



# Compensation Plan Updates (August 1, 2017) FAQs

## Customer Acquisition Bonuses (CAB)

To allow for international pricing flexibility, we will now be calculating CAB off of price instead of QV. Since the price is higher than QV, the percentages have been adjusted accordingly to keep the same payout.

### Q: WHAT IS A CUSTOMER ACQUISITION BONUS?

A: For each new Preferred Customer that enrolls with an Auto-Delivery Order (ADO), you will earn a CAB for their initial order.

### Q: HOW DO YOU EARN CAB?

A: You can earn higher levels of CABs in two ways: You can advance in rank, or you can acquire more Active Preferred Customers. You will receive the higher of the two in your commissions.

## CAB by Rank Advancement – Based on Price Paid

	Brand partner	Senior Brand Partner	Director	Senior Director and Above
Percentage earned	10%	15%	20%	26%

## CAB by Preferred Customer – Based on Price Paid

	3 Preferred Customers	6 Preferred Customers	9 Preferred Customers
Percentage earned	15%	20%	26%

### Q: WHEN DOES THIS CHANGE TAKE EFFECT?

A: This change takes effect on the following dates:  
August 1, 2017: U.S., Canada, Mexico, Australia, New Zealand, and Colombia

## Pack Bonuses & Differentials

### Q: WHAT ARE THE CHANGES TO THE PACK DIFFERENTIALS?

A: Pack differentials will be paid as a percentage of price rather than QV to allow for price variations by country.

### Q: WHEN DOES THIS CHANGE TAKE EFFECT?

A: This change takes effect on the following dates:  
August 1, 2017: U.S., Canada, Mexico, Australia, New Zealand, and Colombia

### Q: DID PACK DIFFERENTIAL PERCENTAGES CHANGE?

A: No, pack differential percentages will remain at the same percentage.

## Enrollment Packs (U.S. & Canada ONLY)

### Q: WHAT ARE THE NEW ENROLLMENT PACKS?

A: The new enrollment packs that will be offered are:

#### USA (\$USD)

Starter Pack	Builder Pack	Premier Builder Pack
<ul style="list-style-type: none"> <li>• Age-Defying Night Cream (1)</li> <li>• Age-Defying Day Cream (1)</li> <li>• Firming Body Contour Cream (1)</li> <li>• EHT® Brain Formula (1)</li> <li>• Age-Defying Eye Serum (1)</li> <li>• Eye-V™ Moisture Boost Hydrogel Patches (1)</li> <li>• IllumaBoost™ Brightening &amp; Shield (1)</li> <li>• Double-Cleansing Botanical Face Wash (1)</li> <li>• Youth Factor™ Complete Vitality Complex (Tablet) (1)</li> <li>• Youth Factor™ Superfood &amp; Antioxidant Boost Powder (1)</li> </ul>	<ul style="list-style-type: none"> <li>• Age-Defying Night Cream (3)</li> <li>• Age-Defying Day Cream (1)</li> <li>• Firming Body Contour Cream (1)</li> <li>• EHT® Brain Formula (1)</li> <li>• Age-Defying Eye Serum (2)</li> <li>• Eye-V™ Moisture Boost Hydrogel Patches (2)</li> <li>• IllumaBoost™ Brightening &amp; Shield (1)</li> <li>• Double-Cleansing Botanical Face Wash (1)</li> <li>• Youth Factor™ Complete Vitality Complex (Tablet) (1)</li> <li>• Youth Factor™ Superfood &amp; Antioxidant Boost Powder (2)</li> </ul>	<ul style="list-style-type: none"> <li>• Age-Defying Night Cream (4)</li> <li>• Age-Defying Day Cream (2)</li> <li>• Firming Body Contour Cream (1)</li> <li>• EHT® Brain Formula (1)</li> <li>• Age-Defying Eye Serum (3)</li> <li>• Eye-V™ Moisture Boost Hydrogel Patches (3)</li> <li>• IllumaBoost™ Brightening &amp; Shield (1)</li> <li>• Double-Cleansing Botanical Face Wash (1)</li> <li>• Youth Factor™ Complete Vitality Complex (Tablet) (1)</li> <li>• Youth Factor™ Superfood &amp; Antioxidant Boost Powder (4)</li> </ul>
<b>Price: \$499.95</b> <b>QV/CV: 500/100</b>	<b>Price: \$749.95</b> <b>QV/CV: 750/150</b>	<b>Price: \$999.95</b> <b>QV/CV: 1000/200</b>

#### Canada (\$CAD)

Starter Pack	Builder Pack	Premier Builder Pack
<ul style="list-style-type: none"> <li>• Age-Defying Night Cream (1)</li> <li>• Age-Defying Day Cream (1)</li> <li>• Firming Body Contour Cream (1)</li> <li>• EHT™ (1)</li> <li>• Age-Defying Eye Serum (1)</li> <li>• Eye-V™ Moisture Boost Hydrogel Patches (2)</li> <li>• IllumaBoost™ Brightening &amp; Shield (1)</li> <li>• Double-Cleansing Botanical Face Wash (1)</li> </ul>	<ul style="list-style-type: none"> <li>• Age-Defying Night Cream (3)</li> <li>• Age-Defying Day Cream (2)</li> <li>• Firming Body Contour Cream (1)</li> <li>• EHT™ (2)</li> <li>• Age-Defying Eye Serum (3)</li> <li>• Eye-V™ Moisture Boost Hydrogel Patches (3)</li> <li>• IllumaBoost™ Brightening &amp; Shield (1)</li> <li>• Double-Cleansing Botanical Face Wash (1)</li> </ul>	<ul style="list-style-type: none"> <li>• Age-Defying Night Cream (5)</li> <li>• Age-Defying Day Cream (2)</li> <li>• Firming Body Contour Cream (1)</li> <li>• EHT™ (2)</li> <li>• Age-Defying Eye Serum (4)</li> <li>• Eye-V™ Moisture Boost Hydrogel Patches (4)</li> <li>• IllumaBoost™ Brightening &amp; Shield (1)</li> <li>• Double-Cleansing Botanical Face Wash (1)</li> </ul>
<b>Price: \$650</b> <b>QV/CV: 500/100</b>	<b>Price: \$1,100</b> <b>QV/CV: 750/150</b>	<b>Price: \$1,300</b> <b>QV/CV: 1000/200</b>

### Q: WHEN WILL THE NEW ENROLLMENT PACKS BE AVAILABLE?

A: New enrollment packs will be available on August 1, 2017.

### Q: WILL THE BASIC KIT STILL BE AVAILABLE AS AN ENROLLMENT OPTION?

A: Yes, the Basic Kit will still be available as an enrollment option. However, it does not include any product and you are not active for commissions with this purchase. You must have 200 PQV or 80 ADV each month in order to be active for commissions.

### Q: WILL THE NEW ENROLLMENT PACKS PAY OUT PACK BONUSES AND DIFFERENTIALS?

A: Yes, the new enrollment packs will pay out pack bonuses and differentials.

**Q: WILL THESE NEW ENROLLMENT PACKS BE AVAILABLE IN OTHER MARKETS IN THE FUTURE?**

A: We are looking at creating tiered options of enrollment packs in all other markets. These options will be introduced at a later date.

**Q: I PURCHASED A BASIC KIT. CAN I UPGRADE TO A BUILDER PACK? AND IS THERE A TIMEFRAME I NEED TO UPGRADE BY?**

A: Yes, if you enrolled with a Basic Kit you are eligible to upgrade to a Starter Pack, Builder Pack, or Premier Builder Pack. You are only eligible to upgrade within your first 30 days of enrollment.

**Q: I PURCHASED A STARTER PACK, CAN I UPGRADE TO A PREMIER BUILDER PACK?**

A: No, there are no upgrade options available to those who purchase a Starter Pack. If you wish to purchase more product, you may purchase a Discount Bundle at any time.

**Discount Bundles (U.S. & Canada ONLY)**

**Q: WHAT ARE THE NEW DISCOUNT BUNDLES?**

A: Discount Bundles are discounted bundles of product that will be replacing Action Packs and Build-a-Blitz. The Discount Bundles will have QV and CV but will not pay out pack bonuses or differentials.

**Q: WHEN WILL DISCOUNT BUNDLES BE AVAILABLE?**

A: The new discount bundles will be available on August 1, 2017.

**Q: WHEN WILL DISCOUNT BUNDLES BE AVAILABLE IN OTHER MARKETS?**

A: Discount bundles will be available in other markets when the new enrollment packs are introduced in each respective market.

**Q: WHEN CAN I PURCHASE A DISCOUNT BUNDLE?**

A: Any Brand Partner who has enrolled with a Starter Pack or above is eligible to purchase a Discount Bundle. Brand Partners who enrolled with a Basic Kit will not be eligible to purchase a Discount Bundle until after their first 30 days of enrollment.

**Q: IS THERE A PURCHASE LIMIT?**

A: There are no purchase limits.

**Q: DO THE DISCOUNT BUNDLES PAY OUT PACK BONUSES?**

A: No, Discount Bundles will not pay out pack bonuses.

**Q: WHAT ARE THE DISCOUNT BUNDLE OPTIONS?**

**USA (\$USD)**

RRP Bundle	Night/Day Bundle	Night Bundle	Eye Bundle	Wellness Bundle
Age-Defying Night Cream (1)	Age-Defying Night Cream (4)	Age-Defying Night Cream (6)	Age-Defying Eye Serum (3)	Youth Factor™ Complete Vitality Complete (Tablet) (2)
Age-Defying Eye Serum (1)	Age-Defying Day Cream (3)		Eye-V™ Moisture Boost Hydrogel Patches (4)	Youth Factor™ Superfood & Antioxidant Boost Powder (4)
Eye-V™ Moisture Boost Hydrogel Patches (3)				
Youth Factor™ Superfood & Antioxidant Boost Powder (1)				
<b>Price: \$250 QV/CV: 250/200</b>	<b>Price: \$500 QV/CV: 500/400</b>	<b>Price: \$500 QV/CV: 500/400</b>	<b>Price: \$250 QV/CV: 250/200</b>	<b>Price: \$250 QV/CV: 250/200</b>

## Canada (\$CAD)

RRP Bundle	Night/Day Bundle	Night Bundle	Eye Bundle
Age-Defying Night Cream (2) Age-Defying Eye Serum (1) Eye-V™ Moisture Boost Hydrogel Patches (3)	Age-Defying Night Cream (4) Age-Defying Day Cream (3)	Age-Defying Night Cream (6)	Age-Defying Eye Serum (3) Eye-V™ Moisture Boost Hydrogel Patches (4)
<b>Price: \$390</b> <b>QV/CV: 250/270</b>	<b>Price: \$635</b> <b>QV/CV: 500/540</b>	<b>Price: \$635</b> <b>QV/CV: 500/540</b>	<b>Price: \$365</b> <b>QV/CV: 250/200</b>

### Q: WHERE CAN I PURCHASE THE DISCOUNT BUNDLES?

A: You can purchase Discount Bundles in your Back Office from your BP Shopping Cart.