

This presentation is called "See the Numbers." It's part of the EVALUATE portion of our business activity cycle. It's designed to show you how money is earned in OUR profession. Before I begin, there are a couple of things to keep in mind. First the income potential we're talking about here is exceptional.

SEE THE NUMBERS

**INCENTIVE**

Our business partner has paid over **\$8.4 billion** in bonuses & incentives!

Our business rewards you for ... **helping others!**

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NETWORK MARKETING

Our business partner has ALREADY paid out over \$8 billion in bonuses and incentives. Whether you're looking for a side gig or hustle to earn some extra part time income, or you want to develop a career type business of your own, we have the perfect solution. We have people earning anywhere from a few hundred or a few thousand dollars every month to those who earn high 6 and even 7 figure incomes. In fact, we have more than 2,000 people who have earned more than a million dollars working with our business partner. Second. [click] The basic structure of our business model is that YOU get rewarded for helping others reach THEIR goals. We like to think of it as "Paying it Forward" - if you help enough people get what they want, you'll get everything that YOU want. Finally,

**SEE THE NUMBERS**

**We help people to:**

- ... **FEEL** Better.
- ... **LOOK** Better.
- ... **LIVE** Healthier.

Market	Value	Region
Healthy Aging Market	\$162B	worldwide
Natural Products Market	\$7B	U.S.
Weight Loss Market	\$108B	U.S.
Skin Care Market	\$3.2B	U.S.
Green-Household Market	\$640M	U.S.

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Natural NETWORKING

... although we're not going to discuss products in this presentation, they are ABSOLUTELY without equal. You won't find anything in the marketplace that even comes close. [CLICK] Our products are designed to help you FEEL better, LOOK better and live healthier. And the markets we serve our HUGE, they include: [click] Healthy Aging, Natural Products, Weight Loss, Skin Care and the Green Household Market. This means we've got great products AND a market that just keeps growing. And, best of all – our products are all “natural” and “consumable” which means people use them up AND THEN reorder them. In fact, the company we represent has been around for more than 60-years, and they did a study on how long their customers had been using their products and found that their average consumer has been using their products for more than a decade. This should tell you that the products are unique and effective!

**SEE THE NUMBERS**

- No** Employees
- No** Retail Space
- No** Inventory
- No** Geography
- Limited Risk!**

**We are NOT Your ... typical business!**

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NETWORKING

If you understand how most businesses work, in fact almost any business you can think of, money is made very simply: you buy at wholesale and sell at retail. The difference, once you take away your expenses, is what you get to keep. This can be a store, like a Walmart or K-Mart or your LOCAL Mart. It can also be a service business. Here the owner buys your time at wholesale and sells it at retail. And if you are the owner than you're buying and selling your own time. Our business works very differently from that traditional model. [click] We have no employees to worry about, no retail space, no inventory, we're not limited by geography, and unlike virtually any retail business, we have very limited risk.



We get paid for recommending products to others, very much like you might for a movie you really enjoyed or a great restaurant. AND, we get paid a LOT of money for building groups of consumers and leaders, and for helping them build groups of their own.

# Multiple Streams Of Income

- **Retail & Price** Differential
- **Personal Group** Bonuses
- **Leadership** Bonuses
- **True Infinity** Bonuses
- **Success** Bonuses
- **Luxury Trips**
- **Car** Bonuses

While a typical retail or manufacturing business model has one stream of income, ours has many. [click] This includes: Retail profits, personal group bonuses, leadership bonuses, true infinity, success bonuses, luxury trips and cars. Our goal here is to explain them so you can understand their full potential and then we'll show you how you can MAXIMIZE your earnings in each area. You don't need to understand all the details, we just want you to know there are a LOT of benefits you can earn while working with us.

# FOUR Unique Pay Plans



- Base Compensation
- Leadership Bonuses
- Success Bonuses
- Cars & Trips

**A powerful and competitive earning model.**

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We like to think of it as having four unique pay plans – the base plan, leadership bonuses, success bonuses, and finally special incentives like trips & cars.

## Earnings Based On Volume



- **Retail & Price** Differential
- **Personal Group** Bonuses
- **Leadership** Bonuses
- **True Infinity** Bonuses



**Long term income, based on PERSONAL & GROUP growth.**



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First off, let's talk about the base compensation plan. These are ongoing bonuses based on the volume of sales you and your group do each month. The base plan includes profits on the products you sell, and more importantly bonuses you can earn on the teams you develop. Let's start with price differential.



## Retail & Price Differential



### Price Differential:

Buy products at one price,  
sell at another.

**YOU earn the difference.**

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OK here's the one and only thing we have in common with a traditional business – Price Differential. You buy at wholesale and sell at retail. The difference is what you earn. However in our business you actually get to keep more. That's because as I mentioned earlier, we have virtually no overhead in our profession. You don't need a store, you don't need employees and although many members stock a small amount of products, you don't really need an inventory.

# Retail & Price Differential



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You can earn up to 27% of the sale. And, as you'll find out in a minute, that's just the beginning. This is because of the bonuses paid in addition to price differential. First the personal group bonuses.

# Personal Group Bonuses



## Personal Group Bonuses:

Based on the volume that you and your entire personal group (including customers) generate each month.



**YOU** earn a monthly commission  
on the total volume.

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These are bonuses paid monthly and they are based on the volume you, and your entire group generates each month. Now this includes your customers plus any distributors in your personal group AND their customers.

## Personal Group Bonuses

**The more sales **YOU** (and your group) generate,  
the higher your percentage ...**

250 pv	500 pv	1,000 pv	1,500 pv	2,000 pv
4%	8%	12%*	14%*	20%*



\* When qualified.

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The more volume your personal group does, the higher the percentage you earn. Up to 20% for doing 2,000 in volume.

# Personal Group Bonuses

MP	DP	Personal Group Bonus
Earn Up To <b>27%</b>	Earn Up To <b>20%</b>	

**Up to 47% in base earnings as a Business Owner.\***

\* Director or above.

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So now that 27% in earnings can become up to 47% as a business owner!

# Build Your Personal Group



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As you build your group you will start to develop GROUP volume and you'll get paid on not just the volume you produce, but also the volume of everyone in your personal group. And you don't have to introduce everyone to the business, [click] remember when you introduce someone, [click] everyone they introduce is included in your volume.

# Build Your Personal Group

## First Step: Become a Director



You can be **appointed Director** when your **PERSONAL GROUP** reaches and maintains a minimum monthly volume of **2,000 points (or more)**.

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So your first step is to become a sales leader, we call them Directors. You do this by reaching a volume of 2,000 points or more each month. Again you don't have to do this volume all by yourself. We count all YOUR customers, all your business builders and all of their customers.

# Directors Earn More

## Three Additional Profit Sources:



- **Purchase Products** at lower price (DP)
- **Pricing Profits** on sales of your entire personal organization
- **Earn Commissions** at higher percentage (20%)

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Once you become a director you qualify for three additional profit sources: You purchase your products at a lower price; you earn pricing profits on the sales of your entire personal organization; and you earn a higher percentage on commissions.



# Directors Earn More

## Even More Director Benefits:

**\*Free  
Product  
Level plus\***



- Earnings to **enjoy the full range** of products for the entire family
- Access the **tax benefits** of business ownership
- Additional opportunities for **paid travel, car bonuses** and **extra incentive income**

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In addition, directors have plenty of earnings so they can enjoy the full range of products for their entire family; can access the tax benefits that come from owning their own home based business, and have access to additional opportunities like paid travel, car bonuses, plus extra incentive income. These are all reasons you want your very first goal to be reaching what we call the Director level.

# Leadership Bonuses



## Leadership Bonuses:

Once you reach the Director level, develop other Business Leaders in your organization.



**YOU can earn a monthly bonus on the volume of each Business Leader, up to six generations.\***

\*Depending on your business configuration.

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Once you reach that director level you can begin qualifying for Leadership bonuses. These are bonuses you earn based on the volume of other leaders you help to develop.

# Leadership Bonuses

**NEXT STEP**  
Work with your team.

**Support others in becoming  
Directors and help them achieve their  
own 2,000 points (or more).**



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You start earning these by helping people on your team to reach the director level and then develop their own organizations. Now you can earn a monthly Leadership bonus on each of these leaders, up to six generations depending on your business configuration.

# Leadership Bonuses



Level	Bonus
1st	6%



\*Depending on rank.

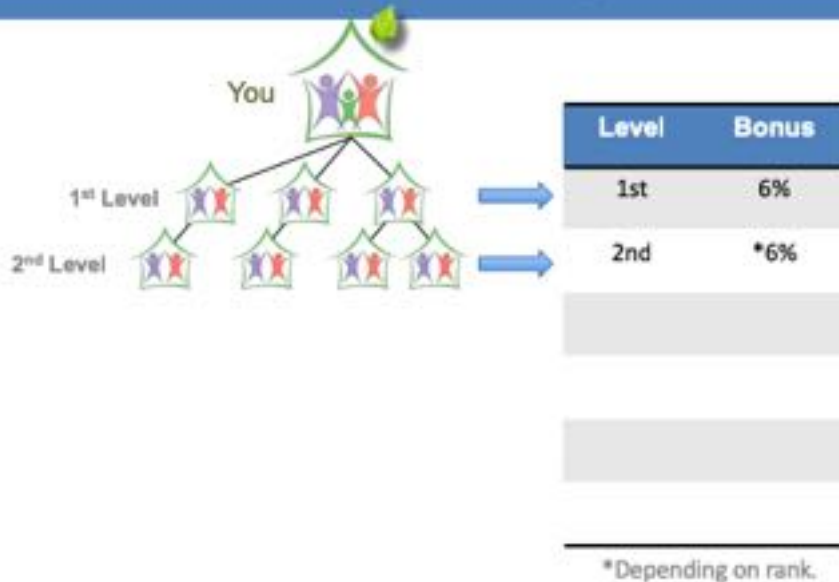
\*There are rank and volume requirements to earn bonuses on all six levels. This is for illustrational purposes.

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The percentage you earn depends on their level to you, starting with 6% on your first level – this is money that is paid to you each month. Forever. It is what we like to call residual income. Now as your first level business owners (remember we call them directors), develop directors beneath them, you still earn a percentage of their volume.

# Leadership Bonuses



\*Depending on rank.

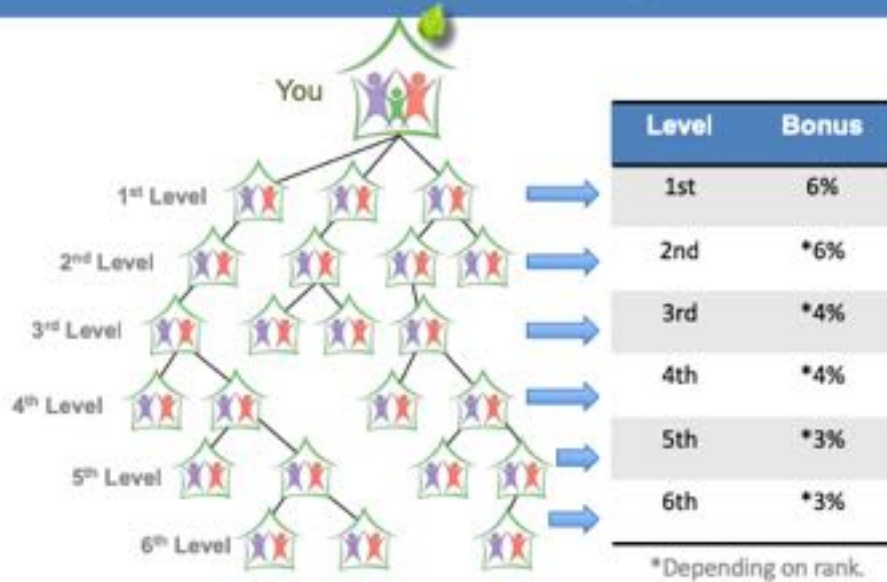
\*There are rank and volume requirements to earn bonuses on all six levels. This is for illustrational purposes.

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Notice how when your first level Directors, have their own directors you can still earn 6% on both your levels. Now this continues like this.

# Leadership Bonuses



\*There are rank and volume requirements to earn bonuses on all six levels. This is for illustrational purposes.

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You get paid a monthly override on each of the levels in your group, up to 3% at your sixth level, depending on your rank. This bonus comes directly from the company, not out of the profits of your business owners. You are being rewarded for helping other people build businesses of their own.

# True Infinity Bonuses



## True Infinity Bonuses:

Eligible to earn up to 8% bonus on ALL Leaders in your group, to infinity.

**BASE**  
plan



**This is IN ADDITION to  
your Leadership Bonuses!**



In addition to Leadership Bonuses we also receive True Infinity bonuses. Shaklee actually has a patent on this concept. True Infinity bonuses are paid on all leaders in your organization and the bonuses continue down your line even PAST your 6th level.

# True Infinity Bonuses

Title	BL's	OV	1st	2nd	3rd	4th	5th	6th	Average Income*
Director	0								\$10,217
Sr. Director	1		6%	3%					\$13,672
Coordinator	2		6%	4%					\$21,646
Sr. Coordinator	2	10,000	6% + 2%	5% + 2%					\$33,540
Exec. Coordinator	3	20,000	6% + 3%	6% + 3%	4% + 3%				\$48,367
Sr. Exec. Coordinator	3	30,000	6% + 4%	6% + 4%	4% + 4%				\$65,020
Key Coordinator	4	50,000	6% + 5%	6% + 5%	4% + 5%	4% + 5%			\$95,867
Sr. Key Coordinator	5	75,000	6% + 6%	6% + 6%	4% + 6%	4% + 6%			\$121,819
Master Coordinator	6	100,000	6% + 7%	6% + 7%	4% + 7%	4% + 7%	3% + 7%		\$211,018
Sr. Master Coord.	8	200,000	6% + 7.5%	6% + 7.5%	4% + 7.5%	4% + 7.5%	3% + 7.5%	3% + 7.5%	\$275,994
Pres. Master Coord.	10	500,000	6% + 8%	6% + 8%	4% + 8%	4% + 8%	3% + 8%	3% + 8%	\$614,200

\*Average income figures are based on 1099-MISC for all U.S. Business Leaders. True Infinity Bonuses are in red.

You'll see the true infinity bonuses in red. So now you are earning up to 14% on your first level and up to 8% to infinity. Each month you receive a recap along with your check that explains what you earned and where the money came from. And don't worry we'll go through this in more detail later if you have questions. The important thing to remember is that you can earn a pretty substantial income at each level, starting at a little over [click] \$10,000 a year at the entry level, which is about \$800 each and every month, [click] to 6 figure earnings for the highest ranks. For now, let's move on to the next unique part of the pay plan: The Success Bonuses.



## Success Bonuses



**IMMEDIATE  
bonus**

**An immediate source of income,  
paid DAILY for building your group.**

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Success bonuses are an immediate source of income for bringing people into your group. They are paid daily.

## Preferred Members\*



**Success  
bonuses**

### Sponsor Preferred Members:

Earn a **\$25 Success Bonus** every time you sponsor three new Preferred Members within three rolling months.

\*A preferred member is a person who joins with purchases of \$150 (or more), and places a \$150 order on AutoShip within their first calendar month.

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The first success bonus is for sponsoring new members who meet a minimum volume requirement, making them PREFERRED members. For every three Preferred Members you sponsor within a rolling three month period, you'll earn a bonus of [click] \$25. It's an incentive to find good, loyal consumers. Sponsor business builders, and you'll earn even more!

## Qualified Distributors\*

$\$50 + \$50 + \$50 = \$150$   
- OR -  
 $\$300$

Success bonuses

### Sponsor Qualified Distributors:

Earn a **\$50 Success Bonus** every time you sponsor a Qualified Distributor. Sponsor three distributors within three rolling months, and you'll earn an additional **\$150**, for a total of **\$300**.

\*A Qualified Distributor is a person who joins with a \$49.95 New Distributor Welcome Kit and purchases one (or more) Success Packs within their first calendar month.

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Qualified distributors, are individuals (and couples) who wish to take advantage of the Shaklee business opportunity. They purchase a new distributor kit and one (or more) of the success packs. For every Qualified Distributor you sponsor, you earn \$50, which would be a total of \$150 for three. However if you sponsor three within three months, you'll earn an extra [click] \$150, for a total of \$300. And you can repeat this process as often as you like!

## Cars & Luxury Trips

**Cars  
Trips**

**Travel in style ... while you build your business.**



Imagine being able to travel in style, and be rewarded while you grow your business. Imagine driving a brand new car and having someone else pay for it.

**Bonus Car Program**

Job Level	Lease Amount
Sr. Director	\$225 to \$250
Sr. Coordinator	\$325 to \$375
Sr. Executive	\$400 to \$450
Sr. Key	\$450 to \$500
Master Coordinator	\$500 to \$600
Presidential Master Keys	Keys!

**YOU determine the lease, make & model.**

**Cars Trips**

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HETWORKING  
FOCUS

The bonus car program pays your lease on a new vehicle of YOUR choice, starting at \$225 for the Senior Director (\$250 for a hybrid) and going all the way up to \$600 at the Master Coordinator level. At the Presidential Master level you receive the keys to a brand new Mercedes Benz Hybrid. And don't forget the trips!



We believe in sandy beaches AND exotic places. Every year our business partner sends qualifying leaders on one OR EVEN two trips throughout the world. [click] Next year we'll be enjoying 6 days at a beautiful resort in Costa Rica. Dream Trip qualifiers will enjoy a host of activities on both land and sea, fine dining, nightly entertainment in a family friendly, all inclusive resort. Those who qualify earn an all expense paid trip, INCLUDING airfare. You can enjoy the time with your friends, have a lot of fun, share business ideas AND because your costs are paid by someone else, the money you take along with you, can use to shop! In addition to Costa Rica, top qualifiers can also earn a trip to . . .



The Riviera. Earn this trip and spend a luxurious seven-day, six-night adventure in the French Alps & French Riviera. Explore incredible vistas and enjoy delicious Provençal cuisine, vineyards, and charming towns of the French Alps & Riviera while enjoying 5-star accommodations. These trips are truly the trip of a lifetime and we can qualify for them every year. This is what we mean by [\[click\]](#)

# MULTIPLE Income Streams

Base Compensation Plan  
Career Track Bonuses  
Sponsoring Incentives  
Cars & Trips

**Want to earn a little? ... Or a lot?**

We have a proven process to get started right away.



By taking advantage of the whole compensation plan you have the opportunity to earn a little. . . Or earn a lot. So what's next?



# What's Next? Continue Evaluating.



## The best way to evaluate our program is to:

- ① Learn about the different ways you can participate.
- ② Test the products for yourself.
- ③ Understand the compensation package.
- ④ Learn more about our profession and training.
- ⑤ Meet again to answer questions and discuss possibilities!

We suggest you take some time to evaluate our program for yourself. Test the products, learn more about our profession, take the opportunity to go through the Introduce & Explore phases if you haven't already. And then meet with the person who sent you here to come up with a strategic game plan to get YOU started!



I'd like to thank you for taking the time to watch this presentation through to the end. I hope it gave you some insight into some of the opportunities that are available to you and your family by working together with us. I strongly suggest that you get back to the person who referred you here. He or she can answer any questions you may have and get you started right away!