

# compensation plan

## personal sales commissions

<b>MONTHLY POWER SELLER</b>	<b>SELL</b>	<b>BONUS</b>	<b>TOTAL</b>	<b>WEEKLY COMMISSION</b>	<b>25% ACCESSORIES</b> Sales commission may vary for charity product, special promotions, COVET and Apparel (20%)
	2,500 PQV	+5%	30%		
	5,000 PQV	+7%	32%		
	10,000 PQV	+10%	35%		

## team sales commissions

	STYLIST	LEAD STYLIST	ASSOCIATE STYLIST	SENIOR STYLIST	STAR STYLIST	ASSOCIATE DIRECTOR	DIRECTOR	SENIOR DIRECTOR	STAR DIRECTOR	EXECUTIVE DIRECTOR	PLATINUM DIRECTOR	DIAMOND DIRECTOR	DOUBLE DIAMOND DIRECTOR
	<b>MONTHLY REQUIREMENTS</b>												
<b>PERSONAL SALES (PQV)</b> — or — <b>ALTERNATIVE LEADER PQV</b>		500	750	1,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
<b>GROUP TEAM SALES</b> Group Qualifying Volume (GQV)			2,000	4,000	10,000	20,000	40,000	80,000	160,000	200,000	200,000	200,000	200,000
<b>TEAM LEADERSHIP</b> Qualified(Q)= legs with PQV≥ 500		1Q	1Q	2Q	3Q	3Q 1 STARSTY	2Q 2 STARSTY	4 STARSTY	4 STARSTY 1 DIR	4 STARSTY 2 DIR	5 STARSTY 2 DIR 1 SRDIR	6 STARSTY 3 SRDIR 1 STARDIR	6 STARSTY 4 SRDIR 2 STARDIR
	<b>COMMISSION PAYOUTS (Paid based on CV)</b>												
<b>LINE 1</b>		4%	8%	9%	12%	12%	12%	12%	12%	12%	12%	12%	12%
<b>LINE 2</b>				3%	6%	6%	7%	7%	7%	7%	7%	8%	8%
<b>LINE 3</b>						2%	3%	3%	3%	3%	3%	3%	3%
<b>LINE 4</b>							1%	2%	2%	2%	2%	2%	2%
<b>STAR+ TEAM LEVELS</b>						1	1	1	2	3	4	4	5

### SD Rewards

As part of **SD Rewards** you can also stack up cash bonuses and more! Don't miss the **Builder Bonus** - coach a New Stylist to Associate Stylist to earn a \$100 bonus EVERY MONTH that new Stylist achieves Associate Stylist + in their 1st year!

For all the bonuses, perks, prizes and pluses you can achieve see your SD Rewards page.

STELLA&DOT

## key terms

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**PERSONAL QUALIFYING VOLUME (PQV):** The Qualifying Volume (QV) you have personally sold at retail. 1 QV is generally equivalent to \$1 USD, not including tax, shipping and discounts.

**PERSONAL RETAIL VOLUME (PRV):** Your personal retail sales based on the local retail price, not including tax, shipping or discounts.

**QUALIFIED (Q):** A Stylist with 500 PQV in one month.

**CAREER RANK:** Highest pay rank in the last 12 months. Used to determine generations for Star Stylsits+.

**LINE 1:** Stylist(s) in your direct downline.

**LEG:** Your 1st Line Stylist and her entire team. When you personally sponsor, you add a new Leg. A Leg is Qualified with 1 Qualified Stylist in the Leg.

**JUMPSTART VOLUME (JSV):** The total month to date PQV of a Stylist in her Jumpstart.

**JUMPSTART LINE 1 VOLUME (JSL1V):** The cumulative total of all JSV of Stylists in your Line 1.

**ALTERNATIVE LEADER PQV:** To hit Pay Rank as a Star Stylist or above, you can build 500 JSL1V for that month, and reduce your Personal Sales requirement to 500 PQV.

**NEW PROMOTE PHASE:** In the 3 months following a first time Star+ promotion you can be paid at your new Career Rank with up to 20% less GQV by having 500 JSL1V each month and meeting all other qualifications.

**GROUP QUALIFYING VOLUME (GQV):** The sum of PQV from you and your first 4 lines.

**COMMISSIONABLE VOLUME (CV):**  $65\% \times \text{Personal Retail Volume (PRV)}$ . CV is used to calculate team sales commissions.

**STAR+ TEAM COMMISSIONS:** Earn a bonus point (1% of commissionable volume) on various Star teams based on your level, regardless of what line your Star team is on. (Generation Bonus).

### FOR DIRECTORS PLUS:

**50% RULE:** For Directors and above, no more than 50% of GQV can come from any one leg.