

## The Five ways we make money in Arbonne:

**Retail Profits:** When a client purchases product at full retail price, you make a 35% profit. This could be right now money when they pay you directly with cash or a check, OR in your Arbonne paycheck, say they order directly through your Arbonne website or they are at a party and you enter them on the website as a retail client.

Credit cards are usually easier to put in the computer as a “client” and then receive the profit in your paycheck, BUT you can also place the order under your ID and order products for your business with the retail profit. Have your sponsor help you decide which is best.

35% is the % you earn in retail profits based on the RV (retail volume) of products

**Preferred Client Commissions:** Commissions paid on the orders placed by **your personally** sponsored preferred clients.

15% commission of the RV on preferred client orders

### Overrides:

Based on override volume (65% of the RV) percentages are added as you move up!

Consultant: **You only** earn an override as a consultant when meet the criteria for the IC Cash Bonus program which is \$500 PQV in 1 month. You will then earn a 6% override on your override volume.

6% as a consultant if you complete the IC Cash Bonus program, once you promote to district your 6% is replaced with

8% as a District Manager based on override volume of your **central District**

6% as an Area Manager based on override volume of your **central Area**

3% as a Regional Vice President based on override volume of your **central Region**

1% as a National Vice President based on override volume of your **central Nation**

Each % is in addition as you move up in the management levels and % pay outs may apply to multi generations as well. For a complete explanation, please consult our success plan and ask you upline for help!

**Example \$5,000 in sales in your central district  $5,000 \times .65 = 3250 \times .08 = \$260$**

This is why **our first goal is to get you to meet the IC Cash bonus and then District!**

### Bonus's:

District, Area, Regional Manager Bonus:

When you reach 1/2 way to the next level of management and meet certain sponsoring requirements then you will receive a bonus!

**District-** You and your **central District** (everyone on your team who is NOT YET a DM) reach \$5,000 QV in sales and 5 NEW Preferred Clients or consultants who place a minimum \$150 order in your central district, you earn a \$200 bonus.

**Area-** You and your **central Area** (everyone on your team who is NOT YET an AM) reach \$20,000 QV in sales and 10 NEW Preferred Clients or consultants who place a minimum \$150 order in your central area, you earn a \$400 bonus.

**Region-** You and your **central Region** (everyone on your team who is NOT YET a Regional Vice President) reach \$60,000 QV in sales and 30 NEW Preferred Clients or consultants who place a minimum \$150 order in your central Region, you earn a \$600 bonus.

**Incentives:** Throughout the year there may be incentives offered from your upline or from Arbonne directly. These may include trips, jewelry, purses, cash, gift certificates etc.