

# How will you earn income?



## PERSONAL SALES


Receive a 25% to 33% commission on items you sell.

## TEAM SALES

Receive additional commission based on what your team sells.

### Commission Structure<sup>(1)</sup>

Bring along friends and boost your income!

		MONTHLY SALES BONUS THRESHOLD	TEAM BUILDER BONUS <sup>(2)</sup>
	You	25% Total <sup>(3)</sup>	33% Total ADDITIONAL 8%

***	<b>Level 1</b> TEAM MEMBERS	8% of Their Sales <sup>(4)</sup>	20% OF Their Sales <sup>(4)</sup> ADDITIONAL 5%
**	<b>Level 2</b> TEAM MEMBERS	5% of Their Sales	5% OF THEIR SALES
****	<b>Level 3</b> TEAM MEMBERS	3% of Their Sales	3% OF THEIR SALES
*****	<b>Level 4</b> TEAM MEMBERS	2% of Their Sales	2% OF THEIR SALES

- (1) You earn commissions on your team members' sales when you and your team member each reach your respective monthly sales bonus thresholds.
- (2) When you and your first level team members reach 24,000 or more in group qualifying volume (GQV) in a month, your commissions are boosted an additional 8% (totaling 33%) commission on that month's CV.
- (3) When you reach your monthly sales bonus threshold, you receive an additional 5% in commission (boosting your base commission from 20% to 25%) on your monthly commissionable volume (CV). Your monthly sales bonus threshold amount starts at 800 in personal qualifying volume (PQV) during your Launch, first and second seasons, building to 2,500 during your third and fourth seasons and 3,500 during your fifth season and beyond.
- (4) If you are a Team Leader of a Stylist who begins in Fall '19 and beyond, you'll earn 8% on that Stylist's monthly CV in their first four seasons, 5% in their fifth season, and 3% in their sixth season and beyond.

### How you work your business is up to you!

Here are three examples of women in different stages of their cabi businesses, making cabi work in their busy lives.



#### Allison

Allison is all about the clothes and does cabi as a side gig, helping her pay for childcare. She recently brought on her first team member.



		£1,368	£13,682
<b>Level 1</b> <b>TEAM MEMBERS</b>	<b>1 Team Members</b>	<b>\$576   £438</b>	<b>\$5,760   £4,378</b>
<b>TOTAL</b>		<b>\$2,376   £1,806</b>	<b>\$23,760   £18,060</b>



**MEG**

Meg works cabi alongside her full-time job as a chance to spend time with girlfriends and contribute to her children's private school tuition. She's leading a team of 3 women, some of whom have also begun building their own teams.

	# OF TEAM MEMBERS	MONTHLY EARNINGS	ANNUALIZED EARNINGS
<b>Meg</b>	<b>1</b>	<b>\$2,376   £1,806</b>	<b>\$23,760   £18,060</b>
<b>Level 1</b> <b>TEAM MEMBERS</b>	<b>3 Team Members</b>	<b>\$1,728   £1,313</b>	<b>\$17,280   £13,135</b>
<b>Level 2</b> <b>TEAM MEMBERS</b>	<b>2 Team Members</b>	<b>\$720   £547</b>	<b>\$7,200   £5,473</b>
<b>Level 3</b> <b>TEAM MEMBERS</b>	<b>1 Team Member</b>	<b>\$216   £164</b>	<b>\$2,160   £1,642</b>
<b>TOTAL</b>		<b>\$5,040   £3,831</b>	<b>\$50,400   £38,309</b>



**TRACY**

Tracy has built a team of 3 women who she's helped to build teams of their own. She focuses all of her work efforts on cabi and has replaced her previous corporate salary...and then some!



	Shows/mo.	£3,612	£36,120
<b>Level 1</b> TEAM MEMBERS	<b>3 Team Members</b>	\$1,728   £1,313	\$17,280   £13,135
<b>Level 2</b> TEAM MEMBERS	<b>6 Team Members</b>	\$2,160   £1,642	\$21,600   £16,418
<b>Level 3</b> TEAM MEMBERS	<b>10 Team Members</b>	\$2,160   £1,642	\$21,600   £16,418
<b>Level 4</b> TEAM MEMBERS	<b>12 Team Members</b>	\$1,728   £1,313	\$17,280   £13,135
<b>TOTAL</b>		<b>\$12,528   £9,523</b>	<b>\$125,280   £95,225</b>

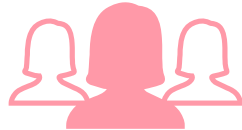
These examples above are based on all Stylists averaging \$1,800 / £1,400 in CV per show and each Stylist holding 4 shows per month (as Tracy is working her business full-time, she is holding 8 shows per month) in our 10 selling months of the year.

[SHOW LESS](#) ^

## INVENTORY SALES

*Recoup expenses and earn additional income when you sell your Seasonal Inventory at the end of each season.*

Your initial investment for your Seasonal Inventory is \$2,570 (USD) with shipping, plus applicable sales tax. At the end of every season, if you sell 70% of your Seasonal Inventory at 50% off, you'll earn \$3,000+ (USD).



## how cabi *supports* you

With cabi, you're in business for yourself, not by yourself. We're here for you every step of the way.



### THE FASHION

- **DISCOUNTED SEASONAL INVENTORY** is yours, far below retail value.
- **A SUBSTANTIAL CLOTHING DISCOUNT**, which grows through sales over time and will have you always looking the part of a fashion stylist.



### HOME OFFICE SUPPORT

- **RECEIVE PERSONALIZED SUPPORT** through a Home Office Team who is available and eager to help your business run smoothly.



### FREE TRAINING

- **WE STAY ALONGSIDE YOU ALL SEASON** through weekly training communications and opportunities to enable you to keep building a business for yourself that just gets better and better.



## MARKETING TOOLS

- **THE FREE STARTER KIT** includes a cabi curtain, garment dividers, rack, order forms, Invitations and envelopes, and Invitation Inserts.



top and bottom hangers



1 jewelry tray



1 presentation rack and grid with 2 hooks\*



1 cabi curtain



1 pack of 7 garment dividers

\* Shipped 2 weeks before *The Scoop*



## PERSONALIZED WEBSITE

- **Cabi HOSTS YOUR VERY OWN WEBSITE** featuring your name and photo. Updated every season, your clients can come here to see the Collection, learn about the latest styling tips, and discover more about the cabi career opportunity.

**Uniquely us.**

FALL 2019 COLLECTION

Fall has arrived reveling in the distinct beauty and style of every woman. What will you find amp up your unique style?

[SHOP NOW](#)

[VIEW THE CAMPAIGN](#)

shop & explore  
BROWSE THE COLLECTION

get styled  
SHOP WITH A cabi STYLIST

get to know cabi  
LEARN ABOUT OUR MISSION



## HOSTESS INCENTIVES

- **GENEROUS DISCOUNTS** for Hostesses further boost the appeal of having one's very own Fashion Experience—season after season.



## LEADERSHIP DEVELOPMENT

- **GROWTH OPPORTUNITIES** abound as all cabi Stylists can become leaders and receive training to build their skills of communication, influence, and help others success.

## RECOGNITION

SHOW LESS ^



**EMPOWER WOMEN  
ENTREPRENEURS AROUND  
THE WORLD**

As each cabi Stylist starts her business, we fund a small business loan for a woman entrepreneur in a developing country, making them “Sister Entrepreneurs,” growing their businesses together.

[LEARN MORE](#)

**WHO ARE cabi STYLISTS?**

Cabi Stylists have diverse professional backgrounds, from young moms to Fortune 500 executives—no two stories are alike! From day one, our Founders envisioned cabi offering a real career in which women could build a substantial business while putting first things first in their lives.

