

Shaklee Compensation Plan Rewards & Requirements

Shaklee®

Customer Sales Commissions			AMBASSADOR II	AMBASSADOR III	DIRECTOR	SENIOR DIRECTOR	COORDINATOR	SENIOR COORDINATOR	EXECUTIVE COORDINATOR	SENIOR EXECUTIVE COORDINATOR	KEY COORDINATOR	SENIOR KEY COORDINATOR	MASTER COORDINATOR	SENIOR MASTER COORDINATOR	PRESIDENTIAL MASTER COORDINATOR**
1+ customers	\$1	10%													
3+ customers	\$500	15%													
5+ customers	\$1,000	20%													
10+ customers	\$3,000	25%													
15+ customers	\$5,000	30%													
20+ customers	\$7,500	35%													
30+ customers	\$10,000	40%													
Average of lowest 1/3*			\$144		\$5,049	\$7,251	\$10,601	\$17,948	\$27,251	\$42,866	\$55,311	\$85,657	\$111,995	\$158,978	\$323,092
Average*			\$750		\$12,466	\$13,954	\$24,516	\$37,199	\$49,695	\$69,897	\$97,019	\$131,609	\$206,338	\$245,543	\$574,205
Average of highest 1/3*			\$1,661		\$23,153	\$24,095	\$42,107	\$63,343	\$80,634	\$103,787	\$152,051	\$190,448	\$334,239	\$356,512	\$925,379
Active Volume			75	75	75	75	75	75	75	75	75	75	75	75	75
Customer Volume					500	500	500	500	500	500	500	500	500	500	500
Personal Team Volume				500	2,000	2,500	3,000	3,000	3,500	3,500	4,000	4,500	5,000	6,000	7,000
Organizational Volume								10,000	20,000	30,000	50,000	75,000	100,000	200,000	500,000
Outside Organizational Volume											25,000	37,500	50,000	100,000	250,000
Director Legs						1	2	2	3	3	4	5	6	8	10
Generation 1 + Infinity						6%	6%	6%	6%	6%	6% + 2%	6% + 2.5%	6% + 3%	6% + 3.5%	6% + 4%
Generation 2 + Infinity						3%	4%	5%	6%	6%	6% + 2%	6% + 2.5%	6% + 3%	6% + 3.5%	6% + 4%
Generation 3 + Infinity									4%	4%	4% + 2%	4% + 2.5%	4% + 3%	4% + 3.5%	4% + 4%
Generation 4 + Infinity										2%	4% + 2%	4% + 2.5%	4% + 3%	4% + 3.5%	4% + 4%
Generation 5 + Infinity													3% + 3%	3% + 3.5%	3% + 4%
Generation 6 + Infinity														3% + 3.5%	3% + 4%
Infinity															
Infinity Check Match												10%	15%	20%	25%
Presidential Bonus															UP TO 1%
30 for 30 Bonus	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Level 1 Bonus	6%	8%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Level 2 Bonus			2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Director Team Bonus			6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%
Star Club Bonus	You earn a \$75 Star Club Bonus for every \$500 in initial purchases made by at least 3 new people in a month.														
2024 Rank Up Bonus†				Global Conf. Reg & One Night Hotel	\$1,000	\$2,000	\$2,500	\$4,000	\$5,000	\$7,500	\$10,000	\$20,000	\$20,000	\$20,000	\$20,000
Car Volume					5000		7000		9000		13,000	15,000			23,000
Car Bonus					\$225-\$250		\$325-\$375		\$400-\$450		\$450-\$500	\$500-\$600			\$1400-\$1500
Incentive Trips / Celebration				VIP ELITE TRIP									New Master Coordinator Ceremony		

*US average annual income for 2022 is based on the monthly amounts reported on Form 1099-NEC for all at that rank. The sum of these monthly averages is the figure reported above. Results will vary with effort. These earnings do not include costs to run a Shaklee Business. The only required cost is a \$49.95 join fee, which includes 3 months of personal website services. After 3 months, the personal website service is optional at \$14.95 a month. Shaklee Corporation does not guarantee that any particular income level will be achieved. New Ambassadors joining Shaklee in 2022 who have no earnings represent 21.6% of total Ambassadors (not included above).

**Two Paid As Master Coordinator Legs are required.

†You may advance more than one rank in a given month, and up to three ranks may be earned at a time, up to a maximum of \$20,000 in the year. The full maintenance is required for each rank (4 consecutive months) prior to the payment of the award and before you can start qualification for your next reward rank. You must increase your Organizational Volume (OV) for each month after the rank advancement over the month prior to the rank advancement.

All team bonuses are paid on commissionable Product Point Value (PV) which is defined and determined as follows: any Ambassador order (unless a 30 for 30 bonus is paid) is 100% of the PV. If a 30 for 30 bonus is paid, 50% of the PV. If a 10% or 15% Sales Commission is paid, 100% of PV. The remaining Sales Commissions are factored as follows: 20% commission – 90% of PV, 25% commission – 85% of PV, 30% commission – 80% of PV, 35% commission – 75% of PV, and 40% commission – 70% of PV.

For additional information, please see the Incentive Booklet found at Shaklee.com/earnings.