

RUBY RIBBON

SUCCESS PLAN 2024

CAREER TITLES	STYLIST					MENTOR			EXECUTIVE		
	Stylist	Active Stylist	Qualified Stylist	Lead Stylist	Star Stylist	Silver Mentor	Gold Mentor	Platinum Mentor	Emerald Executive	Sapphire Executive	Ruby Executive
TITLE ADVANCEMENT REQUIREMENTS											
Personal Qualifying Volume (PQV)		100	300	750	1,500	1,500	1,500	1,500	1,500	1,500	1,500
Levels 1-3 Qualifying Volume				1,000	2,500	5,000	10,000	25,000	50,000	100,000	250,000
Qualifying Volume Outside Largest Leg							5,000	10,000	25,000	50,000	125,000
Personally Sponsored Qualified Stylists				1	2	3	4	5	7	12	15
Legs with at least 1 Star Stylist						1	2	3	4	5	6
SALES COMMISSIONS BASED ON PERSONAL QUALIFYING VOLUME (PQV)											
PQV: 0-99	5%										
PQV: 100-299	↓	10%									
PQV: 300-1,499	↓	↓	20%	20%							
PQV: 1,500-2,499	↓	↓	25%	25%	25%	25%	25%	25%	25%	25%	25%
PQV: 2,500-4,999	↓	↓	↓	↓	30%	30%	30%	30%	30%	30%	30%
PQV: 5,000-9,999	↓	↓	↓	↓	↓	↓	35%	35%	35%	35%	35%
PQV: 10,000+	↓	↓	↓	↓	↓	↓	↓	↓	40%	40%	40%
BONUSES & POOLS PAID ON YOUR TEAM COMMISSIONABLE VOLUME (CV = 70% OF PQV)											
Q-300 BONUS PAID ON THE CV OF FIRST 300 PQV											
Level 1			5%	5%	10%	10%	10%	10%	10%	10%	10%
Level 2				5%	5%	5%	5%	5%	5%	5%	5%
Level 3					5%	5%	5%	5%	5%	5%	5%
GENERATIONS BONUS PAID ON ALL CV OF STAR STYLIST GENERATIONS											
Personal Generation 0					2%	3%	4%	5%	5%	6%	6%
Generation 1						2%	2%	3%	3%	4%	4%
Generation 2							1%	1%	2%	2%	3%
Generation 3										1%	2%
Generation 4											1%
1% EXECUTIVE POOL PAID ON CV											
Number of Shares									1	2	3

Personal Qualifying Volume (PQV): PQV is the amount on which Sales Commissions are paid. It is also the volume on which 70% CV is calculated for other bonuses.

Commissionable Volume (CV): CV is calculated at 70% of PQV, used for Q-300 Bonuses, Generation Bonuses, and the Executive Pool shares.

Leg: A leg is an organization that starts with a personally sponsored Stylist and includes all Customers and Stylists in her entire downline.

Star Stylist Leg: A leg that contains at least one paid-as Star Stylist.

Active Stylist: A Stylist who achieves 100 PQV for the month.

Qualified Stylist: A Stylist who achieves 300 PQV for the month. Qualified Stylists are eligible for Q-300 Bonuses on all of their Level 1 Stylists.

Star Stylist: The rank that determines the boundaries of Generation Volume. It is the first leadership rank where a Stylist can earn both Q-300 Bonuses and Generation pay.

Generation Volume: As a Star Stylist or above, a generation begins with all Level 1 volume and goes down to and includes the PQV of the next qualified Star Stylist in each leg.

NOTE: A Star Stylist could have a Star Stylist under her which would stop her Generation 0. Until she reaches a higher rank, she will not get paid past her Personal Generation. (Gen 0)

Levels: A level is a basis of pay for the Q-300 Bonus. Each Stylist and her PQV takes up one level.

Q-300 Bonus: A bonus paid on CV of volume up to the first 300 PQV. Based on Rank, a Qualified Stylist and above can begin earning up to 3 levels deep in Q-300 Bonuses.

Executive Pool: A bonus pool based on CV of 1% of company volume for the month and prorated by shares. Executive ranked Stylists can earn up to three shares.

See Success Plan Overview for full details.