

compensation plan

SENSARIA™
NATURAL BODYCARE

FIRST
THINGS FIRST

Simple Steps to Building Your Business



HOW CAN I MAKE MONEY BY JOINING SENSARIA?

Sensaria Compensation Plan

Our Compensation Plan is a generous program that rewards you for your efforts. As a Sensaria Representative, you can earn income three ways:

- **Retail Sales Commission**, through Spa Experiences, Catalog Classes, Individual Sales and Internet sales, either through your personal website or through the Premier Member Program — our preferred customer program
- **Personal Volume Bonuses** based on monthly volume
- **Override Bonuses** and additional rewards when you grow your team and income through recruiting and developing leaders

WHAT IS VOLUME?

Volume is a unit of measurement on which all Representative compensation is based. Each level of opportunity in the Sensaria Compensation Plan is defined according to Personal Volume (PV) and Group Volume (GV). See definitions and examples on the next few pages.

Your 30% Retail Sales Commission

Representatives receive **Retail Commission** on all orders placed at retail value, such as at a Spa Experience, or through a Catalog Class, Individual Orders or through your personal website. The commission will be equal to 30% of the retail value of the order.

Example: \$1,000 Retail Sales = \$300 Commission (30%)

Personal Volume is the wholesale value of your sales, typically 70% of the full retail value.

Example: Retail order of \$1,000
= \$300 Retail Commission
= 700 Personal Volume (PV)

Premier Member Program sales are another way to increase your retail sales commissions and Personal Volume. Premier Members pay \$25 to receive exclusive specials for one year when shopping online. You receive 30% commission on the enrollment fee and **10% commission on the original full retail value of all resulting sales ordered online.** In addition, you receive FULL Personal Volume (PV) on the online orders placed by your Premier Members.

Example: \$800 Premier Sales (retail value \$1,000)
= \$100 Commission (10% of original retail value)
= 700 Personal Volume (PV)



The Premier Member Program is an excellent way to generate revenue for your business while making customer care a snap! Premier Members may also apply their membership fee towards a Business Kit, making Premier another recruiting tool for you.

WHAT DOES IT MEAN TO BE **ACTIVE AND QUALIFIED?**

“Active” and “Qualified” status is truly the foundation of future success with Sensaria. How to achieve and maintain Active and Qualified status is defined below.

Active Representative

- Submit at least 75 in PV in a commission period (one full calendar month)
- Representatives who become inactive can be reinstated upon meeting 75 PV threshold in a commission period

75PV

Qualified Representative

- Representatives who accumulate Career PV of 750 are designated as a “Qualified” Representative
- Once qualified status is reached, it is never taken away

750PV

Personal Volume Bonuses (PVB)

Additional bonuses are paid as your personal volume hits certain benchmarks during each commissionable period. You must be Active and Qualified to receive a Personal Volume Bonus. The volume requirements and corresponding bonus percentages are as follows:

Volume Requirement and Bonus (based on percentage of PV)

500 – 999.99 PV	6% BONUS on your PV
1,000 – 1999.99 PV	8% BONUS on your PV
2,000 PV and Above	10% BONUS on your PV

Example: \$1000 in retail sales for the month = 700 PV

700 PV qualifies for 6% Bonus (refer to chart above)

6% of 700 = \$42.00

Plus Retail Commission = \$300 (30% of \$1000)

Total Commission and Bonus based on Retail Sales of \$1000
= \$342.00

Override Bonuses

Another component of your compensation is dependent on recruiting and developing a team (or downline). As you advance through your career path, you will earn additional bonuses based on your team's performance. These additional bonuses come in two forms depending on the makeup of your team:

Level Override Bonuses

Earn an additional bonus of 5-8% on your team's Personal Volume up to five levels deep

Generation Override Bonuses

Earn an additional bonus of up to 4% on each Generation's Group Volume up to four Generations deep

There's no limit to how far your business can take you. See the charts on the following pages for details on the compensation and qualifications at each management level.

THREE KEYS TO SUCCESS:

step 1

GET ACTIVE AND GET QUALIFIED!

step 2

RECRUIT NEW REPRESENTATIVES, AND WORK WITH THEM TO BECOME ACTIVE AND QUALIFIED!

step 3

WORK WITH YOUR NEW RECRUITS TO DEVELOP A SUCCESSFUL BUSINESS THROUGH SPA EXPERIENCES, ENROLLING PREMIER MEMBERS AND RECRUITING.

Sensaria's Management Levels

Each level of management has unique rewards and additional bonus opportunities, as well as its own qualifications and maintenance requirements.

Representative (Active)

5% bonus on level 1 & 2 PV

Manager - 500 GV (Active/Qualified)

Develop **TWO** active, qualified Representative legs.

6% bonus on level 1-3 PV

Advisor - 1000 GV (Active/Qualified)

Develop **FOUR** active, qualified Representative legs.

7% bonus on level 1-4 PV

Supervisor - 2000 GV (Active/Qualified)

Develop **TWO** Advisor legs from your base of **SIX** or more active, qualified Representative legs.

8% bonus on level 1-5 PV

Senior Supervisor - 2000 GV (Active/Qualified)

Develop **ONE** Supervisor leg and **ONE** Advisor leg from your base of **SIX** or more active, qualified Representative legs.

8% bonus on level 1-5 PV

4% bonus on 1st Generation Group Volume.

Executive - 2000 GV (Active/Qualified)

Develop **ONE** Supervisor leg and **ONE** Senior Supervisor leg from your base of **SIX** or more active, qualified Representative legs.

8% bonus on level 1-5 PV

4% bonus on 1st Generation Group Volume.

2% bonus on 2nd Generation Group Volume.

Director - 2000 GV (Active/Qualified)

Develop **THREE** Supervisor legs and **ONE** Executive leg from your base of **SIX** or more active, qualified Representative legs.

8% bonus on level 1-5 PV

4% bonus on 1st & 2nd Generation Group Volume.

2% bonus on 3rd Generation Group Volume.

Executive Director - 2000 GV (Active/Qualified)

Develop **THREE** Executive legs from your base of **SIX** or more active, qualified Supervisor legs.

8% bonus on level 1-5 PV

4% bonus on 1st, 2nd, 3rd and 4th Generation Group Volume.

WHAT IS A GENERATION?

When you develop a Supervisor on your team (and become a Senior Supervisor) your earning potential dramatically increases. Your new Supervisor downline becomes your first Generation and you receive an additional bonus on the Volume submitted by this Generation.