

Compensation Plan Summary

There are ten different ways for a Color Street Stylist to earn money in this Compensation Plan. As each one is cumulative, it is possible to make money in one, a few, or all ten ways.

The Marketing Phase compensates you for your personal sales and rewards you for helping others do the same.

1. *Jump Start Bonuses*
2. *Base Retail Commission*
3. *Enhanced Retail Commission*

The Leadership Phase pays bonuses on the sales of your team.

4. *Enroller Matching Jump Start Bonuses*
5. *Enroller Bonuses*
6. *Leadership Level Bonuses*
7. *Leadership Depth Bonus*

The Executive Phase rewards you for mentoring other emerging leaders.

8. *Team Bonus*
9. *Generation Bonuses*
10. *Car/Lifestyle Bonuses*

Jump Start Bonuses

Check your Virtual Office for current goals & rewards.

Base Retail Commission

paid weekly

25% of your Personal Volume (PV)

Enhanced Retail Commission

paid monthly

Personal Volume (PV)	Commissions on your PV
\$600 to \$1,199	3%
\$1,200 to \$1,799	5%
\$1,800 to \$2,399	7%
\$2,400+	10%

Enroller Matching Jump Start Bonuses

100% Match

on Jump Start rewards earned by Stylists you enroll.

STYLIST	SENIOR STYLIST	TEAM LEADER	DIRECTOR	SENIOR DIRECTOR	EXECUTIVE DIRECTOR (ED)	SENIOR EXECUTIVE (SE)	NATIONAL EXECUTIVE (NE)
Rank Qualification and Maintenance Requirements							
BQ	BQ + 2 Qualified Legs + \$2,000 Lifetime GV + \$1,000 GV	BQ + 3 Qualified Legs, including 1 Senior Stylist Leg or above + \$5,000 Lifetime GV + \$2,500 Capped GV	BQ + 4 Qualified Legs, including 2 Senior Stylist Legs or above and 1 Team Leader Leg or above + \$20,000 Lifetime GV + \$7,500 Capped GV	BQ + 5 Qualified Legs, including 2 Team Leader Legs or above and 1 Director Leg or above + \$50,000 Lifetime GV + \$25,000 Capped GV	BQ + 6 Qualified Legs, including 2 Director Legs or above and 1 Senior Director Leg or above + \$150,000 Lifetime GV + \$50,000 Capped GV	BQ + 7 Qualified Legs, including 2 Senior Director Legs or above and 1 ED Leg or above + \$500,000 Lifetime GV + \$150,000 Capped GV	BQ + 8 Qualified Legs, including 2 Senior Director Legs or above, 1 ED Leg or above, and 1 SE Leg or above + \$1,000,000 Lifetime GV + \$300,000 Capped GV
Retail Commissions (Base + Enhanced)							
25% to 35%	25% to 35%	25% to 35%	25% to 35%	25% to 35%	25% to 35%	25% to 35%	25% to 35%
Enroller Bonuses							
E1	3%	3%	3%	3%	3%	3%	3%
E2	N/A	N/A	3%	3%	3%	3%	3%
Leadership Level Bonuses							
Level 1	3%	3%	3%	3%	3%	3%	3%
Level 2	N/A	3%	3%	3%	3%	3%	3%
Level 3	N/A	N/A	3%	3%	3%	3%	3%
Level 4	N/A	N/A	N/A	3%	3%	3%	3%
Leadership Depth Bonuses							
				1.5% (from Level 5 down to but not including Level 5 of the first downline SD or above)	1.5% (from Level 5 down to but not including Level 5 of the first downline SD or above)	1.5% (from Level 5 down to but not including Level 5 of the first downline SD or above)	1.5% (from Level 5 down to but not including Level 5 of the first downline SD or above)
Team Bonus							
				1.5% TV	1.5% TV	1.5% TV	1.5% TV
Generation Bonuses							
Gen 1	3%	3%	3%	3%	3%	3%	3%
Gen 2	N/A	3%	3%	3%	3%	3%	3%
Gen 3	N/A	N/A	3%	3%	3%	3%	3%
Car/Lifestyle Bonus							
				\$500	\$750	\$1000	\$1000

Definitions

Bonus Qualified (BQ): \$300 PV or more in a calendar month.

Group Volume (GV): The sum of the Stylist's PV + the PV of all Stylists in their Sponsor tree that exists as of the last second of the last day of the monthly commission period.

Lifetime GV: The sum of the Stylist's GV from the current month and every prior month.

Capped GV: The monthly GV capped by the 50% Rule, where no more than 50% of Capped GV can come from one leg.

Qualified Leg: A leg with at least one Bonus Qualified Stylist. A leg can only be counted once for rank qualification and maintenance.