

# PICTURE THE POSSIBILITIES

## COMPENSATION PLAN

# USA

### 5 WAYS TO CREATE INCOME

- REWARDS
- BENEFITS/INCENTIVES
- BONUSES
- COMMISSIONS
- SALES PROFIT

				<b>QUALIFYING SENIOR SALES COORDINATOR</b> <b>\$1,000</b>	<b>SENIOR SALES COORDINATOR</b> <b>\$2,000</b>	<b>QUALIFYING NATIONAL MARKETING DIRECTOR</b> <b>\$4,000</b>	<b>NATIONAL MARKETING DIRECTOR</b> <b>\$7,500</b>	<b>PRESIDENTIAL MARKETING DIRECTOR+</b> <b>\$20,000</b>
				Leadership Development Course	Holiday Check	Benefits Package	Benefits Package	<b>PRESIDENTIAL MARKETING DIRECTOR</b> <b>\$17,500</b>
				Leads	Boot Camp Voucher	Holiday Check	Holiday Check	<b>EXECUTIVE MARKETING DIRECTOR</b> <b>\$15,000</b>
			<b>SALES COORDINATOR</b> <b>\$600/\$700</b>			Leadership School		<b>INTERNATIONAL MARKETING DIRECTOR</b> <b>\$12,500</b>
			Juice Plus+ Live Ticket	Leads	Leads	Leads	NMD Support	Benefits Package
			Leads	Business Investment Bonus Up to \$500/mo.	Business Investment Bonus Up to \$750/mo.	Business Investment Bonus Up to \$1,000/mo.	Business Investment Bonus Up to \$3,000/mo.	Holiday Check
			3% Promote Out Bonus	3% Promote Out Bonus	3% Promote Out Bonus	3% Promote Out Bonus	3% Promote Out Bonus	NMD Support
			3% Performance Bonus	3% Performance Bonus	3% Performance Bonus	3% Performance Bonus	3% Performance Bonus	Business Investment Bonus Up to \$3,000/mo.
			3% Performance Bonus	3% Performance Bonus	3% Performance Bonus	3% Performance Bonus	3% Performance Bonus	3% Promote Out Bonus
<b>PARTNER</b>	Juice Plus+ Live Ticket	3% Performance Bonus	3% Performance Bonus	3% Performance Bonus	3% Performance Bonus	3% Performance Bonus	3% Performance Bonus	3% Performance Bonus
	5% Commission	10% Commission	15% Commission	15% Commission	15% Commission	15% Commission	15% Commission	3% Performance Bonus
	Sales Profit	Sales Profit	Sales Profit	Sales Profit	Sales Profit	Sales Profit	Sales Profit	Sales Profit

FAST TRACK/EXPRESS TRACK

LEADERSHIP TRACK

# EXPLORE THE POSSIBILITIES

Fast track to the highest commission level in 6 months or less!

## PARTNER (P)

### Join the Juice Plus+ mission

- Submit an application and fee
- Log into your JuicePlusVirtualOffice.com
- Set up Virtual Banking
- Set up your JuicePlus.com personal website
- Utilize your sponsor's support as you start sharing

If you are an existing customer and become a Partner, your own orders transfer to you. The Promotional Product Volume generated from your orders that reship during your Partner+ 30 day window will count toward your 900 Promotional Product Volume requirement.

#### ELIGIBLE EARNINGS:

- Sales Profit on you and your customers' orders

## STEP 1 Partner+

### STEP 1 PARTNER+ (P+)

#### Who do you know?

- Generate 900 in Promotional Product Volume from your personal order your customer orders within any 30 days.
- Have 2 Customers.

#### What happens when you sponsor team members? (They are your Level 1)

- If you sponsor a team member (Level 1 Partner) during your P+ 30 day window, their personal orders count toward your promotional product volume.
- If a customer becomes a Partner within your P+ 30 day window, they will still be counted as your customer and their personal orders will count toward your promotional product volume.
- Once you have completed your P+ requirements, all customers of your Level 1 team members will count toward your next 2 promotions: QSC and SC.

#### Title Reward

- Accomplish the above in your first 10 days (from your 1st order ship date) and earn \$100.
- Accomplish in 30 days and earn a \$50 Fast Track Reward.

#### ELIGIBLE EARNINGS:

- Promotion to Partner+
- \$50/\$100 Title Reward
- Free Juice Plus+ Live Conference Ticket
- Sales Profit
- 5% Commission (effective the following month)

## STEP 2 Qualifying Sales Coordinator

### STEP 2 QUALIFYING SALES COORDINATOR (QSC)

#### Achieve with your customers, or invite others to join your team

- Generate 3,600 in Promotional Product Volume from you, your customers and your Level 1 team members' customers within any 60 days
- > Maintain a minimum of 600 in Promotional Product Volume from you and your Customer Volume.
- > A maximum of 1,300 from your own household orders will count.
- Add at least 5 new Customers from you and your Level 1 Team Members (for a total of 7).

All Promotional Product Volume generated from your promotion to the Partner+ title within your 60 day window will count toward your QSC promotion.

#### Title Reward

- Accomplish the above in your first 30 days (from your 1st order ship date) and earn \$400.
- Accomplish in 60 days and earn a \$300 Fast Track Reward.

#### ELIGIBLE EARNINGS:

- Promotion to Qualifying Sales Coordinator
- \$300/\$400 Title Reward
- \$300/\$400 Active Sponsor Reward
- Free Juice Plus+ Live Conference Ticket
- Sales Profit
- 10% Commission (effective the following month)
- 3% Performance Bonus (PB)
- \$100 1st Time PB Qualified Reward

## STEP 3 Sales Coordinator

### STEP 3 SALES COORDINATOR (SC)

#### Expand your team or your customer base

##### Team Focused Track

- Generate 10,800 in Promotional Product Volume from you, your customers and your TEAM (Ps, P+s and QSCs) within any 6 months or less:
  - > Create structure of at least 1 P+ and 2 QSCs in 3 separate lines **OR**

##### Customer Focused Track

- Generate 10,800 in Promotional Product Volume from you, your CUSTOMERS and your team (Ps, P+ and QSCs), within any 6 months or less:
  - > No team structure requirement.
  - > Minimum of 6,500 in volume comes from your CUSTOMERS
  - > A maximum of 2,700 from your own household orders will count
  - > The remainder can come from your customers or your team (Ps, P+ and QSCs)

All Promotional Product Volume generated from your promotion to the QSC title within your 6 month window, including new and reshipped orders, will count toward your Fast Track to SC promotion.

\*Requirements for this path to SC must be met from Oct 1, 2021, forward

#### Title Reward

- Accomplish the above in your first 90 days (from your 1st order ship date) and earn \$700.
- Accomplish in 6 months and earn a \$600 Fast Track Reward.



#### ELIGIBLE EARNINGS:

- Promotion to Sales Coordinator
- \$600/\$700 Title Reward
- \$600/\$700 Active Sponsor Reward
- Free Juice Plus+ Live Conference Ticket
- Leads from the Company
- Sales Profit
- 15% Commission (effective the following month)
- 3% Performance Bonus (PB)
- 3% Promote Out Bonus (POB)

# UNDERSTAND THE POSSIBILITIES

## Price and Earnings Guide

	PRODUCT	PRODUCT VOLUME	PRICE	MTHLY INSTALL PRICE	SALES PROFIT 10%	COMMISSIONS		
						5%	10%	15%
JUICE PLUS+ CAPSULES	Fruit + Vegetable + Berry	300.00	\$300.00	\$75.00	\$30.00	\$15.00	\$30.00	\$45.00
	Fruit + Vegetable	200.00	\$200.00	\$50.00	\$20.00	\$10.00	\$20.00	\$30.00
	Berry	100.00	\$100.00	\$25.00	\$10.00	\$5.00	\$10.00	\$15.00
	Omega	120.00	\$120.00	\$30.00	\$12.00	\$6.00	\$12.00	\$18.00
	Fruit + Vegetable Blend NSF for Sport	205.00	\$205.00	\$51.25	\$20.50	\$10.25	\$20.50	\$30.75
	Berry Blend NSF for Sport	105.00	\$105.00	\$26.25	\$10.50	\$5.25	\$10.50	\$15.75
JUICE PLUS+ CHEWABLES	Fruit + Vegetable + Berry	306.00	\$306.00	\$76.50	\$30.60	\$15.30	\$30.60	\$45.90
	Fruit + Vegetable	204.00	\$204.00	\$51.00	\$20.40	\$10.20	\$20.40	\$30.60
	Fruit + Vegetable (child)	102.00	\$102.00	\$25.50	\$10.20	\$5.10	\$10.20	\$15.30
	Berry	102.00	\$102.00	\$25.50	\$10.20	\$5.10	\$10.20	\$15.30
	Berry (child)	51.00	\$51.00	\$12.75	\$5.10	\$2.55	\$5.10	\$7.65
	Fruit + Vegetable Pocket Packs (child)	160.00	\$160.00	\$40.00	\$16.00	\$8.00	\$16.00	\$24.00
	Berry Pocket Packs (child)	95.00	\$95.00	\$23.75	\$9.50	\$4.75	\$9.50	\$14.25
JUICE PLUS+ PERFORM	Perform 30 Serving Pouch	110.00	\$110.00	\$27.50	\$11.00	\$5.50	\$11.00	\$16.50
	Perform 60 Serving Pouch	200.00	\$200.00	\$50.00	\$20.00	\$10.00	\$20.00	\$30.00
COMPLETE BY JUICE PLUS+	Shakes - Four 15-Serving Pouches	140.00	\$140.00	\$35.00	\$14.00	\$7.00	\$14.00	\$21.00
	Shakes - 60 Single Serve Sachets	140.00	\$140.00	\$35.00	\$14.00	\$7.00	\$14.00	\$21.00
	Shakes - Combo Pack	140.00	\$140.00	\$35.00	\$14.00	\$7.00	\$14.00	\$21.00
	Bars - 60 Count	140.00	\$140.00	\$35.00	\$14.00	\$7.00	\$14.00	\$21.00

Prices do not include state and local tax.  
For a full list of products, see your JuicePlus.com personal website.

	PRODUCT	PRODUCT VOLUME	PRICE	MTHLY INSTALL PRICE	SALES PROFIT 25%	COMMISSIONS		
						5%	10%	15%
TOWER GARDEN	FLEX	310.00	\$620.00	\$51.67	\$155.00	\$15.50	\$31.00	\$46.50
	HOME w/Lights	485.00	\$970.00	\$80.83	*\$167.50	\$24.25	\$48.50	\$72.25
	HOME No Lights	335.00	\$670.00	\$55.83	\$167.50	\$16.75	\$33.50	\$50.25
	Family Garden	1,000.00	\$2,000.00	\$166.67	\$500.00	\$50.00	\$100.00	\$150.00
	Community Garden	3,120.00	\$6,240.00	\$520.00	\$1,560.00	\$156.00	\$312.00	\$468.00
	LED Grow Lights	150.00	\$300.00	NA	NA	\$7.50	\$15.00	\$22.50
	Mineral Blend	30.00	\$60.00	NA	NA	\$1.50	\$3.00	\$4.50
	Support Cage	42.50	\$85.00	NA	NA	\$2.13	\$4.25	\$6.38
	Extension Kit	44.50	\$89.00	NA	NA	\$2.23	\$4.45	\$6.68
	Baby Greens Ext. Kit	54.00	\$108.00	NA	NA	\$2.70	\$5.40	\$8.10
	Combo Ext. Kit	49.50	\$99.00	NA	NA	\$2.48	\$4.95	\$7.43

\*Sales profit calculated on HOME unit only. There is no sales profit on lights.

### Example of Fruit + Vegetable + Berry Capsule Earnings:

Price: \$300  
Sales Profit: 10% x 300 Product Volume = \$30  
Commissions: 5%, 10% or 15%



	SALES PROFIT + COMMISSIONS = TOTAL		
Partner (0%)	\$30	+	\$0 = \$30
Partner+ (5%)	\$30	+	\$15 = \$45
Qualifying Sales Coordinator (10%)	\$30	+	\$30 = \$60
Sales Coordinator (15%)	\$30	+	\$45 = \$75

- Example at 15% Commission level: 27 Fruit + Vegetable + Berry Capsule Customers (27 x \$75) = \$2,025 4 month earnings (\$506 per month).
- 27 customers x 75 Paid Product Volume = 2,025 Performance Bonus Volume. This will qualify you for the 3% Performance Bonus.

# REALIZE THE POSSIBILITIES

## Income Potential

<b>SALES PROFIT</b>		<b>10%, 25%</b>	Percentage of the sales price from your own and your customers' orders. See Price & Earnings Guide.
<b>COMMISSIONS</b>		<b>5%, 10%, 15%</b>	<ul style="list-style-type: none"> <li>Commissions are paid on your Customer Volume, plus the difference between your commission level and your team members' commission levels. (See chart to the right).</li> <li>To receive your commission each month you must be Commission Qualified (which mean you have a minimum of 175 in Commission Volume).</li> <li>All commission levels are permanent.</li> <li>A Qualifying Month is the month that you achieve the volume and structure for a new title. The Effective Month is the month following when you get paid at your new commission level.</li> </ul>
<b>BONUSES</b>	<b>PERFORMANCE (PB)</b>	<b>3%</b>	Paid to QSCs and above who have a minimum of 1,800 in Performance Bonus Volume. When qualifying for PB, you earn 3% on your team through 3-5 generations in each line. This bonus is explained further in Phase 2.
	<b>PROMOTE OUT (POB)</b>	<b>3%</b>	Paid to SCs and above who have a minimum of 5,400 in Promote Out Bonus Volume. When qualifying for POB, you earn 3% on all SCs and above and their Promote Out Bonus Volume, through the first SC who is qualifying for POB. This bonus is explained further in Phase 2.
	<b>BUSINESS INVESTMENT (BIB)</b>	<b>5% - 20%</b>	Paid to QSSCs and above as a % of the previous month's earnings for reinvestment into your business to drive continued growth. This bonus is explained further in Phase 2.
<b>TITLE REWARDS (TR)</b>		<b>\$50 - \$20,000</b>	Payment for promotion to a new title. A total of \$80,700 Express Track can be achieved when you complete all levels of the compensation plan.
<b>BENEFITS / INCENTIVES</b>			Family Benefits Package: medical, dental, vision, life, health advocate, telemedicine, disability, long term care, tuition reimbursement, holiday checks, event tickets, leadership school and more. These benefits/incentives are explained further in Phase 2.

### Example of Commissions and Bonuses Paid on Team

A Sales Coordinator at the 15% commission level who is eligible for Performance (PB) and Promote Out Bonuses (POB) earns the following percentages on the team:

<b>Partner (0%)</b>	$15\% - 0\% = 15\%$
<b>Partner+ (5%)</b>	$15\% - 5\% = 10\% + PB\ 3\% = 13\%$
<b>Qualifying Sales Coordinator (10%)</b>	$15\% - 10\% = 5\% + PB\ 3\% = 8\%$
<b>Sales Coordinator (15%)</b>	$15\% - 15\% = 0\% + PB\ 3\% + POB\ 3\% = 6\%$

### Understanding Volume

- Product Volume** - the value assigned to each product.
- Promotional Product Volume** - Product Volume that is used to calculate promotions through the Sales Coordinator title. For the purpose of promotions, the company gives you the full value of the products that were shipped even when the customer pays on installments.
- Paid Product Volume** - the money collected by the company from the customers' payments in a business month.
  - Customer Volume** - the Paid Product Volume that comes from you and your Customer's orders.
  - Commission Volume** - the Paid Product Volume that comes from you, your customers, and your team members at the Partner title. A minimum of 175 in Commission Volume needed for Commissions.
  - Performance Bonus Volume** - the Paid Product Volume that comes from you, your customers, your Partners, and Partner+s.
  - Promote Out Bonus Volume** - the Paid Product Volume that comes from you, your customers, your Partners, Partner+s, and QSCs who are not under a Sales Coordinator.
  - Payline Volume** - the Paid Product Volume that comes from your Volume and your team down through 3-5 generations.

# CHOOSE THE POSSIBILITIES

## RESTART FAST TRACK:

Our Company cares about you and your success! Should you miss completing the “Promotional Product Volume”, “Customer” or “Team Structure” requirements for any of the Fast Track Titles for P+, QSC, or SC, you still have an opportunity to restart this journey at any time and earn the associated Title Rewards.

When restarting for either P+, QSC, or SC, you can do so in any 30 day, 60 day or 6 month window respectively. Best of all, any of the required Promotional Product Volume that reships within your 30 day, 60 day or 6 month window will count toward the volume requirements of your new Title Rewards. Find complete details for structure and volume requirements on Page 2.

Note: If you are restarting your Fast Track to SC any Promotional Product Volume generated under a Sales Coordinator line will not count toward your promotion.

*Express Track is not an option for restarts.*

## CUMULATIVE REQUIREMENTS:

A cumulative track is available without Fast Track Title Rewards.

**Partner Plus+** - generate 4,000 in Promotional Product Volume over any period of time.

**Qualifying Sales Coordinator** - generate 12,000 in Promotional Product Volume over any period of time.

**Sales Coordinator** - generate 22,000 in Promotional Product Volume and meet one of the following requirements:

### Team Focused Track

- Create structure of at least 3 Partner Plus+s

OR

### Customer Focused Track

- Have a minimum of 14,000 in volume coming from your customers

*In month of promotion must have minimum of 20 active personal customers*

			<b>SALES COORDINATOR</b>
			<b>\$600</b>
		<b>QUALIFYING SALES COORDINATOR</b>	Juice Plus+ Live Ticket
		<b>\$300</b>	Leads
	<b>PARTNER+</b>	Juice Plus+ Live Ticket	3% Promote Out Bonus
	<b>\$50</b>	3% Performance Bonus	3% Performance Bonus
	<b>Juice Plus+ Live Ticket</b>	10% Commission	15% Commission
	<b>5% Commission</b>	Sales Profit	Sales Profit
<b>PARTNER</b>	Sales Profit	Sales Profit	Sales Profit

————— FAST TRACK —————