



Selling & Sponsoring to Promote Within the SuccessPlan

From the time you begin with Arbonne as an Independent Consultant, you have the opportunity to plan your time, follow the best practices from your upline, and work your business in order to achieve your goals and eventually enter into qualification for promotions.

It can be overwhelming to look at the overall sales volume and sponsoring of Preferred Clients and Independent Consultants needed to promote through SuccessPlan, so we've broken down the goals into milestone amounts to help you plan the work needed to help you achieve success at every level.

Step 1 – Qualify and Promote to District Manager

1. Accumulate 1,000 PQV (Personal Qualifying Volume) or 2,500 QV (Qualifying Volume) in a month and you will automatically enter into qualification.
2. Accumulate 6,000 QV in **one** month, 6,000 QV over **two** consecutive months, or 7,500 QV over three consecutive months to complete qualification, with the following included:
 - Minimum 2,500 QV must be achieved in the last month of the qualification period.
 - Minimum 1,000 PQV must be accumulated within the qualification period.
 - If applicable, a Pick-Up Credit of 650 QV for one or more personally sponsored, promoted, paid-as District Manager or above, 1st Generation, each month.
 - QV will be accumulated over the entire qualification period (two- or three-month option).

Here are two examples:

Achieving Full Qualification in two months:

Started **1st Step** in November by achieving 1,043 PQV.

Completed **2nd Step** in December by achieving 150 PQV and 4,957 QV.

Checklist:

- ✓ 150 PQV each month during the qualification period
In order to participate in management qualification programs as well as in various bonus and override programs, ICs must accumulate a minimum of 150 PQV each month.
- ✓ 1,000 PQV requirement
- ✓ 2,500 QV last month requirement
- ✓ 6,000 QV requirement for two months (1,043 + 4,957 = 6,000)

Achieving Full Qualification in three months:

Started **1st Step** in November by achieving 2,500 QV which includes 450 PQV.

Completed **2nd Step** in December by achieving 2,800 QV which includes 150 PQV.

Completed **3rd and Final Step** in January by achieving 2,500 QV which includes 400 PQV, ensuring 1,000 PQV is achieved during qualification period.

Checklist:

- ✓ 150 PQV each month during the qualification period
In order to participate in management qualification programs as well as in various bonus and override programs, ICs must accumulate a minimum of 150 PQV each month.
- ✓ 1,000 PQV requirement (450 + 150 + 400 = 1,000)
- ✓ 2,500 QV last month requirement
- ✓ 7,500 QV in three months (2,500 + 2,800 + 2,500 = 7,800)



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Step 2 – Qualify and Promote from District Manager to Area Manager

1. Accumulate a minimum of 10,000 QV in a month and you will automatically be entered into qualification.
2. Accumulate 24,000 QV in two months or 30,000 QV in three months to complete qualification with the following included:
 - Minimum 10,000 QV in the first and the last month of the qualification period.
 - 2,500 QV minimum in your Central District each month of the entire qualification period.
 - Maximum 10,000 QV from each 1st Generation paid-as District Manager's entire SuccessLine, excluding volume from 1st Generation Districts promoted-out to Area Managers, during the qualification period.
 - If your 1st Generation District Manager promotes to Area Manager during your qualification period, the 2,500 QV Pick-Up Credit is included in the maximum 10,000 QV that may be counted over the qualification period.
 - If applicable, a Pick-Up Credit of 2,500 QV for one or more promoted, paid-as Area Managers or above, 1st Generation District can be included each month.
 - QV will be accumulated over the entire qualification period.

Here are two examples:

Achieving Full Qualification in two months:

Started **1st Step** in November by achieving 10,000 Central District QV.

Completed **2nd Step** in December by achieving 14,000 Central District QV.

Checklist:

- ✓ 150 PQV each month during the qualification period
In order to participate in management qualification programs as well as in various bonus and override programs, ICs must accumulate a minimum of 150 PQV each month.
- ✓ 2,500 Central District QV each month
- ✓ 10,000 QV in the first and last month
- ✓ 24,000 QV in two months (10,000 + 14,000 = 24,000)

Achieving Full Qualification in three months:

Started **1st Step** in November by achieving 10,000 Central District QV.

Completed **2nd Step** in December by achieving 10,000 Central District QV.

Completed **3rd and Final Step** in January by achieving 10,000 Central District QV.

Checklist:

- ✓ 150 PQV each month during the qualification period
In order to participate in management qualification programs as well as in various bonus and override programs, ICs must accumulate a minimum of 150 PQV each month.
- ✓ 2,500 QV each month requirement in Central District
- ✓ 10,000 QV in the first and last month's requirement
- ✓ 30,000 QV in three months (10,000 + 10,000 + 10,000 = 30,000)



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Step 3 – Qualify and Promote from Area Manager to Regional Vice President

1. Accumulate a minimum of 40,000 QV in a month and you will automatically be entered into qualification.
2. Accumulate 96,000 QV in two months or 120,000 QV in three months to complete qualification with the following included:
 - A minimum of 40,000 QV in the first and the last month of your qualification period.
 - Maximum 40,000 QV from each 1st Generation, paid-as Area Manager's entire SuccessLine, excluding volume from 1st Generation Areas promoted-out to Regional Vice Presidents, during the qualification period.
 - If your 1st Generation Area Manager promotes to Regional Vice President during your qualification period, the 10,000 QV Pick-Up Credit is included in the maximum 40,000 QV that may be counted over the qualification period.
 - If applicable, a Pick-Up Credit of 10,000 QV for one or more promoted, paid-as Regional Vice President or above, 1st Generation Area, can be included each month.
 - QV will be accumulated over the entire qualification period.

Here are two examples:

Achieving Full Qualification in two months:

Started **1st Step** in November by achieving 40,000 Central Area QV.

Completed **2nd Step** in December by achieving 56,000 Central Area QV.

Checklist:

- ✓ 150 PQV each month during the qualification period
In order to participate in management qualification programs as well as in various bonus and override programs, ICs must accumulate a minimum of 150 PQV each month.
- ✓ 40,000 QV in the first and last month's requirement
- ✓ 96,000 QV in two months (40,000 + 56,000 = 96,000)

Achieving Full Qualification in three months:

Started **1st Step** in November by achieving 40,000 Central Area QV.

Completed **2nd Step** in December by achieving 40,000 Central Area QV.

Completed **3rd and Final Step** in January by achieving 40,000 Central Area QV.

Checklist:

- ✓ 150 PQV each month during the qualification period
In order to participate in management qualification programs as well as in various bonus and override programs, ICs must accumulate a minimum of 150 PQV each month.
- ✓ 40,000 QV in the first and last month's requirement
- ✓ 120,000 QV in three months (40,000 + 40,000 + 40,000 = 120,000)



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Step 4 – Qualify and Promote from Regional Vice President to National Vice President

1. Accumulate a minimum of 160,000 QV in a month and you will automatically be entered into qualification.
2. Accumulate 384,000 QV in two months or 480,000 QV in three months to complete qualification with the following included:
 - A minimum of 160,000 QV in the first and the last month of your qualification period.
 - Maximum 160,000 QV from each 1st Generation, paid-as Regional Vice President's entire SuccessLine, excluding volume from 1st Generation Regions promoted-out to National Vice Presidents, during the qualification period.
 - If your 1st Generation Regional Vice President promotes to National Vice President during your qualification period, the 40,000 QV Pick-Up Credit is included in the maximum 160,000 QV that may be counted over the qualification period.
 - If applicable, a Pick-Up Credit of 40,000 QV for one or more promoted, paid-as National Vice President, 1st Generation Region, can be included each month.
 - QV will be accumulated over the entire qualification period.

Here are two examples:

Achieving Full Qualification in two months:

Started **1st Step** in November by achieving 160,000 Central Region QV.

Completed **2nd Step** in December by achieving 224,000 Central Region QV.

Checklist:

- ✓ 150 PQV each month during the qualification period
In order to participate in management qualification programs as well as in various bonus and override programs, ICs must accumulate a minimum of 150 PQV each month.
- ✓ 160,000 QV in the first and last month's requirement
- ✓ 384,000 QV in two months (160,000 + 224,000 = 384,000)

Achieving Full Qualification in three months:

Started **1st Step** in November by achieving 160,000 Central Region QV.

Completed **2nd Step** in December by achieving 160,000 Central Region QV.

Completed **3rd and Final Step** in January by achieving 160,000 Central Region QV.

Checklist:

- ✓ 150 PQV each month during the qualification period
In order to participate in management qualification programs as well as in various bonus and override programs, ICs must accumulate a minimum of 150 PQV each month.
- ✓ 160,000 QV in the first and last month's requirement
- ✓ 480,000 QV in three months (160,000 + 160,000 + 160,000 = 480,000)

Step 5 – Duplicate your best practices for sales and sponsoring as you develop your downline to continue to grow your Nation to #1!

Arbonne makes no promises or guarantees that any Independent Consultant will be financially successful as each Independent Consultant's results are dependent on his or her own skill and effort. You should not rely on the results of other Arbonne Independent Consultants as an indication of what you should expect to earn. Actual financial results of all Arbonne Independent Consultants for the preceding year are contained in Arbonne's Independent Consultant Compensation Summary (ICCS). You may view the Independent Consultant Compensation Summary on Arbonne's official website at iccs.arbonne.com.

