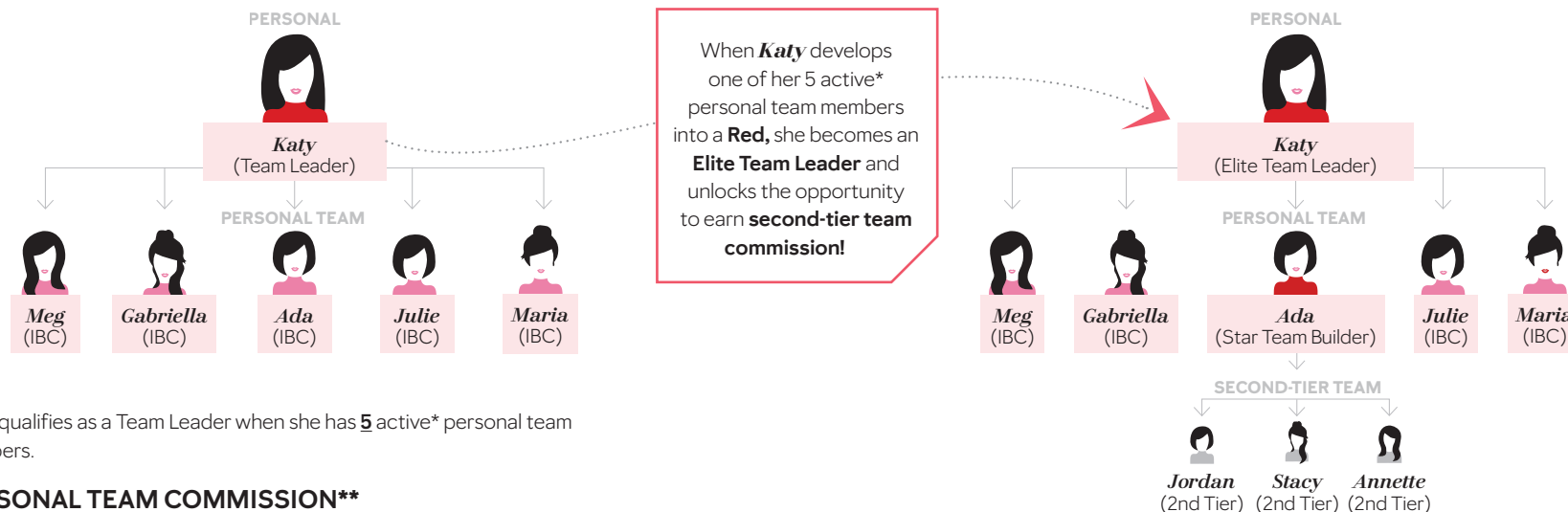


# HELLO, SECOND-TIER COMMISSION!

## ELITE TEAM LEADER ENHANCEMENT



**Katy** qualifies as a Team Leader when she has **5** active\* personal team members.

### PERSONAL TEAM COMMISSION\*\*

In addition to her profit on personal retail sales, Katy is eligible for personal team commission.

- **9%** personal team commission can be earned on combined personal team sales volume in any calendar month when you are an active\* Team Leader.
- **13%** personal team commission can be earned on combined personal team sales volume when you are active\* and have **5** or more personal team members who become active in the same calendar month that you have personal retail sales of \$600 or more in wholesale Section 1 products.

### NOTE!

Katy can also become an Elite Team Leader when she has 8 or more active\* personal team members. When she develops her team this way, she is eligible for the 9% or 13% personal team commission, but she is not eligible for the 5% second-tier team commission.

\* An Independent Beauty Consultant is considered active with personal retail sales of \$225 in wholesale Section 1 products and will remain active for two months following any month with this amount in sales.

\*\* Team Leaders and Elite Team Leaders must be active\* on the last day of the month to be eligible to earn commissions.

**Katy** qualifies as an Elite Team Leader when she has **5** active\* personal team members, **1** of them must be an active\* personal Red (Star Team Builder, Team Leader or Elite Team Leader).

- **PERSONAL TEAM:** Meg, Gabriella, Ada, Julie and Maria.
- **PERSONAL RED:** Ada is an active\* personal team member and also Katy's personal Red (Star Team Builder).
  - Ada's personal team is Jordan, Stacy and Annette. These people are members of Katy's second-tier team.

### NEW! SECOND-TIER TEAM COMMISSION\*\*

In addition to her profit on personal retail sales and **9%** or **13%** personal team commission, when Katy has 5 active\* team members, 1 of them must be an active\* personal Red, she can earn **5%** on her second-tier team's sales volume.

- **5%** second-tier team commission can be earned when Elite Team Leader sales volume is \$2,000 or more. Elite Team Leader sales volume is a combination of her personal retail sales as well as her personal team sales volume and second-tier team sales volume.