



Scentsy

Compensation Plan

Definitions

Team

- The total enrolled consultants under another consultant down to but not including the next Director

Group

- A group begins with a consultant and includes all enrolled downline consultants and directors

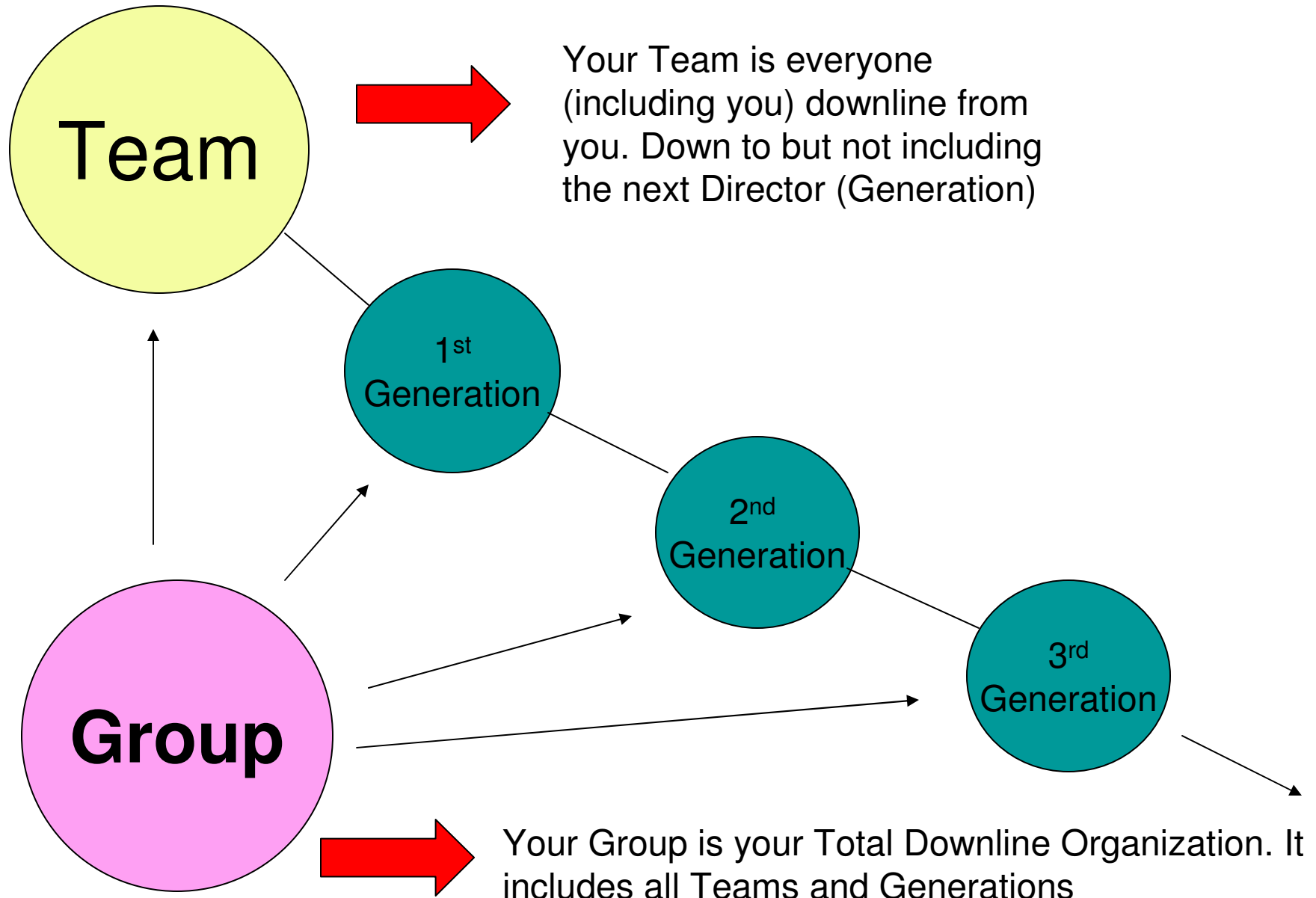
Generation

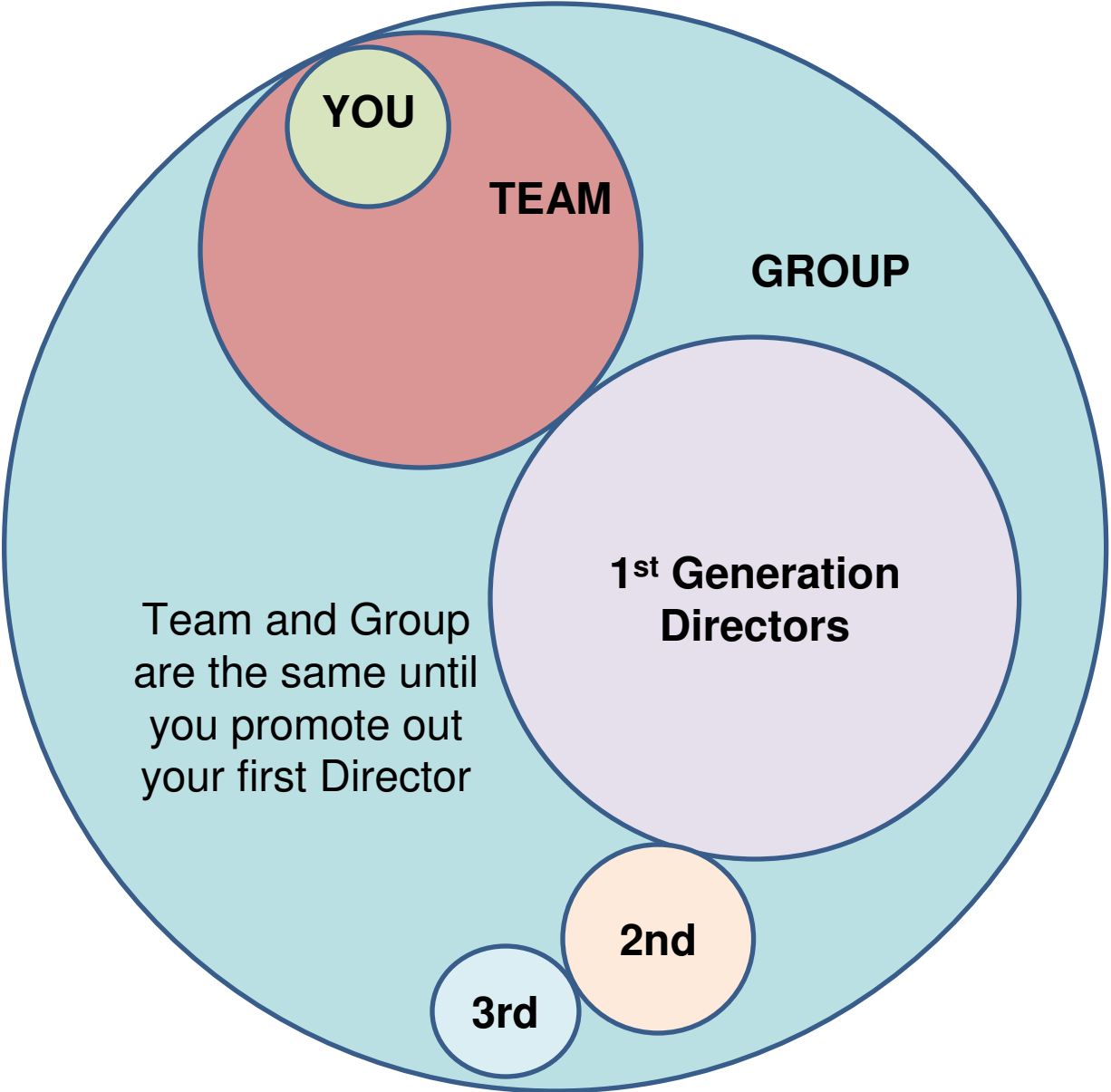
- The relationship between an upline Director and a downline Director. The first Director in a leg is first generation. The next Director in that leg is 2nd generation, then 3rd generation, etc.

Breakaway

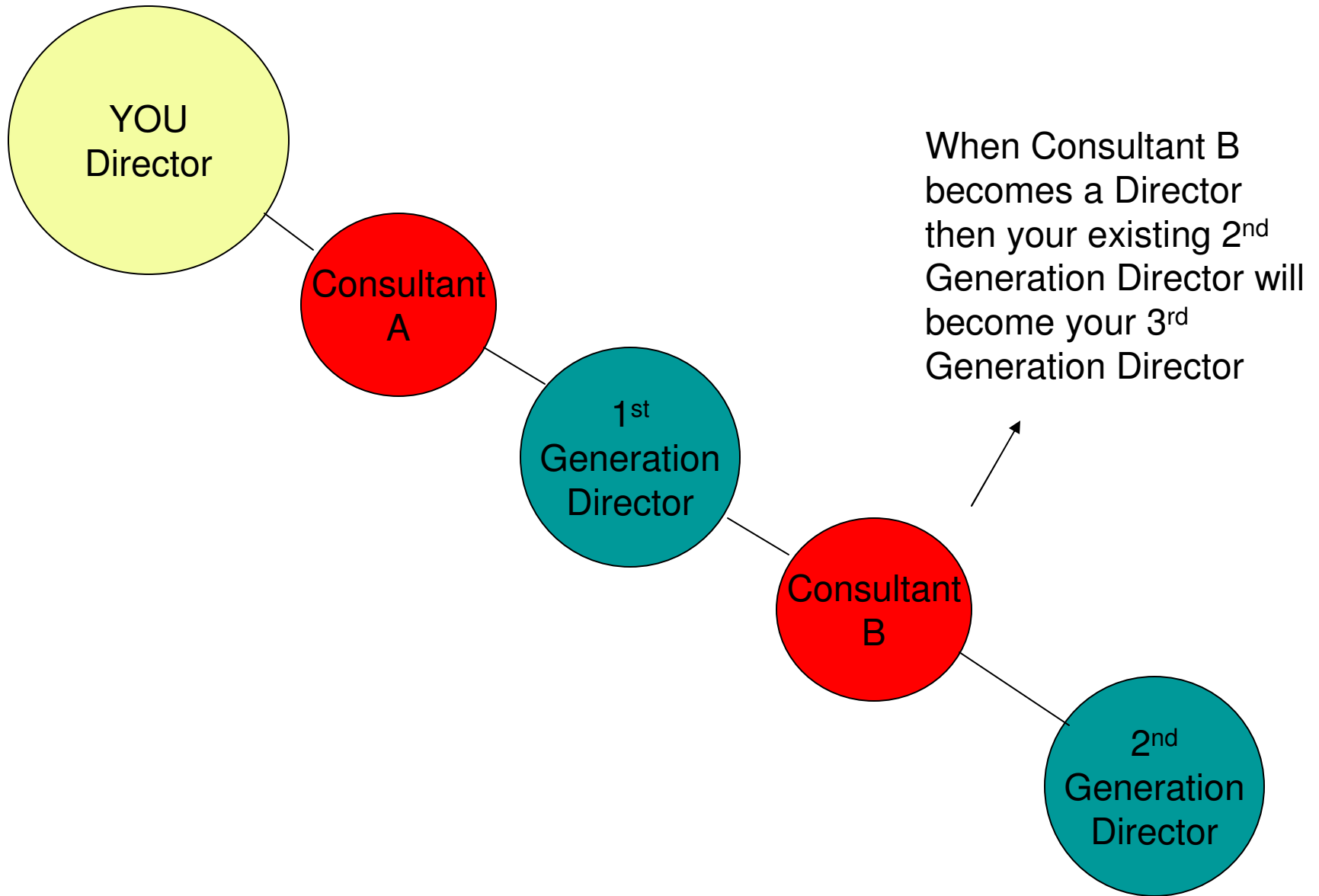
- When a Consultant is promoted to Director they “break away” from their sponsor’s Team. Their Team Wholesale Volume (TWV) is no longer included in their upline’s TWV.

Understanding Team & Group





Another Example of a Generation



Definitions

Downline Organization

- Same as a group.

Level

- The layers of a downline organization

Frontline

- The first level of a consultant's group

Leg

- Each frontline consultant and their respective group

Definitions

Retail Profit

- The 20% or 25% that a consultant earns in commissions from personal sales is calculated from 100% of the retail price.

Example: 25% commission on a \$100 order (without shipping and taxes) would be \$25.00

Personal Retail Sales Volume (PRSV)

- The commissionable value of products sold in a calendar month by the company to a consultant or by the company to a consultant's customer

Definitions

Wholesale Volume

- Retail Sales Volume x 75% = Wholesale Volume

Personal Wholesale Volume (PWV)

- The wholesale volume of products sold in a calendar month by the company to the consultant or by the company to the consultants customer
- $PRSV \times 75\% = PWV$

Team Wholesale Volume (TWV)

- The sum of the PWV of each person on a team

Group Wholesale Volume (GWV)

- The sum of the PWV of each person in a group (downline organization)

Definitions

Active

- A consultant is considered active if they have at least \$150 in PRSV during the commission period

Commission

- The amount paid out to a consultant for a retail sale represented as a percentage of the retail price

Royalty

- The amount paid out to leaders (Lead Consultant and above) as a percentage of PWV on personal sales and of GWV on group sales

Definitions

Rank

- The qualification level at which the consultant's compensation will be determined from month to month

Title

- The highest rank ever achieved

Essential Consultant

- Enroll with Scentsy
- Purchase kit for \$99.00
- Earn 20% commission on first \$1000 of PRSV



Certified Consultant

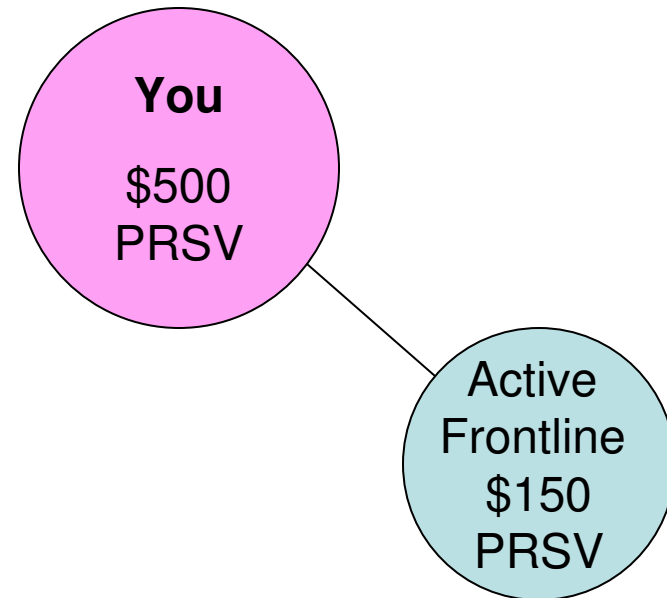
- Do \$1000 in cumulative PRSV as an Essential Consultant
- Earn 25% commission on any PRSV



25% commission on PRSV is now permanent for Certified Consultant and higher ranks. On the following illustrations it will not be shown but can be assumed it is being paid out for those ranks

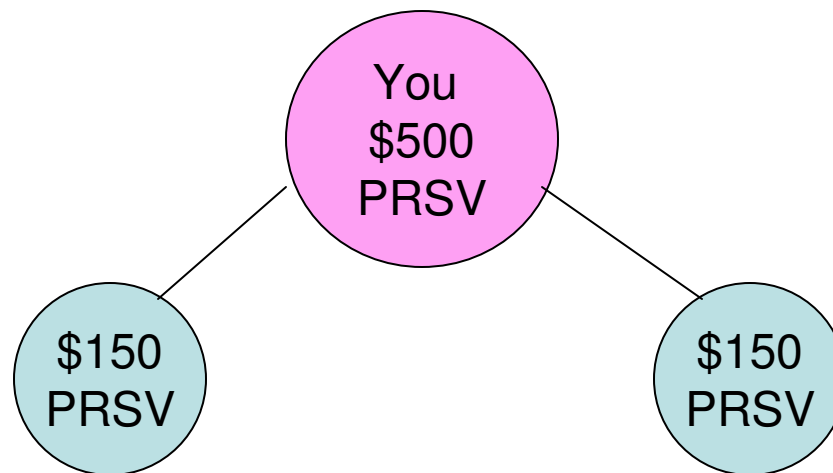
Lead Consultant

- \$500 PRSV in a month
- \$1000 GWV in the month
- One Active Frontline Consultant or higher
 - 2% on PWV
 - 2% on Frontline Essential or Certified Consultant GWV



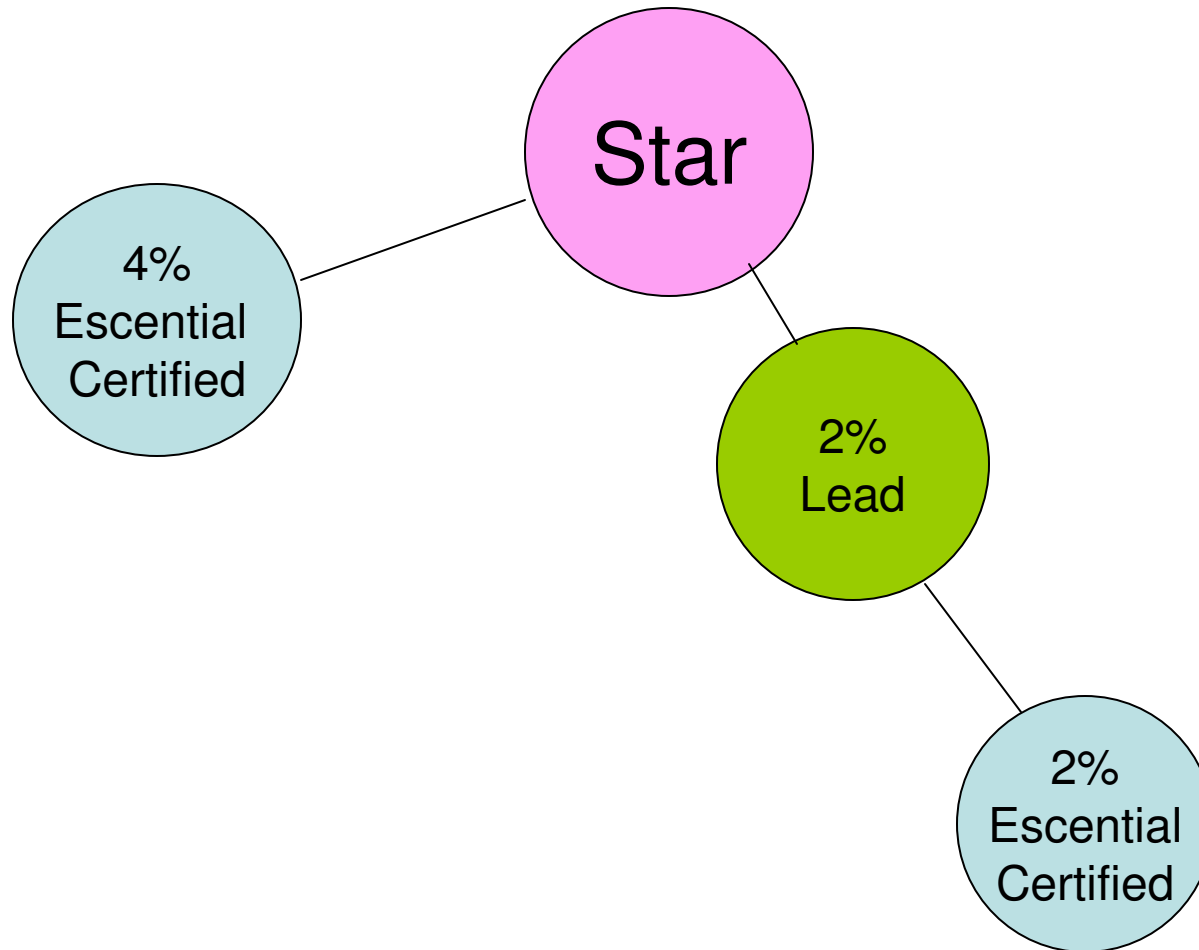
Star Consultant

- Personal PRSV of \$500 in a month
- \$2500 in GWV in a month
- Two Active Frontline Consultants or higher
 - 4% on PWV
 - 4% on Frontline Essential or Certified Consultants GWV
 - 2% on Frontline Lead Consultant GWV



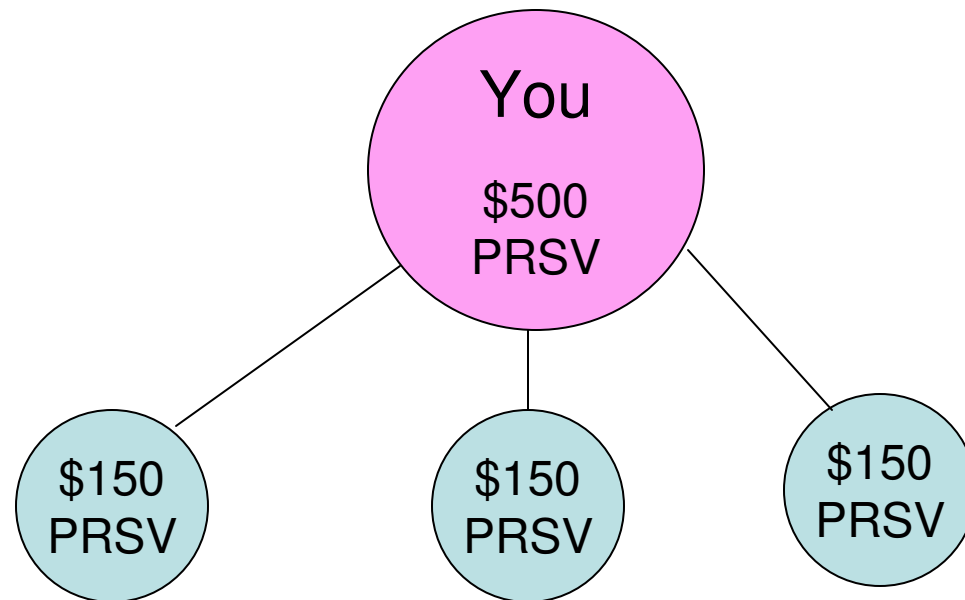
Must have a total of \$2500 in GWV. Graphical illustration only shows the minimum for each consultant personally

Star Consultant Royalty



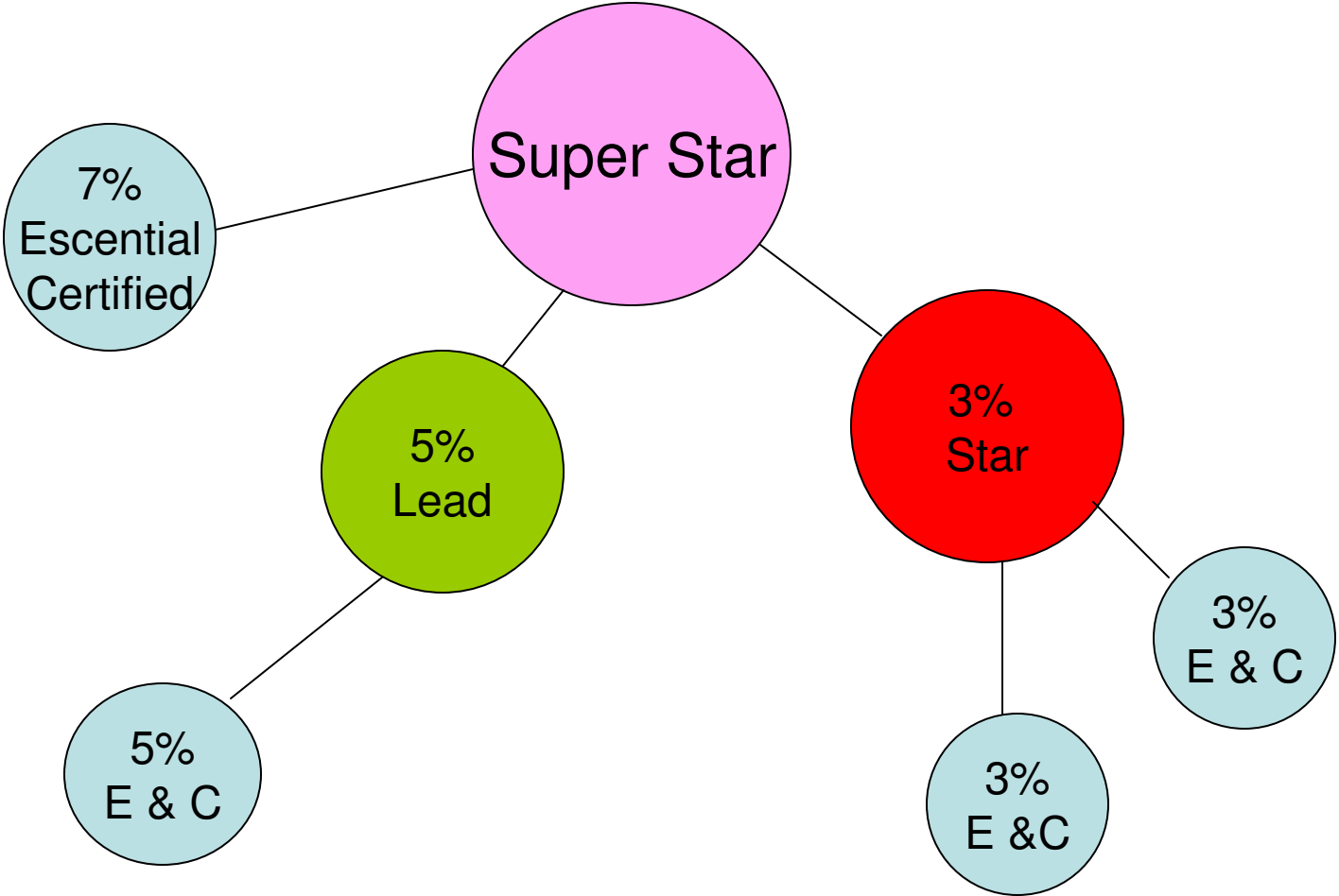
Super Star Consultant

- \$500 in PRSV in the month
- \$6000 in GWV in the month
- Three Active Frontline Consultants or higher
 - 7% on PWV
 - 7% on Frontline Essential or Certified Consultant GWV
 - 5% on Frontline Lead Consultant GWV
 - 3% on Frontline Star Consultant GWV



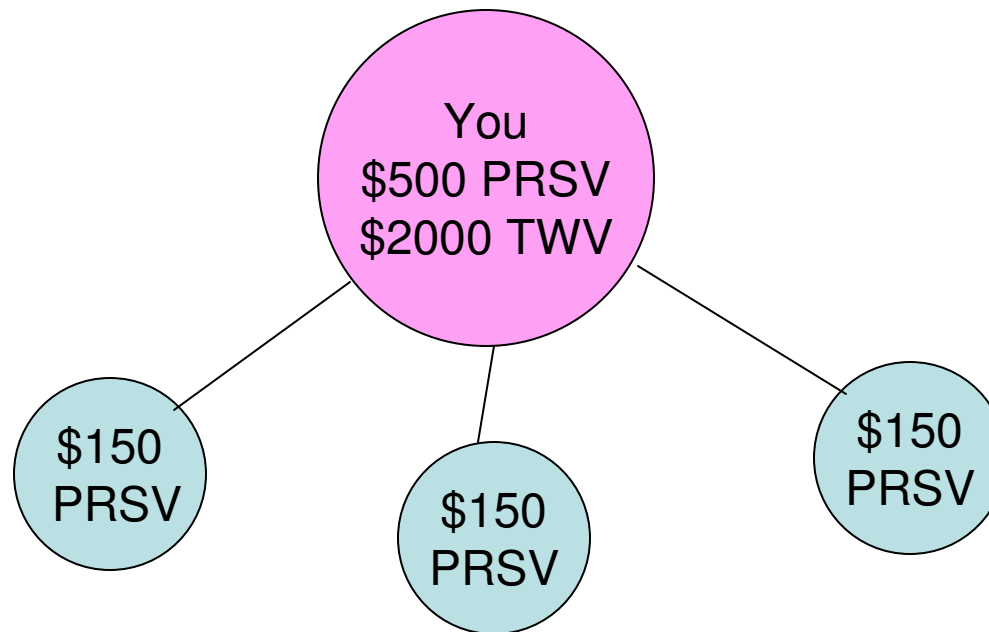
Must have a total of \$6000 in GWV. Graphical illustration only shows the minimum for each consultant personally

Super Star Consultant Royalty



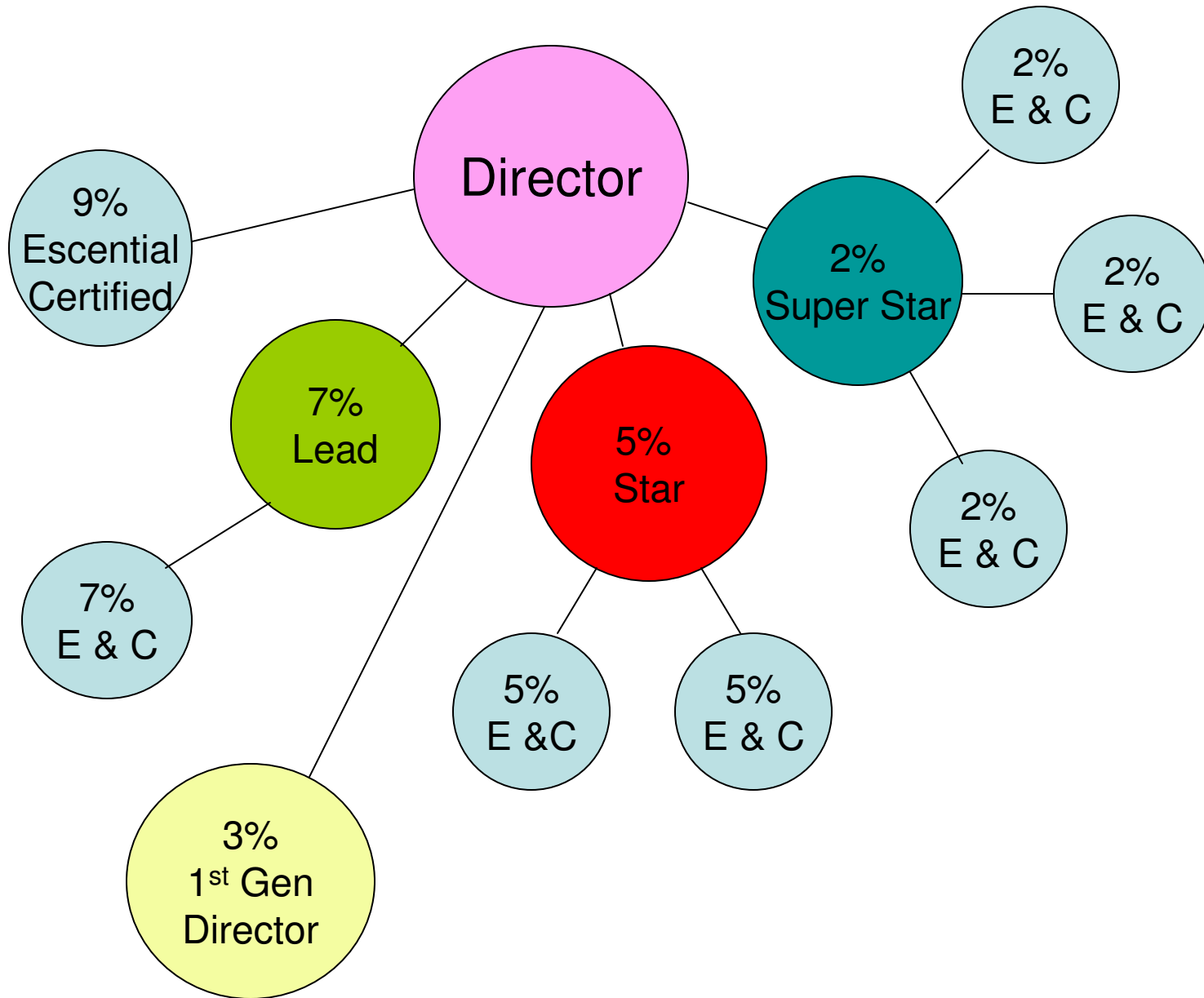
Director

- \$500 PRSV in the month
- \$2000 in TWV
- \$10,000 in GWV (\$2000 must be your TWV)
- Three Active Frontline Consultants or higher
 - 9% on PWV
 - 9% on Frontline Essential or Certified Consultants GWV
 - 7% on Frontline Lead Consultants GWV
 - 5% on Frontline Star Consultant GWV
 - 2% on Frontline Super Star Consultants GWV
 - 3% on First Generation Director TWV



Must have a total of \$10,000 in GWV. Graphical illustration only shows the minimum for each consultant personally

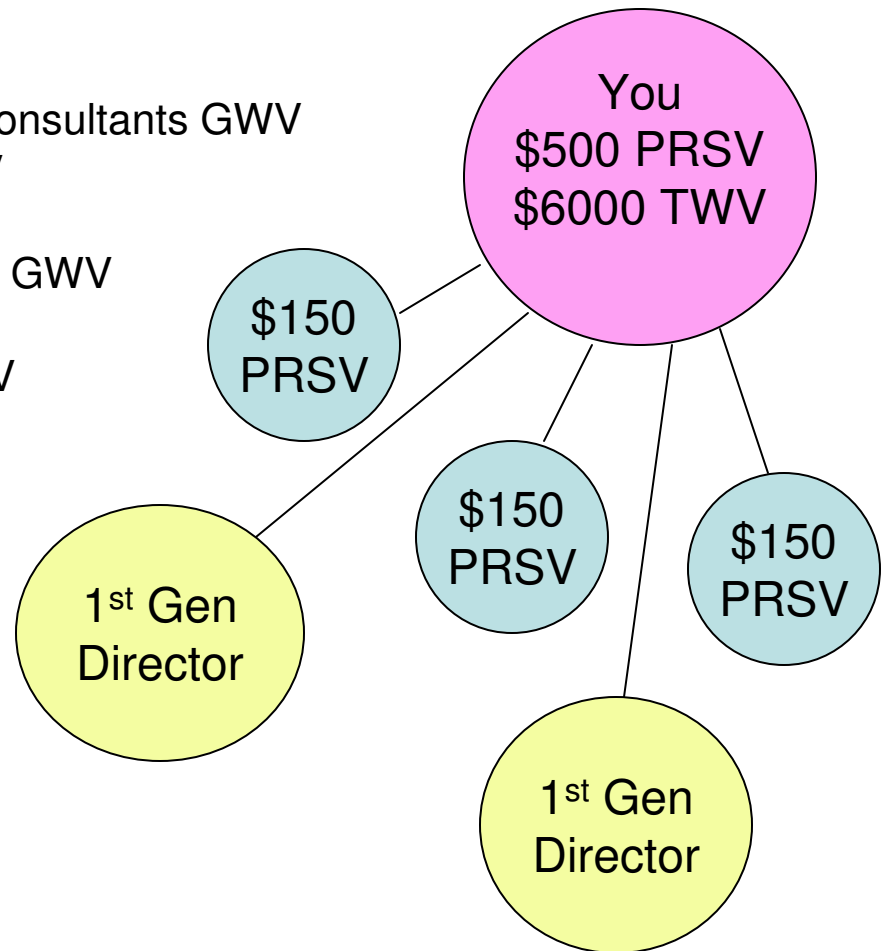
Director Royalty



Star Director

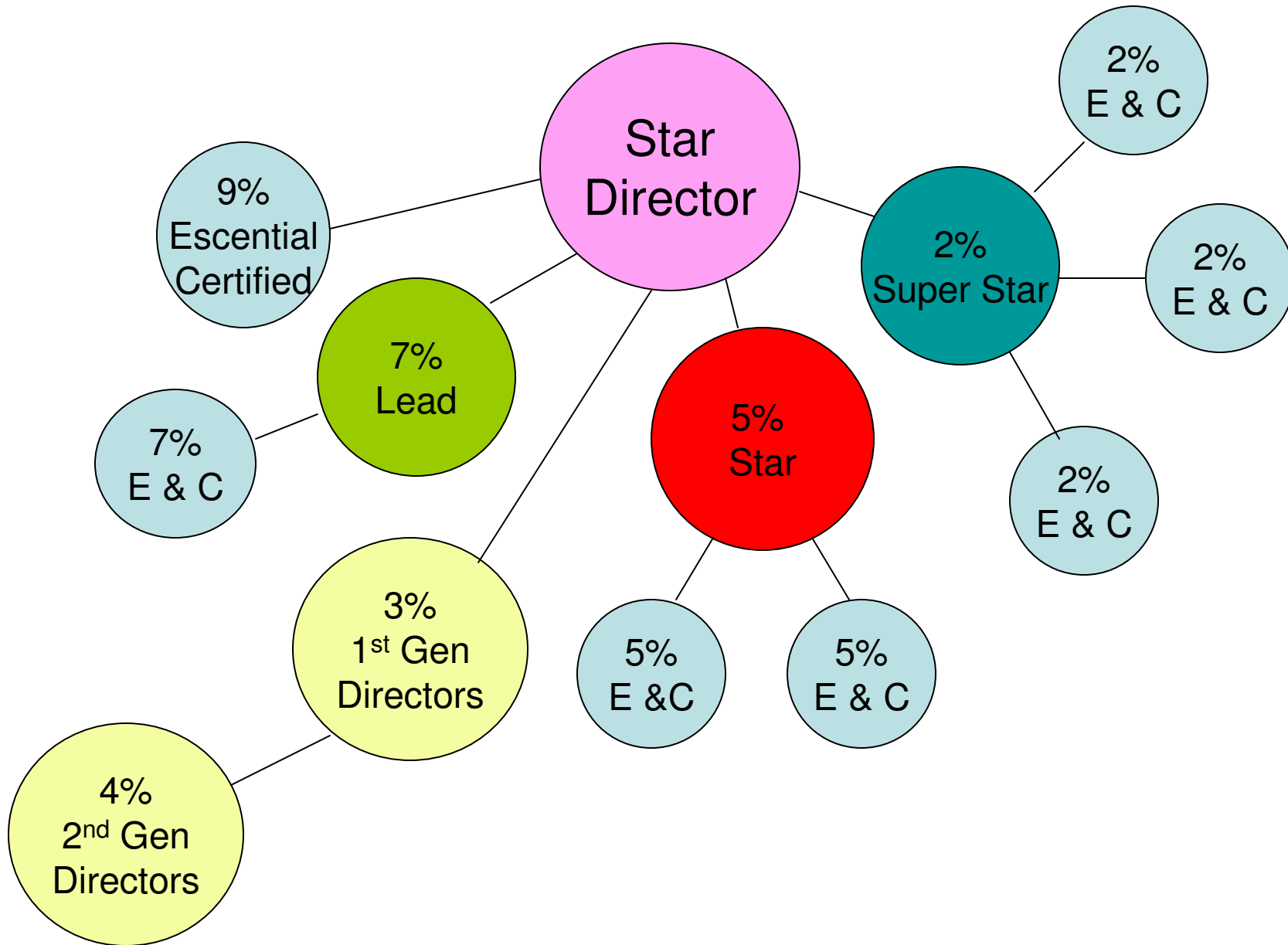
- \$500 PRSV in the month
- \$6000 in TWV in the month
- \$30,000 in GWV (\$6000 must be your TWV)
- Three Active Frontline Consultants or higher
- Two First Generation Directors
 - 9% on PWV
 - 9% on Frontline Essential or Certified Consultants GWV
 - 7% on Frontline Lead Consultants GWV
 - 5% on Frontline Star Consultants GWV
 - 2% on Frontline Super Star Consultants GWV
 - 3% on First Generation Directors TWV
 - 4% on Second Generation Director TWV

Note:
Your two First Gen.
Directors could be
2 of the 3 frontline
people you need



Must have a total of \$30,000 in GWV. Graphical illustration only shows the minimum for each consultant personally

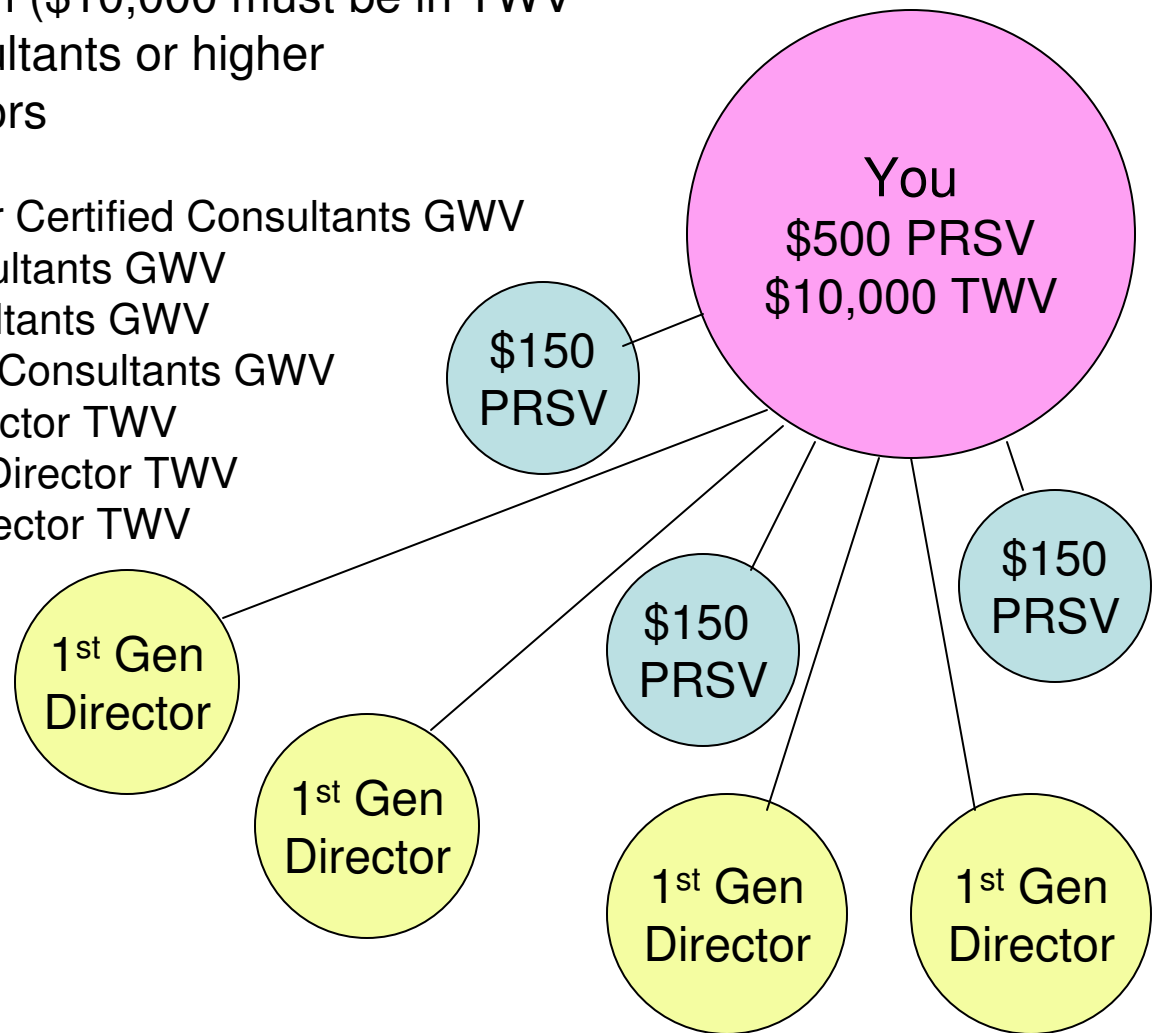
Star Director Royalty



Super Star Director

- \$500 PRSV in the month
- \$10,000 in TWV in the month
- \$80,000 in GWV in the month (\$10,000 must be in TWV)
- Three Active Frontline Consultants or higher
- Four First Generation Directors
 - 9% on PWV
 - 9% on Frontline Essential or Certified Consultants GWV
 - 7% on Frontline Lead Consultants GWV
 - 5% on Frontline Star Consultants GWV
 - 2% on Frontline Super Star Consultants GWV
 - 3% on First Generation Director TWV
 - 4% on Second Generation Director TWV
 - 5% on Third Generation Director TWV

3 of your 1st Gen Directors could be 3 of your frontline people you need



Must have a total of \$80,000 in GWV. Graphical illustration only shows the minimum for each consultant personally

Super Star Director Royalty

