

compensation plan

personal sales commissions

MONTHLY POWER SELLER	SELL	BONUS	TOTAL	WEEKLY COMMISSION	25% ACCESSORIES 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
MONTHLY REQUIREMENTS													
PERSONAL SALES (PQV) — or — ALTERNATIVE LEADER PQV		500	750	1,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
GROUP TEAM SALES 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
TEAM LEADERSHIP 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
COMMISSION PAYOUTS (Paid based on CV)													
LINE 1		4%	8%	9%	12%	12%	12%	12%	12%	12%	12%	12%	12%
LINE 2				3%	6%	6%	7%	7%	7%	7%	7%	8%	8%
LINE 3						2%	3%	3%	3%	3%	3%	3%	3%
LINE 4							1%	2%	2%	2%	2%	2%	2%
STAR+ TEAM LEVELS						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

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): $65\% \times$ 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.