

Tori Belle Compensation Plan



Monthly Requirements and Pay

	Personal Sales Points	Team Sales Points	MSR ¹	Structure	Level Pay					Group Pay ²							
					L1	L2	L3	L4	L5	G1	G2	G3	G4	G5	G6		
Affiliate Shopper	0	0	No														
Active Affiliate	200	200	No		2%												
Advanced Affiliate	200	600	No		3%												
Leading Affiliate	300	1,000	No		4%												
Senior Affiliate	400	1,500	No		5%	2%											
Nano Influencer	500	2,500	Yes	1 Builder Leg*	6%	3%											
Micro Influencer	600	4,000	Yes	2 Builder Legs*	7%	4%	2%										
Influencer	600	7,000	Yes	3 Builder Legs*	8%	5%	3%	1%									
Leading Influencer	600	12,500	Yes	2 Builder Legs* + 1 Influencer Leg	8%	5%	4%	2%	1%	1%							
Senior Influencer	600	25,000	Yes	1 Builder Leg* + 2 Influencer Legs	8%	5%	4%	2%	1%	2%	1%						
DIRECTOR Of Influence	-	50,000	Yes	3 Influencer Legs	8%	5%	4%	2%	1%	2%	2%	1%					
EXECUTIVE DIRECTOR Of Influence	-	120,000	Yes	3 Leading Influencer legs 1 New 1st Level Influencer**	8%	5%	4%	2%	1%	2%	2%	2%	1%				
SENIOR EXEC DIRECTOR Of Influence	-	250,000	Yes	3 Sr. Influencer Legs 1 New 1st Level Influencer**	8%	5%	4%	2%	1%	2%	2%	2%	2%	1%			
VICE PRESIDENT Of Influence	-	2,500,000	Yes	5 Dir of Influence Legs + 3 New 1st Level Influencer**	8%	5%	4%	2%	1%	2%	2%	2%	2%	1%	0.5%		

Note 1 – MSR = Maximum Sales Rule: Up to 50% of Team Sales (TS) can come from any individual leg or from your own Personal Sales (PS). For VP of Influence, up to 10% of Team Sales can come from any individual leg or from your own Personal Sales (PS)

Note 2 – Group Pay = A downline group that includes everyone down to and including the next Influencer or higher Paid-As title. Group Bonus pay is in addition to Level Pay and all other bonuses.

* **Builder Leg** = A leg with 1,000 or more in Team Sales (TS)

** **New 1st Level Influencer**= A new 1st Level Influencer (excludes Micro and Nano Influencer ranks) in a rolling 12-month period

We expect the typical participant to earn \$0-140 USD per year in commissions and bonuses. This number includes Affiliates that sign up to receive a discount on products but do not sell. We expect the average Active Affiliate to earn \$5160 USD per year in bonuses and commissions.



Monthly Commissions and Bonuses

PERSONAL SALES COMMISSION

Monthly Personal Sales Points	Commission
0 - 799	25%
800 - 1,499	30%
1,500 - 2,999	35%
3,000 +	40%

PERSONAL SALES BONUSES^{3,4}

Monthly Personal Sales Points	Cash Bonus	+	Travel Credits
600	-		600
800	-		800
1,000	\$25 USD		500
2,000	\$50 USD		1,000
3,000+	\$75 USD		1,500

1. Career Rank Maintenance Bonus is earned for each month career rank is maintained. If you do not maintain your career rank, you do not receive this bonus.
2. Quick Start Period begins with the first full calendar month following enrollment date.
3. Personal Sales Bonuses are not cumulative; for example, the Personal Sales Bonus for 3,000 Sales Points or more is \$75 USD plus 1,500 Travel Credits.
4. Commissions and bonuses are paid in the Affiliate's currency as outlined in the local market Policies and Procedures.

QUICK START ADVANCEMENT BONUS (1st time only)

Rank	Quick Start Period ²	Affiliate Bonus ⁴	Mentor Bonus ⁴	CAREER RANK MAINTENANCE BONUS ¹ Travel Credits
ADVANCED Affiliate	2 months	\$25 USD cash bonus	250 Travel Credits	
LEADING Affiliate	2 months	\$50 USD cash bonus	500 Travel Credits	
SENIOR Affiliate	3 months	\$75 USD cash bonus	\$25 USD cash bonus	
NANO Influencer	4 months	\$100 USD cash bonus	\$50 USD cash bonus	
MICRO Influencer	5 months	\$200 USD cash bonus	\$100 USD cash bonus	
Influencer	6 months	\$300 USD cash bonus + gift	\$150 USD cash bonus	500
LEADING Influencer	-	1,000 Travel Credits	-	750
SENIOR Influencer	-	2,000 Travel Credits	-	1,000
DIRECTOR Of Influence	-	2,000 Travel Credits + gift	-	1,250
EXECUTIVE DIRECTOR Of Influence	-	2,000 Travel Credits + gift	-	1,500
SENIOR EXEC DIRECTOR Of Influence	-	2,000 Travel Credits + gift	-	1,750
VP of Influence	-	2,000 Travel Credits + gift	-	2,000

We expect the typical participant to earn \$0-140 USD per year in commissions and bonuses. This number includes Affiliates that sign up to receive a discount on products but do not sell. We expect the average Active Affiliate to earn \$5160 USD per year in bonuses and commissions



Compensation Plan Terms

Affiliate - An independent contractor who sells Tori Belle Cosmetics products.

Mentor /Recruiter - An Affiliate who recruits a new Affiliate as part of her Team.

Team - Includes the Affiliate, the Affiliate's customers, and all downline Affiliates and their customers.

Level - The position of an Affiliate within a Team. Level 0 is the Affiliate. Level 1 is recruited by Level 0. Level 2 is recruited by Level 1, and so on.

Rank - Defines the monthly status and pay rate of an Affiliate based on the Affiliate's Personal Sales, Team Sales, and Team achievements.

Career Rank - The highest Rank an Affiliate has ever achieved within a consecutive time period as an Affiliate.

Group – An Affiliate and her downline, down to and including the next Influencer or higher, but nothing further.

Sales Points - Each product offered by Tori Belle is assigned a currency-neutral points value which is used in the monthly calculation of Rank, Commissions, and Bonuses.

Personal Sales – The total of all Sales Points generated by an Affiliate from orders placed personally and by the Affiliate's customers.

Team Sales - The entire total of all Sales Points from the Affiliate and the Affiliate's Team.

Leg - A Leg begins with a Level 1 Affiliate and includes all of that Affiliate's downline. An Affiliate has as many Legs as Level 1 Affiliates. A **Builder Leg** is a Level 1 Affiliate with 1,000 or more in Team Sales. For the purposes of an Affiliate's Rank calculation, a Leg can also be titled according to the Rank of the Affiliate's Leg.

Maximum Sales Rule - The maximum number of Sales Points that can come from an individual Leg for purposes of Rank calculation.

Commission – Earnings paid to an Affiliate based on the Affiliate's Personal Sales. Commissions are paid in the Affiliate's currency as outlined in the local market Policies and Procedures.

Bonus – Potential earnings paid to an Affiliate based on the Affiliate's Personal Sales, Team Sales, and Team achievements. Bonuses are paid in the Affiliate's currency as outlined in the local market Policies and Procedures.

Level Pay – A bonus paid to an Affiliate based on the Sales Points generated by the Affiliate's individual Levels and by the Affiliate's achieved Rank.

Group Pay - A bonus paid to an Affiliate based on the Sales Points generated by the Affiliate's individual Groups and the Affiliate's achieved Rank.

Travel Credits – A currency-neutral credit issued to an Affiliate to help earn the yearly corporate incentive trip. Travel Credits are non-exchangeable, nontransferable and have no commercial value. Travel Credits expire at the end of the yearly earning period designated for that year's incentive trip.