## doterran Compensation Plan: Getting Started

## Retail Profit (Paid Monthly) **Power of 3<sup>™</sup> Bonus** (Paid Monthly) Fast Start Bonus (Paid Weekly) Wellness Advocates earn 25 percent profit Paid on a new enrollee's PV for their first 60 days. See the Power of 3 details page for a complete description of on purchases made by their Retail Each enroller must have a 100 PV Loyalty Rewards rules and requirements. order to participate. Enrollment YOU 20% 600 Team Volume Level 1 100 PV \$100 Purchase \$50 Level 1 **Enrollment** 10% **Retail Profits 25%** (3+) Level 2 \$250 Level 2 (3x3=9+)**Enrollment** Level 3 \$1500 Level 3 **Preferred Member Sponsor Bonus** Loyalty Rewards Key (9x3=27+) Wellness Advocates earn up to 25 Loyalty Reward Loyalty Reward No Loyalty percent on the PV from purchases made Order above 100 Order Under 100 Reward Order

\* Must be gualifying as a Wellness Advocate to receive these bonuses.

Customers.

Retail

YOU

by preferred members.

**\$25 BONUS** 

**Customer** 

## Page 1 of 2

## doterna Compensation Plan: Residual Earnings

Unilevel	Organiza	ational B	ONUS (pa	id monthly o	on compres	sed organiz	ational volu	ume)				
Paid as Title	Wellness Advocate	Manager	Director	Executive	Elite	Premier	Silver	Gold	Platinum	Diamond	Blue Diamond	Presidential Diamond
Monthly PV	50	100	100	100	100	100	100	100	100	100	100	100
Monthly OV	*	500	1,000	2,000	3,000	5,000	*	*	*	*	*	*
Qualified Legs*	*	*	*	*	*	2	3	3	3	4	5	6
Leg Requirements	*	*	*	*	*	Executive	Elite	Premier	Silver	Silver	Gold	Platinum
Level 1	2%	2%	2%	2%	2%	2%	<b>2</b> %	2%	2%	2%	2%	<b>2</b> %
Level 2		3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Level 3			5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 4				5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 5					6%	6%	6%	6%	6%	6%	6%	6%
Level 6						6%	6%	6%	6%	6%	6%	6%
Level 7							<b>7</b> %	7%	7%	7%	7%	7%
Dynamic Compression												
3% Infinity Performance Pools (paid monthly on total company volume) Leadership Performance Pool										Diamond Performance Pool		
Performance Pool Shares: Earn additional shares for each new personally enrolled # of shares 1 5 10   Elite (Leadership Performance Pool) or Premier (Diamond Performance Pool) <sup>†</sup> 1+ 1+ 1+									10	1	2	3
									1+	1+	1+	1+
2%									1%			
3% Diamond Pools (paid monthly on total company volume)										Diamond Pool	Blue Diamond Pool	Presidential Diamond Pool
Blue Diamond & Diamond Rank Shares: Earn additional shares for each new personally enrolled Premier <sup>†</sup> # of shares										3	3	3
Presidential Diamond Rank Shares: Earn additional shares for each new personally enrolled Silver <sup>†</sup>										1+	1+	1+
*Legs must be personally enrolled. <sup>†</sup> Must be first-time qualifiers, unlimited shares. See company policies for details.										1%	1%	1%