



Basic Compensation Plan Training

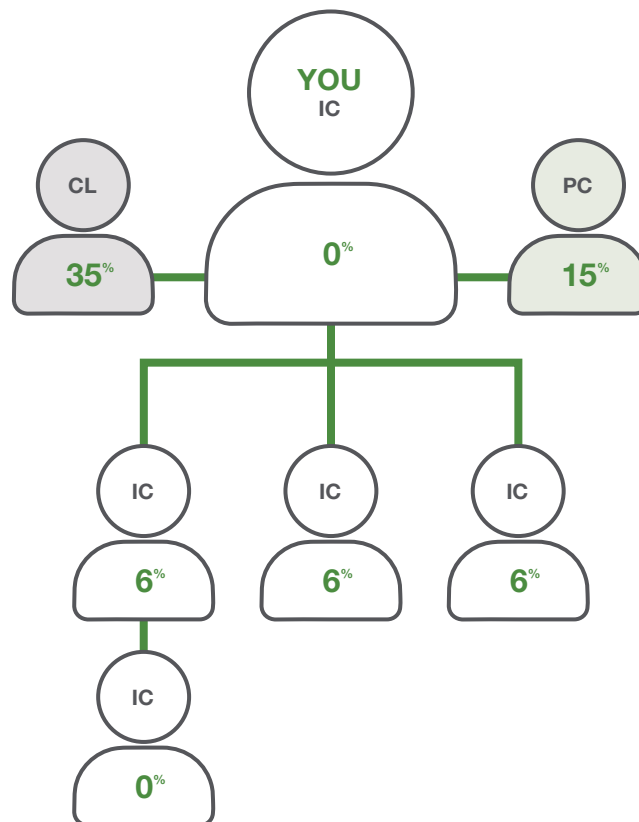
EARNINGS AT A GLANCE

Client Commission	35%
PC Commission	15%
Consultant Override	6%

CL = Client

PC = Preferred Client

IC = Independent Consultant



KEY CONCEPTS

SuccessLine Qualifying Volume (SLQV): Your PQV plus the PQV from all the Arbonne Independent Consultants who have been sponsored below you, no matter how deep, unless they have promoted to a higher rank in the SuccessPlan. Then those promoted Arbonne Independent Consultants and anyone sponsored below are excluded from your SLQV.

Personal Qualifying Volume (PQV): PQV equals the QV from products sales through your Arbonne account and the product sales to your personally registered Clients and Preferred Clients.

Frontline and Width: There is no limit to the amount of people you can personally sponsor as an Independent Consultant or register as a Preferred Client or Client. Independent Consultants you personally sponsor are your frontline and create width in your business, which maximizes your override opportunities.

Now that you're earning as a Consultant, it's time to focus on promoting to the next level, District Manager.

EARNINGS AT A GLANCE

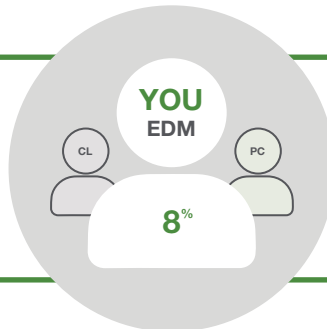
Client Commission	35%
PC Commission	15%
Overrides	District
Central	8%
1st Generation	8%
2nd Generation	2%
3rd Generation	1%

● District

DM = District Manager

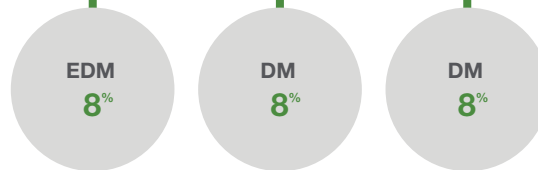
EDM = Executive District Manager

Central District:

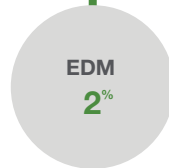


Your Central District comprises you (including volume from your PCs and Clients), your personally sponsored Independent Consultants, and all other Independent Consultants sponsored by them and so on that have not yet reached the level of District.

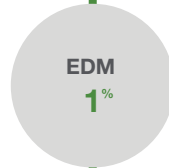
1st Generation



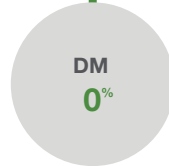
2nd Generation



3rd Generation



4th Generation



MAINTENANCE

As a District Manager, you will need to achieve **2,500 Central District QV** each month. See page 16 for full details.



Tip: Now that you are a paid-as District Manager, all Consultants below you, infinitely deep, now fall into your Central District, as long as they are not paid-as District Managers or above.

KEY CONCEPTS

Pick-Up Credit: This is a volume credit you receive, for purposes of calculating qualification for titles only and not compensation, when your 1st generation Manager/VP promotes to a higher rank in the SuccessPlan than you. You can apply a maximum of one pick-up credit, regardless of how many you have promoted, to count toward your QV requirement each applicable month during your qualification period.

Executive: When you promote a Consultant from your Central District to your 1st Generation District, you become an Executive District Manager.

Now you're ready to grow your team sales even more and step up to the next rank in the SuccessPlan, Area Manager.

EARNINGS AT A GLANCE

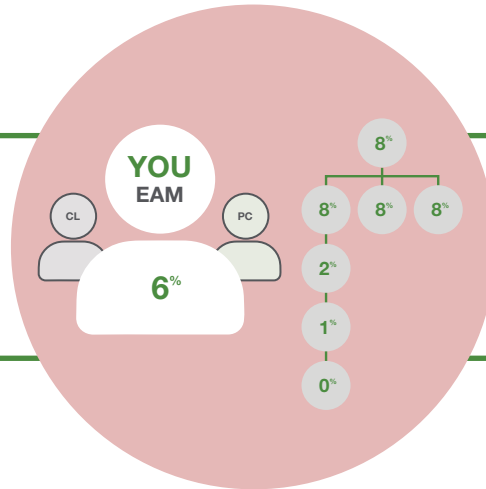
Client Commission	35%		
PC Commission	15%		
Overrides		District	Area
Central	8%		6%
1st Generation	8%		6%
2nd Generation	2%		1%
3rd Generation	1%		1%

● District ● Area

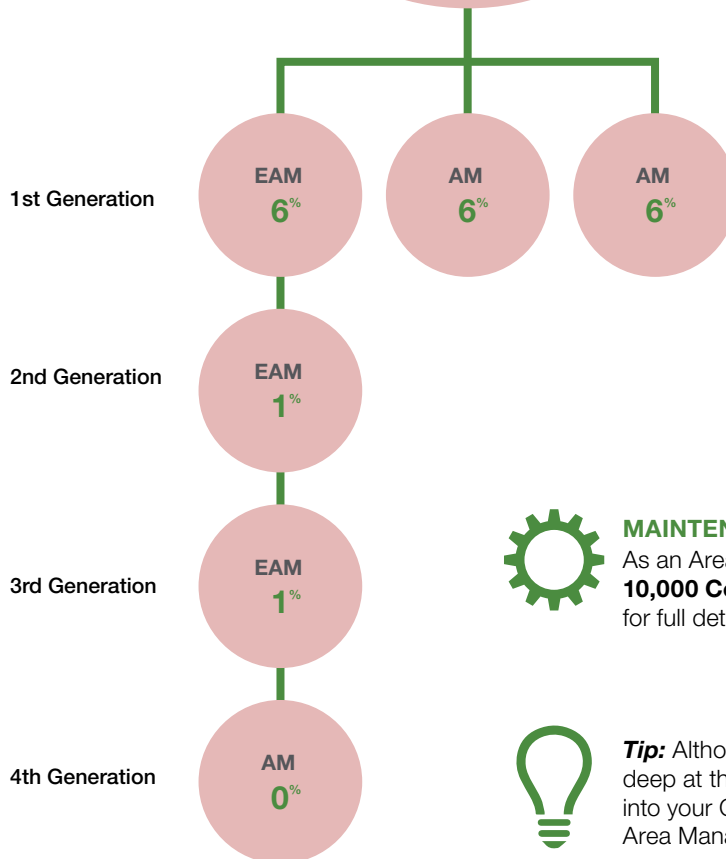
AM = Area Manager

EAM = Executive Area Manager

Central Area:



Your Central Area comprises you, your personally sponsored Independent Consultants, and all other Independent Consultants sponsored by them and so on that have not yet reached the level of Area.



MAINTENANCE

As an Area Manager, you will need to achieve **10,000 Central Area QV** each month. See page 16 for full details.



Tip: Although you are not paid past 3 generations deep at the District Level, all District generations fall into your Central Area as long as they are not paid-as Area Managers or above.

KEY CONCEPTS

Executive: When you promote a District Manager from your Central Area to your 1st Generation Area, you become an Executive Area Manager.

Now that you've learned how to manage a team, now it's time to step up to a leadership position at Regional Vice President.

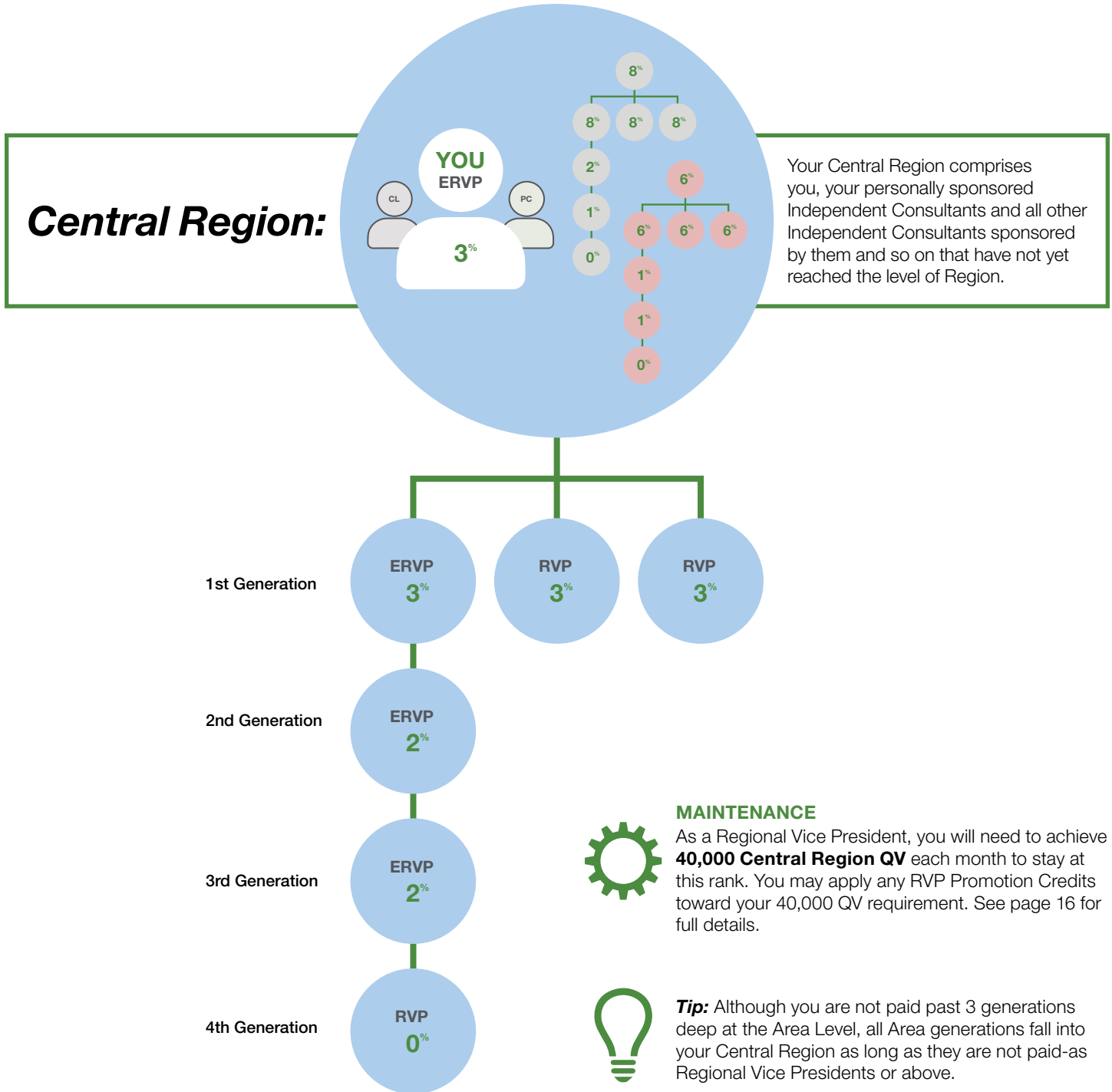
EARNINGS AT A GLANCE

Client Commission	35%		
PC Commission	15%		
Overrides	District	Area	Region
Central	8%	6%	3%
1st Generation	8%	6%	3%
2nd Generation	2%	1%	2%
3rd Generation	1%	1%	2%

● District
 ● Area
 ● Region

RVP = Regional Vice President

ERVP = Executive Regional Vice President



KEY CONCEPTS

RVP Promotion Credit: 10,000 QV credit for each of your 1st generation paid-as RVPs or above, that you may apply to your Central Region QV each month only for the purpose of meeting your RVP Maintenance and Mercedes-Benz Car Bonus Program volume requirements. You are not paid compensation on these credits.

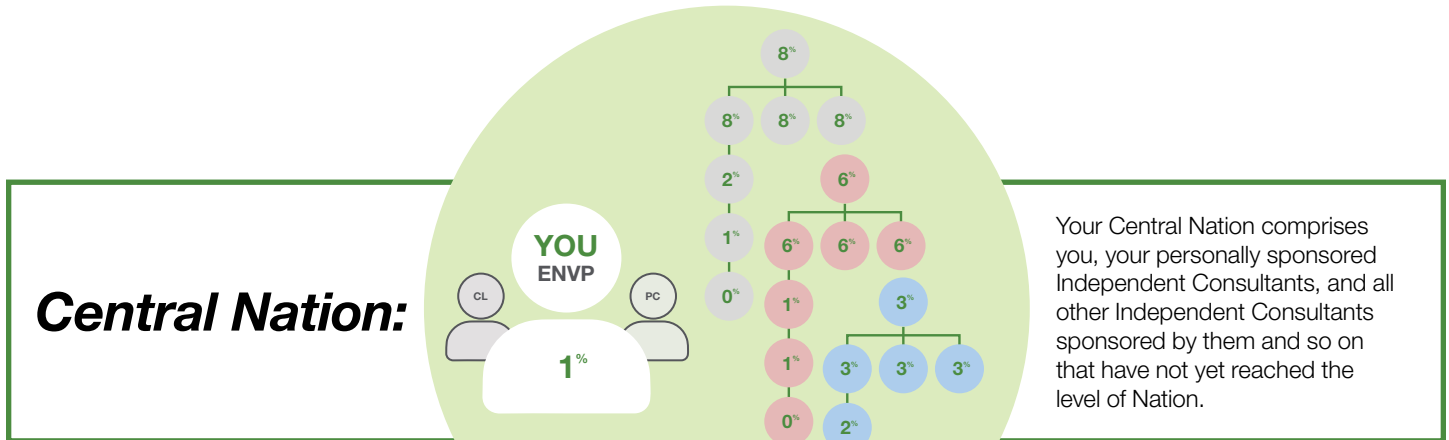
EARNINGS AT A GLANCE

Client Commission	35%			
PC Commission	15%			
Overrides	District	Area	Region	Nation
Central	8%	6%	3%	1%
1st Generation	8%	6%	3%	1%
2nd Generation	2%	1%	2%	1%
3rd Generation	1%	1%	2%	1%
4th Generation				1%
5th Generation				1%
6th Generation				1%

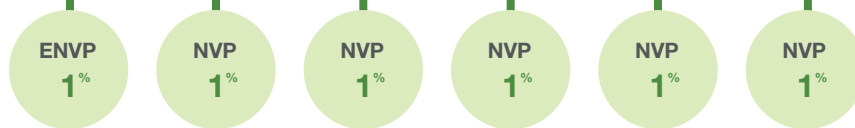
● District
 ● Area
 ● Region
 ● Nation

NVP = National Vice President

ENVP = Executive National Vice President



1st Generation



2nd Generation



3rd Generation



4th Generation



5th Generation



6th Generation



7th Generation



MAINTENANCE



As a National Vice President, you will need to achieve **160,000 Central Nation QV** each month to stay at this rank. You may apply any NVP Promotion Credits toward your 160,000 QV requirement. See page 16 for full details.



Tip: Although you are not paid past 3 generations deep at the Region Level, all Region generations fall into your Central Nation as long as they are not paid-as National Vice Presidents.

KEY CONCEPTS

NVP Promotion Credit: 40,000 QV credit for each of your 1st generation paid-as NVPs, that you may apply to your Central Nation QV each month only for the purpose of meeting your NVP Maintenance and Mercedes-Benz Car Bonus Program volume requirements. You are not paid compensation on these credits.

