

## Mark Up and Volume Bonuses

<b>Shaklee Pricing</b>		
SRP	Suggested Retail Price	For non Shaklee members
MP	Member Price	15% less than SRP; price paid by Members
DP	Distributor/Director Price	16% less than MP; for Distributors & above; 16% is included with bonus check - you do not pay this price until you are a Director

<b>Bonus Qualifiers</b>		
PV	Point Value/Purchase Volume	Value assigned to each product that determines the qualification percentage and actual bonus check amount

<b>Distributors and Associates' Bonus</b> <i>Bonuses are differentials**</i>							
Bonuses are paid to Distributors, who order 100 Personal PV and have ...							
Title	Monthly PGV (100pv min)	Bonus Percent		Mark-up (MP/DP)		Total Percent	Approx. Bonus
Distributor	250 - 499	4%	+	none	=	4%	\$10
Distributor	500 - 999	8%	+	16%	=	24%	\$120-\$240
Associate	1000-1499	12%	+	16%	=	28%	\$280-\$420
Associate	1500-1999	14%	+	16%	=	30%	\$450-\$600

Title	Monthly PGV (100 pv min)	Bonus Percent		Mark-Up (MP/DP)		Total Percent	Approx. Bonus
Director	2,000 +	20%	+	16%	=	36%	\$720

*\*\*Talk with your upline to better understand differentials or refer above to page 20*

## Seven Ways to Make \$\$ in Shaklee

1. **Gold Ambassador Program**—earn \$50 per Gold Ambassador PAK personally sold, \$100 per Gold Plus, and \$150 per Super Gold PAK personally sold.
2. **\*\*Power Bonuses**—For every 15 sponsoring points you accumulate during your first 90 days, earn \$150. (Unlimited number of checks.) Earn 15 points for sponsoring a Super Gold, 10 points for a Gold Plus, 5 points for sponsoring a Gold, 2 points for a Member/Distributor with 100pv, and 1 point for a Member/Distributor with 50pv. Each time you change ranks, you get an additional 3 months. Power Bonuses eligible during your first 90 days and each time you change ranks for 3 months,
3. **Mark-Up**--You buy the products at one price and you sell them at another price. You make the "retail" profit.
4. **Volume Bonus**--When you sell a certain volume, you earn a bonus percent. You must always sell/buy at least 100 pv (~ \$150) to be eligible for a bonus. The bonus percents range from 4% up to 20%.
5. **Leadership Bonus**--Once you have reached the level of Director and you begin to develop other Directors, you earn a % on each Director's volume each month. This is where the passive income begins.
6. **Infinity Bonuses**—Bonuses of up to 8% to unlimited levels paid on the pgv of your leaders. Infinity bonuses begin at the Sr Coordinator level.
7. **\*\*FastTRACK**— Reach the level of Executive Coordinator during your first 15 months in Shaklee and you are eligible for an additional \$34,000. Reach Key and Master Coordinator within particular timeframes for an additional \$25,000 at each rank. There are time frames and qualifications. With this incentive program, you can earn up to \$100,000 in your first 15 months with Shaklee. Help someone else earn FT bonuses and you get a Matching Bonus, too!

# What is a Shaklee Director?

The goal in building a Shaklee business is to get to the Director level as soon as possible. Why?

- You pay the ***lowest price*** for your products. As a member, you are paying MP (member price.) When you are a Director, you pay DP (Director/Distributor price) and your products will be 16% less when you BUY them!! This is a great savings.
- You earn the higher bonus. Director bonuses go to 20%. As a Distributor the highest you earn is 8% and as an Associate, the highest you earn is 14%.
- You are eligible for Leadership Bonuses. Once you have become a Director and you promote other Directors in your organization, you begin to earn Leadership Bonuses. You earn up to 6% six levels deep.
- You are eligible for Infinity Bonuses. Infinity Bonuses begin at the Sr Coordinator level and are paid on top of Leadership Bonuses. You can earn up to an additional 8% on your leader's pgv.
- You qualify for incentives. Trips, cash, etc!

## So, what exactly is a Director?

- A person who does a minimum of 2000pgv each month. This is a required amount. You have to hit the 2000pgv each month once you become a Director. Most Directors strive to reach 3000pgv and then 5000pgv. 3,000pgv will qualify you for a car and trip to the Home Office. 5,000pgv will help you feel secure. So, 2000pgv should be a minimum volume goal.
- A person who has approximately 3 Golds on their team and 25-50 members. These are not requirements. However, most Directors have about 3 Golds they are working with and somewhere between 25 and 50 members. They may or may not be servicing retail customers as well. Set a goal of sponsoring 10 new members a month for growth and 3 Gold Ambassadors.

- A person who is sharing both the Shaklee products and the Shaklee Opportunity. The easiest way to grow is to host events. Most businesses grow by in-home meetings. We encourage you to do a minimum of 4 a month. This way you bring a group of people together to learn about Shaklee. You will increase your volume and your sales. ***If you prefer to share Shaklee one on one*** with people, that is fine, too. We assume that if you are doing four in home events, that there are a minimum of five people at each event. So, we are assuming you get in front of twenty new people a month when doing events. If you prefer to build one on one, set the goal of getting in front of twenty new people a month.