



**juiceplus<sup>®</sup>**

# **COMPENSATION PLAN**

## **PHASE ONE**

CANADA VERSION

# PICTURE THE POSSIBILITIES COMPENSATION PLAN

## 5 WAYS TO CREATE INCOME

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

<div>5 WAYS TO CREATE INCOME</div> <div><div>TITLE REWARDS</div><div>BENEFITS/INCENTIVES</div><div>BONUSES</div><div>COMMISSIONS</div><div>SALES PROFIT</div></div>		<div>PARTNER+ \$50/\$150</div>							<div>SALES COORDINATOR \$600/\$700</div>		<div>QUALIFYING SENIOR SALES COORDINATOR \$1,000</div>		<div>SENIOR SALES COORDINATOR \$2,000</div>		<div>QUALIFYING NATIONAL MARKETING DIRECTOR \$4,000</div>		<div>NATIONAL MARKETING DIRECTOR \$7,500</div>		<div>PRESIDENTIAL MARKETING DIRECTOR+ \$20,000</div>	

# EXPLORE THE POSSIBILITIES

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

## 1 PARTNER (P)

### Join the Juice Plus+ mission

- Submit an application and fee
- Log into your myJuicePlus+ account
- 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. To transfer orders, contact our office at 1-800-668-8980. The Promotional Product Volume generated from your orders that reship during your Partner+ 30 day window will count toward your 1,200 Promotional Product Volume requirement.

### ELIGIBLE EARNINGS

- Sales Profit on you and your customers' orders

## 2 PARTNER+ (P+)

### Who do you know?

- Generate 1,200 in Promotional Product Volume from you and your customer orders within any 30 days window.
- Have 2 Preferred Customers, Tower Gardens can be included (at least 1 of them has to be new within the 30 day window).

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

- If a customer becomes a Partner within your P+ 30 day window, their volume will count towards your QSC and SC promotion only. Your 1,200 in Promotional Volume must come from your own customers.
- Once you have completed your P+ requirements, your Level 1 team members and their customers will count toward your next 2 promotions: QSC and SC.

### Title Reward

- Express Track: Accomplish the above in 10 days from your first order date and earn \$150 Title Reward
- Fast Track: Accomplish the above in any 30 day window and earn \$50 Title Reward

### ELIGIBLE EARNINGS

- Promotion to Partner+
- \$50/\$150 Title Reward
- \$50 / \$100 Sponsor Reward
- Sales Profit
- 5% Commission (effective the following month)

## 3 QUALIFYING SALES COORDINATOR (QSC)

### Invite others to join your team

- Generate 4,800 in Promotional Product Volume from you, your customers and your Level 1 team members' customers within any 60 days window.
- Add at least 5 new Preferred Customers (for a total of 7), Tower Gardens can be included, from you, your customers and your Level 1 team members (must be 7 different names)
- Generate a minimum of 1,200 in Promotional Product Volume from your Customer Volume.
- A maximum of 1,500 from your own household orders will count.
- No structures required.

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

### Title Reward

- Express Track: Accomplish the above in 30 days from your first order date and earn \$400 Title Reward
- Fast Track: Accomplish the above in any 60 day window and earn \$300 Title Reward

### ELIGIBLE EARNINGS

- Promotion to Qualifying Sales Coordinator
- \$300/\$400 Title Reward
- \$300/\$400 Sponsor Reward
- Leads (must be PB Qualified)
- Sales Profit
- 10% Commission (effective the following month)
- 3% Performance Bonus (PB)
- \$100 PB Qualified Reward (first 2 consecutive months - Excess excluded)
- \$100 Sponsor PB Qualified Reward (must be PB Qualified)

## 4 SALES COORDINATOR (SC)

### Expand your team

#### TEAM TRACK

- Add at least 13 new Customers (for a total of 20) from you, your P, P+ and QSC Team Members (must be 20 different names)
- Generate 12,000 in Promotional Product Volume from you, your customers and your TEAM (Ps, P+s and QSCs) within any 180 days or less
- Minimum 40% of volume (4800) must be under your own ID.
- Create structure of 2 QSCs in 2 separate lines OR

#### CUSTOMER TRACK

- Must have a minimum of 20 personal customers (20 different names under your own ID)
  - Generate 12,000 in Promotional Product Volume from you, your CUSTOMERS and your team (Ps, P+s and QSCs) within any 180 days or less
  - No team structure required
- Additionally you can generate 1,800 in performance Bonus Volume to qualify your business for the 3% Performance Bonus. All Promotional Product Volume generated from your promotion to the QSC title within any 180 days window, including new and reshipped orders, will count toward your Fast Track to SC promotion.

### Title Reward

- Express Track: Accomplish the above in 90 days from your first order date and earn \$700 Title Reward
- Fast Track: Accomplish the above in any 180 day window and earn \$600 Title Reward

### ELIGIBLE EARNINGS

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



# PRICE AND EARNINGS GUIDE CANADA VERSION 2022

CAPSULES	PRODUCT	PRODUCT VOLUME	PRICE	MONTHLY INSTALL PRICE	SALES PROFIT 10% ON PROD VOLUME	COMMISSIONS ON PRODUCT VOLUME		
						5 %	10 %	15 %
	Fruit + Veg + Berry	400	\$424	\$106	\$40	\$20	\$40	\$60
	Fruit + Veg	260	\$280	\$70	\$26	\$13	\$26	\$39
	Berry	140	\$150	\$37.50	\$14	\$7	\$14	\$21
	Omega	155	\$168	\$42	\$15.50	\$7.75	\$15.50	\$23.25

CHEWABLES	Fruit + Veg + Berry	450	\$480	\$120	\$45	\$22.50	\$45	\$67.50
	Fruit + Veg	300	\$328	\$82	\$30	\$15	\$30	\$45
	Fruit + Veg (Child)	150	\$168	\$42	\$15	\$7.50	\$15	\$22.50
	Berry	150	\$168	\$42	\$15	\$7.50	\$15	\$22.50
	Berry (2 Pouches)	75	\$86	\$21.50	\$7.50	\$3.75	\$7.50	\$11.25

COMPLETE	Shake Pouches (60)	195	\$212	\$53	\$19.50	\$9.75	\$19.50	\$29.25
	Shake Sachets (60)	195	\$234	\$58.50	\$19.50	\$9.75	\$19.50	\$29.25
	Bars (60)	190	\$200	\$50	\$19	\$9.50	\$19	\$28.50

TOWER GARDEN	PRODUCT	PRODUCT VOLUME	PRICE	SALES PROFIT ON PVC UNITS (50%)	COMMISSIONS ON PRODUCT VOLUME		
					5 %	10 %	15 %
	Tower Garden FLEX	375	\$810	\$187.50	\$18.75	\$37.50	\$56.25
	Tower Garden HOME	405	\$870	\$202.50	\$20.25	\$40.50	\$60.75
	Family (3 Towers)	1175	\$2538	\$587.50	\$58.75	\$117.50	\$176.25
	Community (12 Towers)*	3762.50	\$8127	\$1881.25	\$188.12	\$376.25	\$564.37
	LED Light Kit	192.50	\$416	-	\$9.62	\$19.25	\$28.87
	Support Cage	50	\$110	-	\$2.50	\$5.00	\$7.50
	Extension Kit	57.50	\$122	-	\$2.87	\$5.75	\$8.62
	Combo Extension Kit	64.50	\$137	-	\$3.23	\$6.45	\$9.68
	Micro Extension Kit	70	\$147	-	\$3.50	\$7.00	\$10.50
	Tonic A & B	42.50	\$90	-	\$2.12	\$4.25	\$6.37
	HOME Support Cage	46.50	\$105	-	\$2.33	\$4.65	\$6.98

## Example of Fruit + Vegetable + Berry Capsule Earnings

Price: \$424

Sales Profit: 10% x 400 Product Volume = \$40

Commissions: 5%, 10% or 15%



	SALES PROFIT + COMMISSIONS = TOTAL				
Partner (0%)	\$40	+	\$0	=	\$40
Partner+ (5%)	\$40	+	\$20	=	\$60
Qualifying Sales Coordinator (10%)	\$40	+	\$40	=	\$80
Sales Coordinator (15%)	\$40	+	\$60	=	\$100

\*Freight not included

To receive your commission each month you must be Commission Qualified (which mean you have a minimum of 300 in Personal/Commission Volume).

# REALIZE THE POSSIBILITIES

## Income Potential

### 5 WAYS TO CREATE INCOME

<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 300 in Personal/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 - \$30,000</b>	Payment for promotion to a new title. A total of \$109,700 Express Track can be achieved when you complete all levels of the compensation plan.
<b>BENEFITS / INCENTIVES</b>			Family Benefits Package: Tuition Assistance, Medical, Dental, Vision, Life, Prescription, and Paramedical. 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% = <b>15%</b>
<b>Partner+ (5%)</b>	15% - 5% = 10% + PB 3% = <b>13%</b>
<b>Qualifying Sales Coordinator (10%)</b>	15% - 10% = 5% + PB 3% = <b>8%</b>
<b>Sales Coordinator (15%)</b>	15% - 15% = 0% + PB 3% + POB 3% = <b>6%</b>

### 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 orders of all types, including automatic reorders, Tower Garden orders and one time complete orders.
  - Preferred Customer Volume** - the Paid Product Volume that comes from you and your Preferred Customer's automatic reorders, Tower Garden included.
  - Personal/Commission Volume** - the Paid Product Volume that comes from you, your customers, and your Partners. A minimum of 300 in Personal/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 Personal 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”, “Preferred Customer” or “Team Structure” requirements for Fast Track Titles for P+, QSC, or SC, you still have an opportunity to restart this journey at any time and earn the Fast Track Title Rewards.

Best of all, any of the required Promotional Product Volume that reships within your new promotion window(s) will count toward the volume requirements of your new Title Rewards. Find complete details for structure and volume requirements on Page 2.

## CUMULATIVE REQUIREMENTS

A cumulative track is available without Title Rewards.

**Partner Plus+** - Generate 5,000 in Promotional Product Volume over any period of time.

**Qualifying Sales Coordinator** - Generate 15,000 in Promotional Product Volume over any period of time.

**Sales Coordinator** - Generate 30,000 in Promotional Product Volume. Must have 40% (12,000 PVC) of total volume coming from your own customer base.  
**OR** generate 30,000 in Promotional Product Volume with 3 structures of P+ or higher.

## ADDITIONAL INFORMATION

Express Track is not an option for restarts and reinstatements.

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

FAST TRACK

# CHOOSE THE POSSIBILITIES

## CUSTOMER FOCUSED TRACK:

Interested in continuing to grow your business with customers? Here are four opportunities to earn a bonus!

	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4
Who Can Participate?	SC to PMD+	SC to PMD+	SC to PMD+	SC to PMD+
Your Qualifications	<ul style="list-style-type: none"> <li>• 3250 personal customer paid volume</li> <li>• 30 different customers (your own personal orders do not count)</li> </ul>	<ul style="list-style-type: none"> <li>• 6500 personal customer paid volume</li> <li>• 60 different customers (your own personal orders do not count)</li> </ul>	<ul style="list-style-type: none"> <li>• 13000 personal customer paid volume</li> <li>• 120 different customers (your own personal orders do not count)</li> </ul>	<ul style="list-style-type: none"> <li>• 26000 personal customer paid volume</li> <li>• 240 different customers (your own personal orders do not count)</li> </ul>
Bonus Requirements	Meet Volume of 3250 with 30 different customers, maintain for 2 consecutive months, and earn a bonus of \$500.	Meet Volume of 6500 with 60 different customers, maintain for 2 consecutive months, and earn a bonus of \$1000.	Meet Volume of 13000 with 120 different customers and maintain for 2 consecutive months and earn a bonus of \$2000.	Meet Volume of 26000 with 240 different customers and maintain for 2 consecutive months and earn a bonus of \$3750
Reward Amount	\$500	\$1000	\$2000	\$3750
Reward Customer Volume	3250	6500	13000	26000
Customer Count Requirement	30	60	120	240

Note: Existing Partners that signed up prior to June 1st, 2022, are eligible for a prorated bonus based on their average volume of April and May business.