

# COMPENSATION PACKAGE

Rank	Personal Sales Comm	Personal Weekly Bonus*	Personal Monthly Bonus**	1st Level	2nd Level	3rd Level
Coach	15%	2.5%	2.5%			
Manager	15%	2.5%	2.5%	5%		
Director	15%	2.5%	2.5%	6%	4%	
Executive	15%	2.5%	2.5%	6%	4%	3%

\*Is added to Personal Sales Commission, if sales are over \$500 for the week.

\*\*Is added to Personal Sales Commission if sales are over \$2000 for the month.



# QUALIFICATIONS

Rank	1st Level Coaches in Downline	2nd Level Managers in Downline	3rd Level Directors In Downline	&	Total Team Volume
Coach					\$0
Manager	3 or more				\$3,000
Director	10 or more	3 or more			\$20,000
Executive	30 or more	9 or more	2 or more		\$50,000

All qualifications are monthly including Team Volume.





## Pay Plan Glossary:

**Customer** – A customer is an individual who purchases products for personal use and has not signed an agreement with the company. Customers are not allowed to sponsor (i.e. have a downline), do not receive commissions and are not credited with volume. The sales from a customer's purchase is credited to the LA Life Coach from whom they order. They are considered Level 0 (rather than a level one which a LA Life Coach would be to their sponsor).

**Level 1** – Sales from LA Life Coaches that you've directly sponsored.

**Level 2** – Sales from LA Life Coaches that were sponsored by LA Life Coaches that you sponsored.

**Level 3** – Sales from LA Life Coaches that were sponsored by LA Life Coaches that were sponsored by LA Life Coaches that you sponsored.

**Sponsor** – A LA Life Coach who introduces a new LA Life Coach to the business is the sponsor of the new LA Life Coach. The sponsoring Coach is directly above the new Coach in the genealogy and is considered to be the Personal Sponsor.

**Personal Monthly Bonus** – Bonus commission awarded to LA Life Coach who's Personal Sales exceed \$2000 in a given month. Paid within 15 days after each month.

**Personal Sales Commission** – Sales commission based on retail sales directly to a customer less shipping and applicable sales taxes. Paid Weekly.

**Personal Weekly Bonus** – Bonus commission awarded to LA Life Coach who's personal sales exceed \$500 in a given week. Paid weekly.

**Total Team Volume** – Equals retail sales (excluding shipping and sales tax) of all entities in a LA Life Coach's downline. Note that this does not include personal purchases of the LA Life Coach.