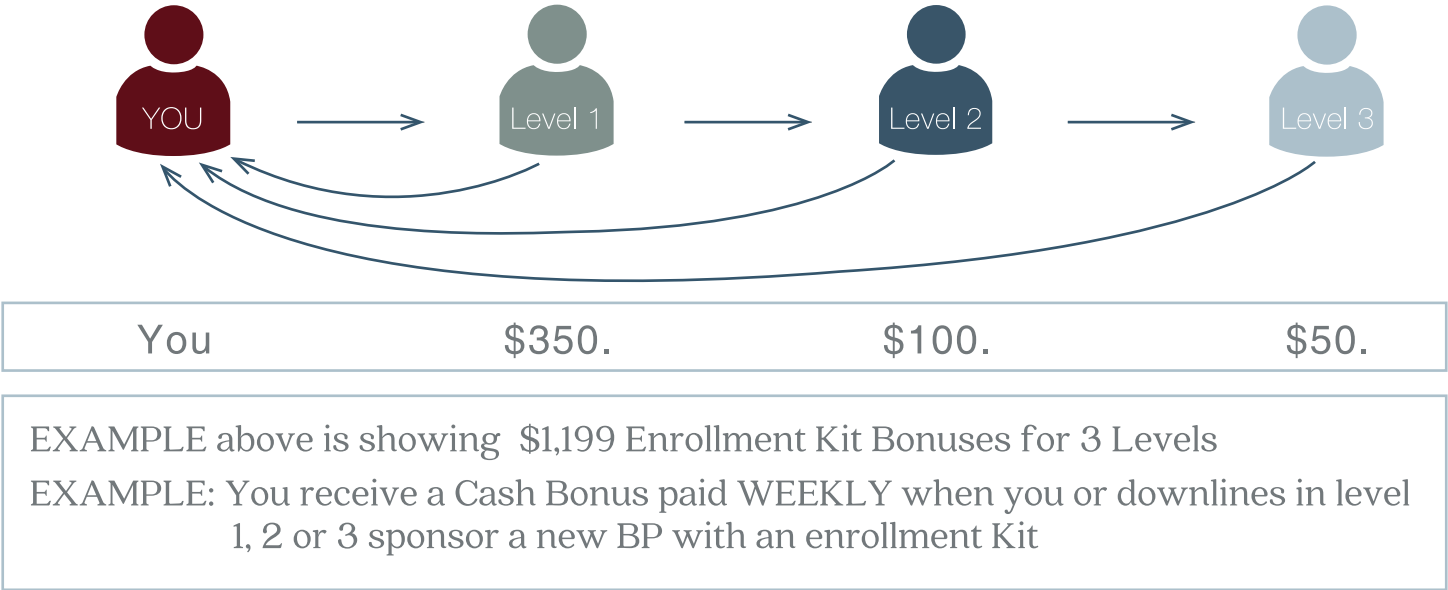
\$3200+ TCSV = \$300 Cash Bonus per Month

*Business Builder Bonus Income with the \$1,199 Kit building "1-3-9-27 L+B Family." Enroller Placement Feature allows you to enroll a BP and receive the enrollment Bonus, then within 30 days, place the new BP anywhere in your downline.

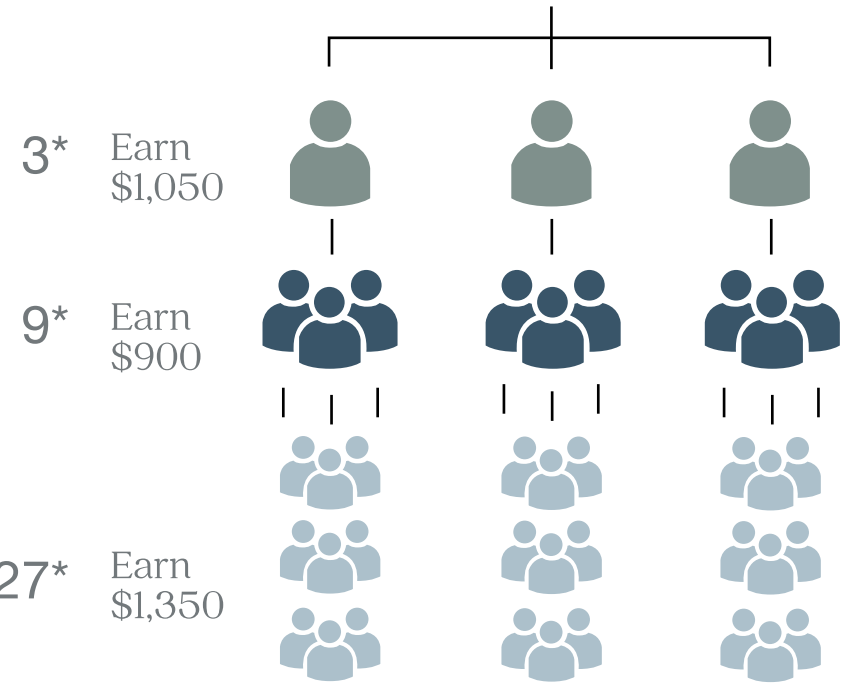
*Builder Qualified: Eligible to receive bonuses from the date you have achieved 100/200+ PQV in current month plus 4 commission weeks that follow

Paid Weekly: Business Builder Bonuses

*Must be Builder Bonus Qualified



YOU \$3,340
TOTAL EARNINGS



*All you need is
3 Legs to
RANK ADVANCE
to the TOP!*

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UNILEVEL BONUS

QUALIFICATIONS <small>Base</small>		<div>AMB</div> AMBASSADOR	<div>INF</div> INFLUENCER	<div>SRINF</div> SENIOR INFLUENCER	<div>EX</div> EXECUTIVE	<div>SREX</div> SENIOR EXECUTIVE	<div>DIR</div> DIRECTOR	<div>SRDIR</div> SENIOR DIRECTOR	<div>VP</div> VICE PRESIDENT
UNI-LEVEL TEAM SALES COMMISSION	Level 1	5%	5%	6%	8%	9%	9%	9%	10%
	Level 2	-	5%	6%	7%	7%	7%	7%	7%
	Level 3	-	-	5%	6%	6%	6%	6%	6%
	Level 4	-	-	-	4%	4%	4%	4%	4%
	Level 5	-	-	-	-	3%	3%	3%	3%
	Level 6	-	-	-	-	-	2%	2%	2%
	Level 7	-	-	-	-	-	-	1%	1%
	Level 8	-	-	-	-	-	-	1%	1%
	Infinity*	-	-	-	-	-	-	1%	1%
	* The Infinity Pay will end when it reaches another Sr. Director or above on the same team								

WE CAN TRULY MAKE A DIFFERENCE WORKING WITH NON-PROFIT AFFILIATES!

LORDE+BELLE AFFILIATE PROGRAM: Lorde+Belle offers a unique Affiliate program. Brand Partners can expand their business by enrolling Affiliates DIRECT to YOU (not direct to corporate)! You will receive Organizational Volume on your enrolled Affiliates, and you are paid Monthly Uni-Level Commissions of 5-10% based on your Paid-As Rank!

WHO IS AN IDEAL AFFILIATE?

- Influencers | Makeup Artists
- People who want to earn a commission without team-building
- Non-Profit Fundraising

EXAMPLE MESSAGE:

ABC Church and Lorde+Belle both care about our community and making a positive impact in the lives of others. We have partnered with Lorde+Belle x REALHER to provide another avenue for fundraising. Lorde+Belle x REALHER appeals to everyone seeking simple, clean, potent skin care that works and REALHER is makeup that empowers through products with positive affirmations. We have access to 2 Brands One Family to elevate our fundraising opportunities. Our goal is to buy a Speaker System for our church that costs \$2,000. Our vision is to provide a better sound system to elevate the ability for our members and guests the ability to hear our message. All proceeds from the purchase of Lorde+Belle x REALHER will fund our needed Speaker System. Please use this LINK unique to ABC Church

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Rank Advancement Bonuses

	AMB	INF	SRINF	EX	SREX	DIR	SRDIR	VP
QUALIFICATIONS Base	AMBASSADOR	INFLUENCER	SENIOR INFLUENCER	EXECUTIVE	SENIOR EXECUTIVE	DIRECTOR	SENIOR DIRECTOR	VICE PRESIDENT
RANK ADVANCEMENT BONUS	-	-	\$100 Product Credit	\$200 Product Credit	\$500 Product Credit	\$1,000 Cash	\$2,000 Cash	\$5,000 Cash
PAID-AS LEGS <small>(For rank qualifications, Brand Partners can be anywhere within 4 levels of your organization)</small>	-	-	2 AMB	3 AMB	3 INF	3 SRINF	3 EXE	3 SREX

BUILD YOUR DREAM ORGANIZATION WITH
3, 4, OR 5 LEGS

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POWER START BONUSES

Bonuses during your first 4 full calendar months

POWER START GUARANTEED DOUBLE BUILDER BONUS

POWER START PRODUCT CREDITS

Power Start is your first four full calendar months as a Lorde + Belle Brand Partner. During a Brand Partner's Power Start, there are multiple ways to earn rewards on top of commissions as outlined in the compensation plan.

POWER START \$800 TEAM BUILDING CONSISTENCY BONUS

Brand Partners in their Power Start are eligible to earn up to \$800 in cash bonuses for enrolling new Brand Partners who achieve \$800 TCSV during their Enrollment Month + First Full Calendar Month

DOUBLE BONUSES

Earn
DOUBLE
BUSINESS
BUILDER
BONUSES
during
Enrollment
Month+FIRST
4 calendar
months

LOCK
LIFETIME
DOUBLE
BONUSES:
Enroll 5
Brand Partners
during
Power Start

BUSINESS BUILDER KIT \$1199	
Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)
1	\$350.00
2	\$100.00
3	\$50.00

2 BRANDS ONE FAMILY \$799	
Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)
1	\$220.00
2	\$50.00
3	\$30.00

LORDE+BELLE KIT \$399	
Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)
1	\$100.00
2	\$25.00
3	\$10.00

REGENPEN STARTER KIT \$299	
Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)
1	\$70.00
2	\$20.00
3	\$10.00

REALHER KIT \$199	
Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)
1	\$50.00
2	\$10.00
3	\$5.00

LIGHT START KIT \$125	
Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)
1	\$30.00
2	\$5.00
3	\$5.00

PRODUCT SALES EARN PRODUCT CREDIT

For every 500 PQV generated by a new Brand Partner during their Power Start, they'll earn \$50 in Product Credit.

What is PQV?

PQV stands for Personal Qualification Volume and is the total of all Qualification Volume

(QV) credited to a Brand Partner in a calendar month.

PQV may be generated by the following:

- A Brand Partner's personal orders
- Orders placed by a Brand Partner's personally enrolled Customers and Beauty Insiders
- Product Builder Kit

Example:

Lori generates 3,000 PQV during her Power Start (first four full calendar months) . She will earn \$300 in Product Credit.

ENROLL
1

New BP who achieves at least \$800 TCSV in their first full calendar month
= \$80 Cash Bonus

ENROLL
2

2nd New BP who achieves at least \$800 TCSV in their first full calendar month
= \$200 Cash Bonus

ENROLL
3

3rd New BP who achieves at least \$800 TCSV in their first full calendar month
= \$350 Cash Bonus

ENROLL
4

4th New BP who achieves at least \$800 TCSV in their first full calendar month
= \$500 Cash Bonus

ENROLL
5

5th New BP who achieves at least \$800 TCSV in their first full calendar month
= \$800 Cash Bonus

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PROFIT SHARING BONUSES

	<div>AMB</div>	<div>INF</div>	<div>SRINF</div>	<div>EX</div>	<div>SREX</div>	<div>DIR</div>	<div>SRDIR</div>	<div>VP</div>
QUALIFICATIONS Base	AMBASSADOR	INFLUENCER	SENIOR INFLUENCER	EXECUTIVE	SENIOR EXECUTIVE	DIRECTOR	SENIOR DIRECTOR	VICE PRESIDENT
PROFIT SHARING	-	-	-	*1% CV of BP EX Pool	*1% CV of BP EX Pool	*1% CV of BP EX Pool	*1% CV of BP EX Pool *2% CV of L+B Revshare	*1% CV of BP EX Pool *2% CV of L+B Revshare *1% Company CV Bi-Annually

EXECUTIVE BONUS POOL

Each month, 1% of the Commissionable Volume of all Brand Partnerswill be placed into the Executive Bonus Pool. Every Brand Partner who is paid as an Executive or higher will earn one share of this Pool.

The value of one share is the monthly total volume amount in the Pool, divided by the number of shares issued. This number is dependent on how many Brand Partners are paid at Executive and above.

EXAMPLE

The Commissionable Volume for this month is \$2,500,000.

There are 100 shares issued because there are 100 people with a Paid-As title of Executive or higher this month.

1%

 of

\$2,500,000

 =

\$25,000

The value of one share is:

\$25,000

100

 =

\$250 Bonus

REVSHARE BONUS POOL

Each month, 2% of the Commissionable Volume of all Brand Partners will be placed into the Lorde + Belle RevShare Bonus Pool.

Brand Partners with a Paid-As Title of Senior Director or above are eligible to earn.

For each point of volume, eligible participants will earn one share in this Pool. The total number of shares in the Pool is the sum of all shares earned by all participants in a monthly commission period. This is paid proportional to the Brand Partner contribution.

Every month, the amount in this Pool will be totaled and divided by the total number of shares earned to obtain the value of each share. The number of shares earned is equal to the Adjusted Organization Qualification Volume (AOQV) during the commission period.

EXAMPLE:

The CommissionableVolume in July was 1,500,000; the July RevShare Bonus is funded with 2% of 1,500,000 = \$30,000.

In the example below, the value of each share would be \$30,000 / 300,000 = \$0.10 each.

BP ID#	PAID-ASTITLE	SHARES EARNED THIS MONTH BASED ON AOQV	REVSHARE POOL BONUS
90960	SR DIR	50,000	\$5,000
61761	SR DIR	60,000	\$6,000
81627	VP	110,000	\$11,000
71618	SR DIR	80,000	\$8,000
TOTAL SHARES		300,000	\$30,000

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LEGACY LEADER PROGRAM



LEGACY LEADER PROGRAM

The first 25 Brand Partners to achieve a Paid-As title of Vice President in any three separate months will earn a spot as a Lorde + Belle Legacy Leader.

PROGRAM BENEFITS

- Attend an exclusive spa retreat in 2023 with fellow achievers.
- Earn surprise award milestones upon achieving Paid-As VP title for the first, second, and third time.
- Legacy Leaders will be awarded 1% of Company Commissionable Volume bi-annually for their career as long as they maintain the program requirements and remain in good standing with the company.



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LIFESTYLE BONUS PROGRAM

LUXURY CAR PROGRAM

\$750 Lifestyle Bonus

Earn a \$750 Lifestyle Bonus towards a monthly car payment for a white or black luxury vehicle of your choice when you achieve a minimum of 75,000 Adjusted Organizational Qualifying Volume (AOQV) for three consecutive months.

\$1,000 Lifestyle Bonus

Boost your Lifestyle Bonus to \$1000 when you achieve a minimum of 100,000 Adjusted Organizational Qualifying Volume (AOQV) for three consecutive months.

USA COMPENSATION PLAN AT - A - GLANCE

LORDE+BELLE × REALHER

		<div>AMB</div>	<div>INF</div>	<div>SRINF</div>	<div>EX</div>	<div>SREX</div>	<div>DIR</div>	<div>SRDIR</div>	<div>VP</div>
QUALIFICATIONS		AMBASSADOR	INFLUENCER	SENIOR INFLUENCER	EXECUTIVE	SENIOR EXECUTIVE	DIRECTOR	SENIOR DIRECTOR	VICE PRESIDENT
Base									
PERSONAL QUALIFICATION VOLUME (PQV)		100 PQV	100 PQV	200 PQV	200 PQV	200 PQV	200 PQV	200 PQV	200 PQV
PAID-AS LEGS (For rank qualifications , Brand Partners can be anywhere within 4 levels of your organization)		-	-	2 AMB	3 AMB	3 INF	3 SRINF	3 EXE	3 SREX
ORGANIZATIONAL QUALIFCATION VOLUME (OQV)		-	1,000 OQV	2,500 OQV	5,000 OQV	-	-	-	-
ADJUSTED ORGANIZATIONAL QUALIFCATION VOLUME (AOQV is limited to 60% of a title's OQV requirement from 1 leg)		-	-	-	-	10,000 AOQV	25,000 AOQV	50,000 AOQV	100,000 AOQV
PROFIT SHARING		-	-	-	*1% CV of BP EX Pool	*1% CV of BP EX Pool	*1% CV of BP EX Pool	*1% CV of BP EX Pool *2% CV of L+B Revshare	*1% CV of BP EX Pool *2% CV of L+B Revshare *1% Company CV Bi-Annually
RANK ADVANCEMENT BONUS		-	-	\$100 Product Credit	\$200 Product Credit	\$500 Product Credit	\$1,000 Cash	\$2,000 Cash	\$5,000 Cash
UNI-LEVEL TEAM SALES COMMISSION	Level 1	5%	5%	6%	8%	9%	9%	9%	10%
	Level 2	-	5%	6%	7%	7%	7%	7%	7%
	Level 3	-	-	5%	6%	6%	6%	6%	6%
	Level 4	-	-	-	4%	4%	4%	4%	4%
	Level 5	-	-	-	-	3%	3%	3%	3%
	Level 6	-	-	-	-	-	2%	2%	2%
	Level 7	-	-	-	-	-	-	1%	1%
	Level 8	-	-	-	-	-	-	1%	1%
	Infinity*	-	-	-	-	-	-	1%	1%
	* The infinity pay will end when it reaches another Sr Director or above on the same team.								
PERSONAL SALES COMISSION (commission % appllies to all sales amount when hit threshould)	BASE SELLER 1-499 PQV 20% PSV			CUSTOMER CONSISTENCY BONUS All Brand Partners are eligible to earn up to \$300 in Cash Bonuses when they achieve \$800+ in Total Customer Sales Volume (TCSV) from Customers and/or Beauty Insiders each calendar month:			\$800+ TCSV = \$50 Cash Bonus per Month		
	POWER SELLER 1 500-1499 PQV 25% PSV						\$1600+ TCSV = \$150 Cash Bonus per Month		
	POWER SELLER 2 1,500-2,499 PQV 30% PSV						\$3200+ TCSV = \$300 Cash Bonus per Month		
	POWER SELLER 3 2,500+ PQV 35% PSV								
LUXURY CAR PROGRAM	\$750 Bonus	Earn a \$750 Bonus towards a monthly car payment for a white or black luxury vehicle of your choice when you achieve a minimum of 75,000 Adjusted Organizational Qualifying Volume (AOQV) for three consecutive months.							
	\$1,000 Bonus	Boost your Bonus to \$1000 when you achieve a minimum of 100,000 AOQV for three consecutive months.							

POWER START

Power Start is your first four full calendar months as a Lorde Belle Brand Partner. During a Brand Partner’s Power Start, there are two ways to earn rewards on top of commissions as outlined in the compensation plan.

PRODUCT SALES

EARN PRODUCT CREDIT

For every 500 PQV generated by a new Brand Partner during their Power Start, they’ll earn \$50 in Product Credit.

What is PQV?

PQV stands for Personal Qualification Volume and is the total of all Qualification Volume (QV) credited to a Brand Partner in a calendar month.

PQV may be generated by the following:

- A Brand Partner’s personal orders
- Orders placed by a Brand Partner’s personally enrolled Customers and Beauty Insiders
- Product Builder Kit

Example:
Lori generates 3,000 PQV during her Power Start(first four full calendar months).
She will earn \$300 in Product Credit.

POWER START TEAM BUILDING CONSISTENCY BONUS

Brand Partners in their Power Start are eligible to earn up to \$800 in cash bonuses for enrolling new Brand Partners and coaching them to achieve \$800 TCSV during their first full calendar month

ENROLL 1	New BP with at least \$800 TCSV in their first full calendar month = \$80 Cash Bonus
ENROLL 2	New BPS each with at least \$800 TCSV in their first full calendar month = \$200 Cash Bonus
ENROLL 3	New BPS each with at least \$800 TCSV in their first full calendar month = \$350 Cash Bonus
ENROLL 4	New BPS each with at least \$800 TCSV in their first full calendar month = \$500 Cash Bonus
ENROLL 5	New BPS each with at least \$800 TCSV in their first full calendar month = \$800 Cash Bonus

TEAM BUILDING

EARN CASH BONUSES

Brand Partners are eligible to earn Business Builder Bonuses when they are Builder Qualified and their personally enrolled Brand Partners in Levels 1-3 enroll and purchase optional Product Builder Kits.

This bonus is doubled when a Brand Partner is in their Power Start.

If a new Brand Partner sponsors 5 Brand Partners during their Power Start, and those 5 people each purchase an optional Product Builder Kit, the Double Builder Bonus will continue for their entire career.

BUSINESS BUILDER KIT \$1199

CV	200
QV	1000

Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)	Single Business Builder Bonus (earned after a Brand Partner's first four calendar months if Power Start is not achieved)
1	\$350.00	\$175.00
2	\$100.00	\$50.00
3	\$50.00	\$25.00

2 BRANDS ONE FAMILY \$799

CV	120
QV	500

Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)	Single Business Builder Bonus (earned after a Brand Partner's first four calendar months if Power Start is not achieved)
1	\$220.00	\$110.00
2	\$50.00	\$25.00
3	\$30.00	\$15.00

LORDE+BELLE KIT \$399

CV	80
QV	250

Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)	Single Business Builder Bonus (earned after a Brand Partner's first four calendar months if Power Start is not achieved)
1	\$100.00	\$50.00
2	\$25.00	\$12.50
3	\$10.00	\$5.00

REGENPEN STARTER KIT \$299

CV	60
QV	150

Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)	Single Business Builder Bonus (earned after a Brand Partner's first four calendar months if Power Start is not achieved)
1	\$70.00	\$35.00
2	\$20.00	\$10.00
3	\$10.00	\$5.00

REALHER KIT \$199

CV	40
QV	100

Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)	Single Business Builder Bonus (earned after a Brand Partner's first four calendar months if Power Start is not achieved)
1	\$50.00	\$25.00
2	\$10.00	\$5.00
3	\$5.00	\$2.50

LIGHT START KIT \$125

CV	30
QV	100

Level	Double Business Builder Bonus (earned during a Brand Partner's first four full calendar months)	Single Business Builder Bonus (earned after a Brand Partner's first four calendar months if Power Start is not achieved)
1	\$30.00	\$15.00
2	\$5.00	\$2.50
3	\$5.00	\$2.50

LEADERSHIP PROFIT SHARING

EXECUTIVE BONUS POOL

Each month, 1% of the Commissionable Volume of all Brand Partners will be placed into the Executive Bonus Pool. Every Brand Partner who is paid as an Executive or higher will earn one share of this Pool. The value of one share is the monthly total volume amount in the Pool, divided by the number of shares issued. This number is dependent on how many Brand Partners are paid at Executive and above.

EXAMPLE

The Commissionable Volume for this month is \$2,500,000.

There are 100 shares issued because there are 100 people with a Paid-As title of Executive or higher this month.

1 % of \$2,500,000 = \$25,000

The value of one share is:

$$\frac{\$25,000}{100} = \$250 \text{ Bonus}$$

REVSHARE BONUS POOL

Each month, 2% of the Commissionable Volume of all Brand Partners will be placed into the Lorde + Belle RevShare Bonus Pool.

Brand Partners with a Paid-As Title of Senior Director or above are eligible to earn. For each point of volume, eligible participants will earn one share in this Pool. The total number of shares in the Pool is the sum of all shares earned by all participants in a monthly commission period. This is paid proportional to the Brand Partner contribution.

Every month, the amount in this Pool will be totaled and divided by the total number of shares earned to obtain the value of each share. The number of shares earned is equal to the Adjusted Organization Qualification Volume (AOQV) during the commission period.

Example:

The Commissionable Volume in July was 1,500,000; the July RevShare Bonus is funded with 2% of 1,500,000 = \$30,000. In the example below, the value of each share would be $\$30,000 / 300,000 = \0.10 each.

BP ID#	PAID-ASTITLE	SHARES EARNED THIS MONTH BASED ON AOQV	REVSHARE POOL BONUS
90960	SR DIR	50,000	\$5,000
61761	SR DIR	60,000	\$6,000
81627	VP	110,000	\$11,000
71618	SR DIR	80,000	\$8,000
TOTAL SHARES		300,000	\$30,000



LEGACY LEADER PROGRAM

The first 25 Brand Partners to achieve a Paid-As title of Vice President in any three separate months will earn a spot as a Lorde + Belle Legacy Leader.

PROGRAM BENEFITS

- Attend an exclusive spa retreat in 2023 with fellow achievers.
- Earn surprise award milestones upon achieving Paid-As VP title for the first, second, and third time.
- Legacy Leaders will be awarded 1% of Company Commissionable Volume bi-annually for their career as long as they maintain the program requirements and remain in good standing with the company.

LORDE + BELLE COMPENSATION PLAN DEFINITIONS

WHAT IT IS	HOW IT'S MADE	EXAMPLE
<p>(PQV) Personal Qualification Volume</p> <p>Used for qualification purposes for Rank Advancements, Power Seller Thresholds, & Incentives</p> <p>(with exception of kits, is equal to USD)</p>	<p>1. Personal Purchases</p> <p>2. Retail Customer & Beauty Insider Sales</p> <p>3. Product Builder Kit:</p> <p>\$199 Kit = 100 PQV</p> <p>\$299 Kit = 150 PQV</p> <p>\$399 Kit = 250 PQV</p> <p>\$799 Kit = 500 PQV</p> <p>\$1199 Kit = 1000 PQV</p>	<p>- Your personal purchases +200</p> <p>- Your Total Customer Sales +800</p> <p>- \$799 BP Kit +<u>500</u></p> <p>=1,500 PQV</p> <p>1,500 PQV = 25% Power Seller Threshold 1</p>
<p>(PSV) Personal Sales Volume</p> <p>Used to payout Personal Sales Commission (calculated at 73% af Total Custommer Sales)</p>	<p>Generated by purchases from your Beauty Insiders & Retail Customers</p>	<p>Kate sells \$800 in products which generates 584 PSV</p>
<p>(TCSV) Total Customer Sales Volume</p> <p>Used to payout Customer Consistency Bonus & Team Building Consistency Bonus (equal to USD)</p>	<p>Total USD amount generated from product sales to Retail Customers + Beauty Insiders</p>	<p>Evelyn sells \$300 in product to Retail Customers +\$500 to Beauty Insiders which generates \$800 TCS</p>
<p>(CV)Commissionable Volume (Bonus Volume)</p> <p>Used to payout Unilevel Team Sales Commission, Executive Bonus & Revshare Bonus Pools</p> <p>(with exception of kits calculated at 73% of USD)</p>	<p>1. Generated by downline products sales to Customers & Beauty Insiders + downline product purchases</p> <p>2. Generated by downline enrollment kits</p> <p>\$199 Kit = 40 CV</p> <p>\$299 Kit = 60 CV</p> <p>\$399 Kit = 80 CV</p> <p>\$799 Kit = 120 CV</p> <p>\$1199 Kit = 200 CV</p>	<p>Evelyn Sponsors Lesley with a \$799 Kit</p> <p>- Lesley gets 500 PQV</p> <p>- Evelyn gets 120 CV, which is part of her organizational volume</p>
<p>(QQV)Organization Qualification Volume</p> <p>Used for qualification purposes for Rank Advancements Luxury Car Program, and Incentives</p> <p>(with exception of kits, is equal to USD)</p>	<p>The sum of the Personal Qualification Volume of the Brand Partner and all Brand Partners in the downline.</p>	<p>Devon has 1,000 PQV</p> <p>Leg 1 has 10,000 QQV</p> <p>Leg 2 has 5,000 QQV</p> <p>Total QQV= 16,000 QQV</p>
<p>(AOQV) Adjusted Organization Qualification Volume</p> <p>Used for qualification purposes for Rank Advancements, Luxury Car Program, and Incentives</p> <p>(with exception of kits, is equall to USD)</p>	<p>The sum of the Personal Qualification Volume of the Brand Partner and all Brand Partners in the downline, with the limitation that at most 60% of a rank's QQV requirement is counted from each leg of a Brand Partner's enrollment tree downline.</p>	<p>To Rank Advance to Director, April would need:</p> <p>- 3 SRINF 25,000 AOQV and 200 PQV</p> <p>- 60% of 25,000 = 15,000. No more than 15,000 AOQV can come from one leg</p>