

Perfectly Posh Pay Plan

Posh generously rewards our Consultants with our rich Pay Plan. If you'd like to learn more about how the Pay Plan works, watch the Perfectly Posh website for more our next call about how you get paid at Posh!

Downline Bonus*

Qualifications

Frontline Title

Monthly Rank	Personal Commission	Protégé	Pink	Pink Plus 1	Pink Plus 2	Pink Plus 3	1st Gen.	2nd Gen.	3rd Gen.	Personal Volume	Team Volume	Company Volume	Qualified Frontline Consultants
Protégé	20%									Enroll & Purchase Starter Kit			
PINK	25%									\$1000 Lifetime			
PINK Plus 1	26%	2%	1%	1%						\$500 per month		\$2000 per month	1
PINK Plus 2	28%	3%	2%	1%	1%					\$500 per month		\$4000 per month	2
PINK Plus 3	30%	5%	4%	3%	2%	1%				\$500 per month		\$8000 per month	3
PREMIER	31%	6%	5%	4%	3%	2%				\$500 per month	\$6000 per month	\$20,000 per month	4
Silver Premier	31%	6%	5%	4%	3%	2%	2%			\$500 per month	\$6000 per month	\$30,000 per month	4+ One 1st Generation
gold Premier	31%	6%	5%	4%	3%	2%	2%	3%		\$500 per month	\$12,000 per month	\$40,000 per month	4+ Two 1st Generation
Platinum Premier	31%	6%	5%	4%	3%	2%	2%	3%	4%	\$500 per month	\$20,000 per month	\$100,000 per month	4+ Four 1st Generation

*The above downline bonus table is figured based on retail sales and not the wholesale volume.

Pay Plan

Definitions

Active:

- You are considered an “Active Consultant” if you have accumulative personal retail sales of \$300 or more in a four month qualification period.
- The company’s four month activity qualification period ends in January, May & September.
- At the end of these four month periods any Consultant that does not have an accumulative PV of at least \$300 in the previous period will have her Consultant Agreement terminated.
- The only exception to this policy is for newly enrolled Consultants. These Consultants are given the remainder of the four month period that they join in plus the next four month period to sell at least \$300 PV.

Example: If a new Consultant joins in March then she would have until the end of September to do her \$300 PV.

Bonus Qualified: A Consultant must be “Paid as Rank” as a Pink Plus 1 Consultant or higher title to be qualified to receive any downline bonuses.

Breakaway: The breakaway title is Premier.

Canceled: The termination of a Consultant’s agreement. Cancellation may be either voluntary or through inactivity.

Commission: The compensation paid to a Consultant for the sale of commissionable Perfectly Posh products represented as a percentage of retail price, as provided in the Perfectly Posh Pay Plan.

Commission Period: The commission period coincides with calendar months unless otherwise stated by the company

Commissionable Products: All Perfectly Posh products on which commissions and bonuses are paid. Starter Kits and business supplies are not commissionable products

Commissionable Sales Volume (CSV): The amount of volume from a sales order upon which overrides are paid on downline volume. This will be 100% of the retail value of the inventory item, but can be assigned as desired by the client.

Company: A consultants total downline

Company Volume (CV): This is all retail sales in a Consultants total downline in a specific calendar month (Not to be confused with Commissionable Sales Volume CSV)

Company vs Team

Company: You and your entire downline including other Premier’s (or higher) and their teams

Team: You and your entire downline excluding any Premier’s (or higher) and their teams

Consultant: Is an Independent contractor, and represents and sells the Perfectly Posh product line.

Downline: The Consultants below a particular Consultant in the genealogy tree

Downline Organization: See Company.

Frontline: All Consultants in the first level of a Consultant’s downline. For the purpose of calculating the number of Qualified Frontline Consultants needed for promotion breakaways (Premier or higher titles) do not count.

Team Bonus: A percentage paid on the PV of each downline Consultant in the team of a Pink Plus 1 or higher. The frontline bonus is only paid if the frontline Consultant is at same rank or lower rank than the Consultant receiving the bonus.

Generations: A Premier or higher rank and all Consultants in their downline down to but not including the next Premier or higher. The arrangement of all Premiers, and their respective teams, in a downline by position. Example: 1st, 2nd or 3rd generation

Generational Bonus: This bonus is paid to a Paid-As-Silver Premier or higher on the team volume of a downline Premier or higher’s Team Volume. The bonuses is either paid on the 1st, 2nd, or 3rd Generation Premier.

Generation Bonus: A percentage of a downline Premier’s Team Volume (TV) is paid to an upline Gold Premier or higher rank for the number of generations for which they are qualified to be paid on.

Leg: Each frontline Consultant and their respective downline represents one leg in your downline organization.

Level: The layers of Consultants in a particular Consultant’s downline. This term refers to the relationship of a Consultant relative to a particular upline Consultant, determined by the number of individuals between Consultants who are related by sponsorship. For example, if A sponsors B; who sponsors C; who sponsors D; who sponsors E; then E is on A’s fourth level.

Premier: Is the breakaway position

Premier Demotion: A Premier or higher title will be demoted to a lower title if they do not meet the minimum Premier qualifications in at least one out of the last three months. During the commission calculations on the third month the demotion will occur. They will be demoted to the Pink Plus Level 3 Consultant

Personal Volume (PV): The value of all retail products purchased by a Consultant or sold to a retail customer by a Consultant.

Qualified Frontline Consultant: Any consultant who is on the first level of a another consultant who is not a Premier or higher that sells \$200 PV in retail sales in

the commission period. Although a breakaway Premier may technically be on the frontline of another Consultant for the purposes of counting the number of Qualified Frontline Consultants in the Pay Plan Premiers do not count.

Qualification Volume: The amount of volume from a sales order upon which requirements are based and personal commissions are paid. This will be 100% of the retail value of the inventory item, but can be assigned as desired by the client.

Rank: The qualification level at which a Consultant’s compensation will be determined from month to month.

Retail Customer: An individual who purchases Perfectly Posh products through a Consultant and who is not a Consultant

Roll-Up: The method by which a vacancy in a downline organization left by a Consultant whose Consultant agreement has been cancelled is filled.

Sponsor: A Consultant who enrolls another Consultant into Perfectly Posh, and is listed as the sponsor on the Consultant agreement. There is no placement in this plan. In most cases the Sponsor and Enroller will be the same

Starter Kit: A selection of Perfectly Posh training materials, product samples, and business support literature that each new Consultant is required to purchase.

Team: A Consultant and her downline, excluding any Premier in her group and that Premier’s downline.

Team Volume (TV): The total retail volume in the team of a Premier during a commission period.

Title: The highest rank achieved by a Consultant.

Upline: This term refers to the Consultant or Consultants above a particular Consultant in a sponsorship line up to the company. It is the line of sponsors that links any particular Consultant to the company.

Once an Consultant achieves a cumulative total of \$1,000 in retail volume, over any period of time, she will be promoted to the title of a Pink Consultant and will then be eligible to receive a 25% commission on all future personal retail sales. Any personal retail sales made in the qualifying month for Pink Consultant will be paid at 25%.

Example: During the month you enroll in Perfectly Posh, if you sold \$500 in retail sales you would receive a 20% commission on this volume. If you sold another \$500 in retail sales in the following month, you would qualify to be promoted to Pink Consultant. Since you completed your \$1000 requirement in your second month you would be promoted to Pink Consultant and be paid 25% on the \$500 for that month. This is because you are advanced and paid at the rank you qualify for each calendar month.