Compensation…
How You Are Paid In Arbonne

Carleeta Nelson, ENVP
YOU WILL NEVER BE UNDER PAID OR OVER PAID FOR WHAT YOU DO FOR YOUR ARBONNE BUSINESS!

YOU...WE WRITE OUR OWN CHECKS EVERY MONTH!

“Entrepreneurs are worth every penny they make…and I salute them!”
Dr. Tom Barrett
Dare to Dream and Work to Win!
Arbonne Profit Centers

Profit Center 1: Sales/Commissions (15% - 35%).

Profit Center 2: Bonuses (manager, RSVP)

Profit Center 3: Overrides (Leadership Pay)
Profit Center 1: Sales/Commissions

Sale Product:
- Full Retail Value (RV) = 35% commission on sale!
- Preferred Client Discount = 15% commission on sale!
- Consultant Discount = 0% commission on sale!
Profit Center 2: Bonuses

• Manager Bonuses:
  – District = $200/Month
    • $5000 Group Volume + 5 NEW Independent Consultants with $150 PRV order in their start month in your CENTRAL District.
  – Area = $400/Month
    • $20,000 Group Volume + 10 New Independent Consultants with $150 PRV order in their start month, in your CENTRAL Area.
Profit Center 2: Bonuses

• Manager Bonuses Cont’d:
  – Regional Vice President = $600/month
    • $60,000 + 30 New Independent Consultants with $150 PRV order in their start month, in your CENTRAL Region.
  – Mercedes Benz Cash Bonus:
    • RVP = $800/month with 40K in Central Region.
    • NVP = $1,000/month with 160K in Central Nation.
Profit Center 2: Bonuses

• Consultant /PC RSVP Bonus - $50 for every RSVP you sell *personally*.

• District Manager RSVP Bonus - $25 for every RSVP that is sold in your CENTRAL district (this includes the one’s that you sell personally…you make an ADDITIONAL $50 on them, for total $75 bonus…WOOHOO!!!)
Profit Center 3: Overrides/Leadership Pay

• Override Commission:
  – Paid on 65% of retail volume.
  – The closer your volume is to you, the BIGGER the percentage.
  – You collect override pay as deep as you are wide…this encourages stability!
  – You get paid on 6 generations of NVP’s deep.
  – You get paid on your width as WIDE as YOU want to grow your business…keep sponsoring PERSONALLY!
TIME LEVERAGING IS WHAT HELPS YOU LIVE LIFE AS YOU CHOOSE!

You get paid for what you do and it buys you back TIME to do more of what YOU WANT TO DO!!

You make money when you sleep, vacation, etc when you give this gift to others and help them achieve their dreams!

You can’t be selfish in Arbonne and succeed!!!
Consultant Benefits
- 35% Discount
- 15% commission on preferred Clients
- 4% Override on Personal Consultants paid on the 65% wholesale.
- $50 bonus on RSVP directly under you

Consultant

YOU
$800
0% O.R.

$280 (35%) Commission you keep or save.

Note: Overrides are paid on the *wholesale* volume

To Qualify for District Manager
- $2000/month Minimum Group Volume
- Total volume of $4800 in 1 or 2 months or $6000 in 3 months
- You count volume off of entire downline to promote to DM, but only get paid on personally sponsored consultants
- Need $800 *personal* retail over qualification period
GO DISTRICT AND HELP YOUR TEAM GO DISTRICT ASAP!!

This guidance is meant to help you collect a BIGGER paycheck sooner! Your earning power grows EXPONENTIALLY at District and beyond! Be coachable!!!
Show Me The Money!!

**Consultant**
- Group Volume $4,000 = $78
- Sold 3 RSVP’s = $150
- Signed up 4 $150 Preferred clients = $90
- Total Check = $318!!

**District**
- Group Volume $4,000 = $233.
- Sold 3 RSVP’s = $225
- Signed up 4 Preferred Clients = $90
- Total Check =$548!
District Manager Benefits
• 35% Discount
• 15% commission on your preferred Clients
• 8% Override on personal and total volume in downline of wholesale dollar
• $75 bonus on RSVP directly under you
• $25 bonus on RSVP ordered in downline in Central District
• $200 bonus if downline does $5000 + 5 new $100 consultants

To Qualify for Area Manager
• $8,000/month minimum
• Total volume of $19,200 over 2 months or $24,000 over 3 months
• Only need to place $150 personal order to collect on downline’s volume

Maintenance:
$2,000/month

8% O.R.

$150/mo
To collect on downline

15% on PC
8% O.R.
$75 BONUS

15% on PC
8% O.R.
$75 BONUS

15% on PC
8% O.R.
$75 BONUS

8% O.R.
$25 BONUS
8% O.R.
$25 BONUS
8% O.R.
$25 BONUS

8% O.R.
$25 BONUS
8% O.R.
$25 BONUS
8% O.R.
$25 BONUS

8% O.R.
$25 BONUS
8% O.R.
$25 BONUS
8% O.R.
$25 BONUS

IF YOU CAN GO DISTRICT YOU CAN GO NVP!!

Become a district manager making machine!!!

When you go district and teach others to go district, you can go to the top in Arbonne!

The more people you help reach their goals, the sooner you will meet and EXCEED your own goals!!!

You will get paid GENEROUSLY for being a SERVANT LEADER!
YOU CAN GO DISTRICT AND STAY THERE **WITH ACTIVITY** ALL BY YOURSELF!

BUT IF YOU WANT TO GO AREA AND BEYOND, YOU HAVE TO BECOME A LEADER!
When Go Area and Beyond!

- When you make BIG residual income!
- When you make money when you are sleeping!
- When you make money when you are on vacation!
- When you make money spending time with your family!
- You do 8 parties AND have 3 other people doing 8 parties, you are getting paid for 32 parties!
Dream Team for **EVERYONE!**

Name
Name
Name
Lyndsey

Name
Savannah
X
X
Tiffany

Kerrie
Laryssa
Tasha
Shae
Duplication is KEY to Success!

• Help your team build their dream team!

• CRITICAL: EVERY person that joins your business…no matter how far down from you, needs to be shown how to build their DREAM TEAM!

• Your business will die from the bottom up if you don’t!!!
DUPLICATION

• You can go region in 6-12 months if you and your team duplicate consistently!!

• *Width is your paycheck!*

• *Depth is your Stability!!*
Area Manager Benefits
- 35% Discount
- 15% commission on preferred Clients
- 8% Override on Central District plus 6% override on Central Area
- $75 bonus on RSVP directly under you
- $25 bonus on RSVP ordered in downline in Central District
- $400 bonus if downline does $20,000 + 10 new $100 consultants

To Qualify for Regional Vice President
- 32,000 to go in qualification for RVP
- $76,800 Retail Volume over 2 months or $96,000 Retail Volume over 3 months

Maintenance:
$8,000/month

YOU
$150/mo
To collect on downline
8% D.O.R.
+ 6% A.O.R.
Activity Pays!

• Activity:
  – Parties/Get Togethers/Samples/One on One’s!
  – Sponsoring Preferred Clients/Consultants/Business Builders!

Nothing happens in your business until you book activity and sponsor!!
Average Incomes!

- Consultant = $31
- District = $202
- Area = $1,083
- Regional Vice President = $4,511
- National Vice President = $21,605
Emily Martin
Booking Activity!

• The S’s of Summer!

• What do you want your summer to look like in your business and for fun?

• Decide NOW!
Scheduling

• Super Schedule & Save!
  – Overbook…PERIOD!

• Simple Schedule!
  – Don’t break what works!

• Sweetened Schedule!
  • Give incentives where there is a need!
Val Waite
Sponsoring/Prospecting

• Be YOU!

• Expect it!

• Be on purpose!