



Compensation Plan

08.09.18 – Plan Basics - Member to Manager







Plan Basics – Member to Manager

Plan Basics - Terminology

- Qualifying Value (QV)
- Group Qualifying Value (GQV)
- Rebates
- Commissions
- Bonuses - SmartStart Sponsoring

Plan Basics - Terminology

Qualifying Value (QV)


STOCK NO.	QTY.	SINGLE HERBS	MEMBER COST	QV	MEM. TO MEM. COST	SUGGESTED RETAIL
30		Alfalfa (100 caps) 	13.50	13.50	15.55	20.25
675		Algin (100 caps)	21.75	12.70	25.05	32.65
1686		Aloe Vera-Freeze Dried (64 caps) 	29.95	17.90	34.45	44.95
40		Astragalus (100 caps) 	15.50	13.95	17.85	23.25
60		Bayberry (100 caps) 	26.25	16.60	30.20	39.40

Sort By: [Saved Carts](#) [Print Cart](#) [check out](#)

<input type="checkbox"/>	Stock No.	Product Description	Unit Volume	Unit Cost	Qty	Total Volume	Total Cost
<input type="checkbox"/>	4080	Bifidophilus Flora Force® Probiotics (90 Caps)	21.95	\$32.95	<input type="text" value="1"/>	21.95	\$32.95
<input type="checkbox"/>	1345	Nature's Three (12 oz.)	25.25	\$37.90	<input type="text" value="1"/>	25.25	\$37.90
<input type="checkbox"/>	21909	Super Omega-3 EPA (180 Capsules)	57.00	\$85.50	<input type="text" value="1"/>	57.00	\$85.50
<input type="checkbox"/>	1377	Super Supplemental Vitamin & Mineral (120 Tabs)	20.25	\$30.40	<input type="text" value="1"/>	20.25	\$30.40

[remove selected items](#) [update quantity](#)

[Add a Free Order Form](#)

Retail Cost: \$186.75
Member Cost:  \$124.45

Plan Basics - Terminology

Group Qualifying Value (GQV)



Plan Basics - Terminology

Rebates – Personal Purchases



Plan Basics - Terminology

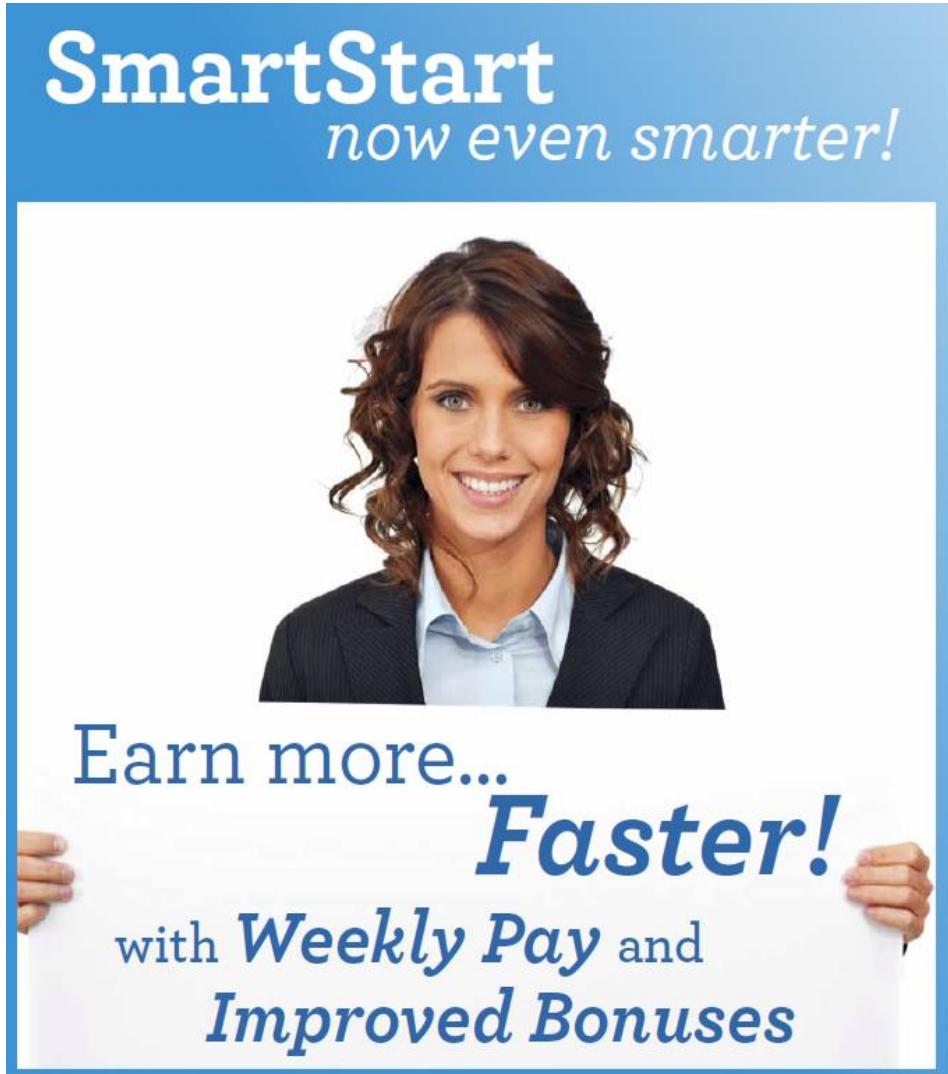
Commissions – Group Purchases



Plan Basics - Terminology

Bonuses - SmartStart Sponsoring

- MUST have **your own 100 Personal QV** for the month to quality
- Earned on customer's first order
- Based on Qualifying Value (QV) NOT sales \$\$
- Order must be at LEAST 100 QV
- 40% SmartStart Commission Earn commission through 300 QV

A promotional graphic for SmartStart. At the top, the text "SmartStart" is written in a large, white, sans-serif font against a blue background, with the tagline "now even smarter!" in a smaller, white, italicized font below it. In the center, a woman with dark, wavy hair, wearing a dark blazer over a light blue collared shirt, is smiling and holding a white sign. The sign contains the text "Earn more... **Faster!** with **Weekly Pay** and **Improved Bonuses**". The words "Faster!", "Weekly Pay", and "Improved Bonuses" are in a bold, blue, italicized font, while "Earn more..." and "with" are in a smaller, blue, sans-serif font.

SmartStart
now even smarter!

Earn more...
Faster!
with ***Weekly Pay*** and
Improved Bonuses



Member to Manager

Manager Ranks

Global Elite
Sr. National
National
Sr. Divisional
Divisional
Regional
Area
District
Star
Manager
Member

Member to Manager

- 1,000 GQV
- 100 of which must be PQV
- In 1 calendar month
- Automatically qualify
- Maintain minimum GQV/PQV each month

Member to Manager

- Present 2 Health2Home events with 500 QV in orders each
- IN.FORM group with 5 participants using kit 200 QV each
- 10 members consistently ordering 100 QV per month
- Any activity which will generate 1,000 GQV per month

***NOTE:** Must have 100 PQV every month*

Member to Manager



Resources

- NSP Website
- Members
- Resources
- Business
- Price Lists, Application, Brochures
- Compensation Plan
 - Plan Overview
 - Legacy and Classic
 - 5 Ways NSP Pays
 - Give me 5

The screenshot shows the 'Resources' page on the Nature's Sunshine website. The header includes the logo, location (Trevino, Rebecca), language (U.S., English), and a search bar. The navigation menu has 'Shop', 'Opportunity', 'Company', 'Members', and 'Blog'. A shopping cart icon shows '3 Items - \$64.95'. The left sidebar lists 'Resources' with sub-links for 'Product', 'Business', 'Price Lists / Handouts', 'Logos', 'Magazine Archive', 'Authentic Oils', and 'Specialty Store'. The main content area is titled 'Price Lists, Applications, Brochures' and includes sections for 'Price Lists' (with links to Master Price List PDF and XLS, Customer Price List PDF, Essential Oils Order Form PDF, and UPC Master List XLS), 'New Member Applications' (with links to Application Classic or Legacy and Application Legacy only, and a fax number 801-341-7955), and 'Compensation Plan' (with links to Compensation Plan Overview, Legacy Compensation Plan Details, and Classic Compensation Plan Details). An 'Additional Business Forms' sidebar lists links for 'Change your business name, etc.', 'Tax Forms', 'Sales Aids', and 'Compliance Training Video'.



Thank you

Plan Basics – Member to Manager