

# COMPENSATION PLAN GUIDE

# TABLE OF CONTENTS

## **01** HOW TO EARN WITH JEWELSCENT

- 1.1 Personal Volume
- 1.2 Team Commission
- 1.3 Reward Points

## **02** HOW TO GET PAID

- 2.1 Pay Days
- 2.2 Deductions

## **03** CAREERS AT A GLANCE

- 3.1 VIP Customer
- 3.2 Garnet Executive
- 3.3 Amethyst Executive
- 3.4 Quartz Executive
- 3.5 Jade Executive
- 3.6 Sapphire Executive
- 3.7 Ruby Executive
- 3.8 Emerald Executive
- 3.9 Diamond Executive

## **04** DEFINITIONS AND TERMS

**Our Mission and Core Values is what  
JewelScent built its foundation on.**

**We designed the JewelScent Compensation  
Plan with you in mind.**

# 01

## HOW TO EARN WITH JEWELSCENT

The JewelScent Compensation Plan offers you the ability to take control of your financial rewards. Many JewelScent VIP Customers and Executives joined for the benefits of being a Personal Shopper, hobbyist, Influencer, to bring in a part-time income, while others choose to reap the rewards of a full-time JewelScent business. Our Compensation Plan has been designed to reward the key behaviors of success, which is your Personal Sales first, and then any Team Sales. As a VIP Customer your \$10 monthly membership fee allows you the opportunity to shop our delightful products and receive a discount of 30% on everything you purchase for the month. A VIP Customer can earn additional incremental bonuses starting at 2% once a minimum of \$100+ in sales has been reached.

### QUALIFYING VOLUME (QV)

Qualifying Volume is the qualifying amount of a sale that is eligible for commission and applicable to qualification requirements in the JewelScent compensation plan. The QV of an item is based on the USD retail price. Generally, QV equals the sales value of an order less discounts (promotions, gift card redemptions, Reward Points), shipping, and tax. Product Incentives, events, and Vault Items do not count toward QV.

## 1.1 PERSONAL VOLUME

### PERSONAL PURCHASES

Personal Purchases include all orders that you place through your VIP Customer group account, 1:1 sales, table sales, Home Shows, Events, which reflects a 30% discount against the retail price.

### PERSONAL COMMISSION

Personal Sales Commission is credited immediately to your account balance. As store credit you can use your account balance to purchase JewelScent product. Any unused balance will be transferred to your Paylution at the end of the next pay period.

## **PERSONAL SALES VOLUME (PSV)**

Personal Sales Volume includes all sales you have personally sold to customers. This includes sales generated through our three (3) different types of Socials (Virtual Parties, Group Buys and Fundraisers), sales through your replicated site and repeat orders from customers. As a VIP Customer, you earn a base of 30% commission on your PSV. Personal sales commission is paid bi-monthly from the day you join JewelScent as a VIP Customer.

## **PERSONAL QUALIFYING VOLUME (PQV)**

Personal Qualifying Volume is the accumulative Qualifying Volume of your Personal Sales Volume (PSV) and Personal Purchases. For example, if you sell \$100 of JewelScent product, you have earned 100 PQV. If you sell \$50 of JewelScent product and personally purchase \$50 of JewelScent product, you have earned \$100 PQV.

## **PERSONAL VOLUME BONUS (PVB)**

Boost your earnings from 30% to 46% with the Personal Volume Bonus. As you increase your monthly Personal Qualifying Volume (PQV), you can earn up to an additional 16% bonus commission on your PQV. PQV qualification resets every calendar month.

# **1.2 TEAM COMMISSION**

Team Commission are processed on the 10th of every month. They are calculated after the calendar month-end when paid-as levels can be determined. It Pays To Level up!

As you promote through the Executive levels, you will earn increasing commissions on your personal sales and well as any Team levels in your downline.

## **COMMISSIONABLE VOLUME (CV)**

The Commissionable Volume is 70% of the Qualifying Volume (QV) generated by downline VIP Customers in your Team. Downline commissions are calculated based on CV. Personal commission is based on QV.

# **1.3 REWARD POINTS**

You can earn Reward Points in 2 different ways:

1. Receive monthly Reward Points as a bonus for achieving a specific Executive level which will be added to your account the following month to use how you wish.
2. Self-Hosted Virtual Party and earn points based on the sales generated from the party

VIRTUAL PARTY REWARDS			
# OF ORDERS	MINIMUM TOTAL	# OF ORDERS	# OF ORDERS
3	\$100	14%	-
3	\$150	16%	1 x Half Off
5	\$250	18%	2 x Half Off
5	\$400	20%	3 x Half Off
6	\$600	22%	4 x Half Off

Reward Points can be redeemed on JewelScent and Legacy Design products at a \$0.70/point conversion rate through [www.jewelscent.com](http://www.jewelscent.com) only. You may also apply your Reward Points toward exclusive Vault items. It will be deducted from the order's QV and must be redeemed within 120 days from the issuance date

# 02

## HOW YOU GET PAID

All commissions are paid directly through our 3rd party service provider, Paylution and a free Visa commission card available upon request directly through Paylution. Upon enrollment, you will receive an invitation directly from Paylution prompting you to activate your account. Unredeemed commissions can be cashed out bi-monthly through Paylution in the manner of your choice.

### 2.1 PAY DAYS

Your earnings are transferred to your Paylution account twice each calendar month. Personal earnings generated in the first half of the month (1st through 15th) that have not been redeemed will be removed from your Account Balance on the 16th of the month and released to Paylution by the 25th of every month. Personal earnings from sales in the second half of the month (16th through the last day of the month) that have not been redeemed will be removed from your Account Balance on 1st of the following month and released to Paylution on the 10th of every month. If the 10th or the 25th falls on a weekend, then payday is the business day prior.

### PERSONAL COMMISSION

Personal Sales Commission is credited immediately to your account balance. As store credit you can use your account balance to submit personal purchases. Any unused balance will be transferred to your Paylution account at the end of the next pay period.

### TEAM COMMISSION AND BONUSES

Team Commission and Bonuses are calculated at the close of each calendar month (available to view on the 1st of the following month at midnight PT) at the time the paid-as-rank is determined. It will then be released to Paylution on the 10th of every month.

### 2.2 DEDUCTIONS

Refunds issued for any reason (i.e. order cancelations, damaged items, backorders, returns, etc.) will claw back any issued commissions on the order at the time the refund is processed. Orders linked to an online Social (Virtual Parties, Group Buys) will reflect either a 2.5% or 10% clawback from the personal sales commissions earned at the time the order is placed or at the time a manual transfer is completed.

# 03

## EXECUTIVE LEVELS AT A GLANCE

The starting pay level for our VIP Customers begins with a 30% discount. We offer eight (8) different Executive levels, where your income will be calculated based on your running personal sales (PQV) each month. Each Personal Volume Bonus tier will pay an additional 2% in commissions once the Personal Qualifying Volume (PQV) has reached the minimum threshold (i.e. \$100, \$250, \$500, etc..). With every new level achieved, the system will automatically add any additional bonuses back on all sales for that current month, which can be tracked in your Commissions/ Earnings Report available in the Back Office.

### 3.1 VIP CUSTOMER

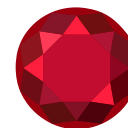


This is your starting pay level receiving a 30% discount.

On the 1st of every month, the system resets and starts you off on a clean slate. This allows you the ability to earn your desired discount each month and offers you the flexibility to move from level to level each month.

Set your monthly goal and determine how many Socials, Home Shows and 1:1 sales you will hold to achieve your goal.

### 3.2 GARNET EXECUTIVE



Qualifications: Personal Sales of \$100 - \$249 within a calendar month

#### EARN

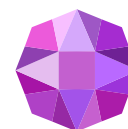
- Personal Commission: 30%
- Personal Volume Bonus 1 for an additional 2%
- Total Discount: 32%
- Monthly Rewards Bonus: 5 Reward Points

#### RESPONSIBILITIES

- ENJOY shopping for yourself and any gift items you may need
- Have FUN sharing JewelScent with your family and friends



### 3.3 AMETHYST EXECUTIVE



Qualifications: Personal Sales of \$250 - \$499 within a calendar month

#### EARN

- Personal Commission: 30%
- Personal Volume Bonus 1 for an additional 2%
- Personal Volume Bonus 2 for an additional 2%
- Total Discount: 34%
- Monthly Rewards Bonus: 10 Reward Points

#### RESPONSIBILITIES

- Have FUN sharing JewelScent with your family and friends
- Host a Social or Home Show where your family and friends can earn Reward Points for exclusive Vault items
- Offer your family and friends to host a Social or Home Show to share the delightful products of JewelScent

### 3.4 QUARTZ EXECUTIVE



Qualifications: Personal Sales of \$500 - \$749 within a calendar month

#### EARN

- Personal Commission: 30%
- Personal Volume Bonus 1 for an additional 2%
- Personal Volume Bonus 2 for an additional 2%
- Personal Volume Bonus 3 for an additional 2%
- Total Discount: 36%

#### DOWNLINE COMMISSIONS

- Level 1: 5%
- Level 2: 2%
- Monthly Rewards Bonus: 30 Reward Points

#### RESPONSIBILITIES

- Hold a Self Hosted Social / Home Show
- Customer Hosted Socials / Home Show where you have the opportunity to gain new Customers
- Host a Group Buy for your family and friends allowing them then to earn Reward Points for exclusive Vault items
- friends allowing them then to earn Reward
- Set up and sell at local events
- Offer different Fundraiser within your community
- Share the JewelScent opportunity, allowing then to purchase @ a 30% discount

## 3.5 JADE EXECUTIVE



Qualifications: Personal Sales of \$750 - \$1,249 within a calendar month

### EARN

- Personal Commission: 30%
- Personal Volume Bonus 1 for an additional 2%
- Personal Volume Bonus 2 for an additional 2%
- Personal Volume Bonus 3 for an additional 2%
- Personal Volume Bonus 4 for an additional 2%
- Total Discount: 38%

### DOWNLINE COMMISSIONS

- Level 1: 5%
- Level 2: 3%
- Monthly Rewards Bonus: 40 Reward Points

### RESPONSIBILITIES

- Hold a 2 Self Hosted Social / Home Shows
- Hold 2 - 4 Customer Hosted Socials / Home Show where you have the opportunity to gain new Customers
- Host a Group Buy for your family and friends allowing them then to earn Reward Points for exclusive Vault items
- Set up and sell at local events
- Offer to do a Fundraiser for a local school or team within your community
- Share the JewelScent opportunity, allowing them to purchase @ a 30% discount
- Reach out to any down line to offer support and encouragement
- Stay connected with Leadership monthly calls
- Be active on the JewelScent Facebook Group Page

## 3.6 SAPPHIRE EXECUTIVE



Qualifications: Personal Sales of \$1,250 - \$1,999 within a calendar month

### EARN

- Personal Commission: 30%
- Personal Volume Bonus 1 for an additional 2%
- Personal Volume Bonus 2 for an additional 2%
- Personal Volume Bonus 3 for an additional 2%
- Personal Volume Bonus 4 for an additional 2%
- Personal Volume Bonus 4 for an additional 2%
- Total Discount: 40%

### DOWNLINE COMMISSIONS

- Level 1: 5%
- Level 2: 3%
- Monthly Rewards Bonus: 50 Reward Points

### RESPONSIBILITIES

- Hold a 2 Self Hosted Social / Home Shows
- Hold 2 - 4 Customer Hosted Socials / Home Show where you have the opportunity to gain new Customers
- Host a Group Buy for your family and friends allowing them then to earn Reward Points for exclusive Vault items
- Set up and sell at local events
- Offer different Fundraiser within your community
- Share the JewelScent opportunity, allowing them to purchase @ a 30% discount
- Reach out to any down line to offer support and encouragement
- Stay connected with Leadership monthly calls
- Be active on the JewelScent Facebook Group Page
- Lead by example and while staying motivated
- Utilize and apply the training in your Back Office
- Commit to attending our GEM Conference and any regional events

## 3.7 RUBY EXECUTIVE



Qualifications: Personal Sales of \$2,000.00 - \$2,699.00 within a calendar month

### EARN

- Personal Commission: 30%
- Personal Volume Bonus 1 for an additional 2%
- Personal Volume Bonus 2 for an additional 2%
- Personal Volume Bonus 3 for an additional 2%
- Personal Volume Bonus 4 for an additional 2%
- Personal Volume Bonus 5 for an additional 2%
- Personal Volume Bonus 6 for an additional 2%
- Total Discount: 42%

### DOWNLINE COMMISSIONS

- Level 1: 5%
- Level 2: 4%
- Monthly Rewards Bonus: 75 Reward Points

### RESPONSIBILITIES

- Hold a 2 Self Hosted Social / Home Shows
- Hold 3 - 6 Customer Hosted Socials / Home Show where you have the opportunity to gain new Customers
- Host a Group Buy for your family and friends allowing them then to earn Reward Points for exclusive Vault items
- Set up and sell at local events
- Offer different Fundraiser within your community
- Share the JewelScent opportunity, allowing them to purchase @ a 30% discount
- Reach out to any down line to offer support and encouragement
- Stay connected with Leadership monthly calls
- Be active on the JewelScent Facebook Group Page
- Lead by example and while staying motivated
- Recognize, mentor and encourage your Team
- Utilize and apply the training in your Back Office
- Commit to attending our GEM Conference and any regional events

## 3.8 EMERALD EXECUTIVE



Qualifications: Personal Sales of \$2,750.00 - \$3,499.00 within a calendar month

### EARN

- Personal Commission: 30%
- Personal Volume Bonus 1 for an additional 2%
- Personal Volume Bonus 2 for an additional 2%
- Personal Volume Bonus 3 for an additional 2%
- Personal Volume Bonus 4 for an additional 2%
- Personal Volume Bonus 5 for an additional 2%
- Personal Volume Bonus 6 for an additional 2%
- Personal Volume Bonus 7 for an additional 2%
- Total Discount: 44%

### DOWNLINE COMMISSIONS

- Level 1: 5%
- Level 2: 4%
- Monthly Rewards Bonus: 100 Reward Points

### RESPONSIBILITIES

- Hold a 2 Self Hosted Social / Home Shows
- Hold 3 - 6 Customer Hosted Socials / Home Show where you have the opportunity to gain new Customers
- Host a Group Buy for your family and friends allowing them then to earn Reward Points for exclusive Vault items
- Set up and sell at local events
- Offer different Fundraiser within your community
- Share the JewelScent opportunity, allowing them to purchase @ a 30% discount
- Reach out to any down line to offer support and encouragement
- Stay connected with Leadership monthly calls
- Be active on the JewelScent Facebook Group Page
- Lead by example and while staying motivated
- Recognize, mentor and encourage your Team
- Utilize and apply the training in your Back Office
- Commit to attending our GEM Conference and any regional events

## 3.9 DIAMOND EXECUTIVE



Qualifications: Personal Sales of \$2,750.00 - \$3,499.00 within a calendar month

### EARN

- Personal Commission: 30%
- Personal Volume Bonus 1 for an additional 2%
- Personal Volume Bonus 2 for an additional 2%
- Personal Volume Bonus 3 for an additional 2%
- Personal Volume Bonus 4 for an additional 2%
- Personal Volume Bonus 5 for an additional 2%
- Personal Volume Bonus 6 for an additional 2%
- Personal Volume Bonus 7 for an additional 2%
- Personal Volume Bonus 8 for an additional 2%
- Total Discount: 46%

### DOWNLINE COMMISSIONS

- Level 1: 5%
- Level 2: 5%
- Monthly Rewards Bonus: 150 Reward Points

### RESPONSIBILITIES

- Hold a 2 Self Hosted Social / Home Shows
- Hold 3 - 6 Customer Hosted Socials / Home Show where you have the opportunity to gain new Customers
- Host a Group Buy for your family and friends allowing them then to earn Reward Points for exclusive Vault items
- Set up and sell at local events
- Offer different Fundraiser within your community
- Share the JewelScent opportunity, allowing them to purchase @ a 30% discount
- Reach out to any down line to offer support and encouragement
- Stay connected with Leadership monthly calls
- Be active on the JewelScent Facebook Group Page
- Lead by example and while staying motivated
- Recognize, mentor and encourage your Team
- Utilize and apply the training in your Back Office
- Commit to attending our GEM Conference and any regional events

# 04

## DEFINITIONS AND TERMS

### **ACTIVITY/COMPRESSION**

To stay active, a VIP Customer must continue to pay the monthly membership fee (\$10/month). Paying the \$10 monthly membership fee allows you to shop your favorite products while receiving a 30% discount on all JewelScent and Legacy Design items. Deactivation and Compression will occur if a VIP Customer fails to pay the monthly membership fee. Upon deactivation, the VIP Customer's Team will roll-up (compress) to the next active upline in the genealogy.

### **COMMISSIONABLE VOLUME (CV)**

The Commissionable Volume (CV) is 70% of the Qualifying Volume (QV) generated by downline Consultants in your Team. Team Level commissions are calculated based on CV. Personal commission is calculated based on QV.

### **EXECUTIVE**

Those who level up receiving additional discounts for each level you achieve during a month.

### **EXECUTIVE LEVEL**

Refers to One (1) of the Eight (8) levels that you can earn on which is calculated based on your month-end PQV (Personal Qualifying Volume). Levels are ranked in the following order: Garnet, Amethyst, Quartz, Jade, Sapphire, Ruby, Emerald and Diamond.

### **NEW VIP CUSTOMERS**

One who you personally invite to join your Team of existing VIP's Customers / Executives. Also referred to as "downline" or "Personally Sponsored".

### **QUALIFIED LEVEL**

Your monthly level based on meeting PQV qualifications for each corresponding level. You will receive commissions for the level you qualify. This is also referred to as "paid-as-level."

### **QUALIFYING VOLUME (QV)**

Qualifying Volume is the qualifying amount of a sale that is eligible for commission and applicable to qualification requirements in the JewelScent compensation plan. The QV of an item is based on the USD retail price. Generally, QV equals the sales value of an order less discounts (promotions, gift card redemptions, Reward Points), shipping, and tax. Product Incentives, events, and Vault Items do not count toward QV.

## **PERSONAL COMMISSION**

Personal Sales Commission is credited immediately to your account balance. As store credit you can use your account balance to submit personal purchases. Any unused balance will be transferred to your Paylution account at the end of the next pay period.

## **PERSONAL SALES VOLUME (PSV)**

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## **PERSONAL QUALIFYING VOLUME (PQV)**

Personal Qualifying Volume is the accumulative Qualifying Volume of your Personal Sales Volume (PSV) and Personal Purchases. For example, if you sell \$100 of JewelScent product, you have earned 100 PQV. If you sell \$50 of JewelScent product and personally purchase \$50 of JewelScent product, you have earned \$100 PQV.

## **PERSONAL VOLUME BONUS (PVB)**

Boost your earnings from 30% to 46% with the Personal Volume Bonus. As you increase your monthly Personal Qualifying Volume (PQV), you can earn up to an additional 16% bonus commission on your PQV. PQV qualification resets every calendar month.

## **COMMISSIONABLE VOLUME (CV)**

The Commissionable Volume is 70% of the Qualifying Volume (QV) generated by downline VIP Customers in your Team. Downline commissions are calculated based on CV. Personal commission is based on QV.

## **TEAM COMMISSION AND BONUSES**

Team Commission and Bonuses are calculated at the close of each calendar month (available to view on the 1st of the following month at midnight PT) at the time the paid-as-level is determined. It will then be released to Paylution on the 10th of every month.

## **SPONSOR**

The person who shared the opportunity with you about joining JewelScent, also referred to as “upline.”

## **TEAM LEVEL COMMISSIONS.**

When you are qualified as an Amethyst Executive (or higher rank) you will receive commissions on the Commissionable Volume (CV) of your level 1 and level 2 VIP Customer.



# JEWELSCENT

## COMPENSATION PLAN



VIP CUSTOMER



GARNET  
EXECUTIVE



AMETHYST  
EXECUTIVE



QUARTZ  
EXECUTIVE



JADE  
EXECUTIVE



SAPPHIRE  
EXECUTIVE



RUBY  
EXECUTIVE



EMERALD  
EXECUTIVE



DIAMOND  
EXECUTIVE

### REQUIREMENTS

	\$100	\$250	\$500	\$750	\$1,250	\$2,000	\$2,750	\$3,500
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### COMMISSIONS

PERSONAL SALES	30%	30%	30%	30%	30%	30%	30%	30%
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PQV BONUS 1		2%						
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PQV BONUS 2			4%					
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PQV BONUS 3				6%				
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PQV BONUS 4					8%			
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PQV BONUS 5						10%		
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PQV BONUS 6							12%	
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PQV BONUS 7								14%
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PQV BONUS 8									16%
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### TEAM COMMISSIONS

TEAM LEVEL 1				5%	5%	5%	5%	5%	5%
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TEAM LEVEL 2			2%	2%	3%	3%	4%	4%	5%
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REWARD POINTS		5	10	30	40	50	75	100	150
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