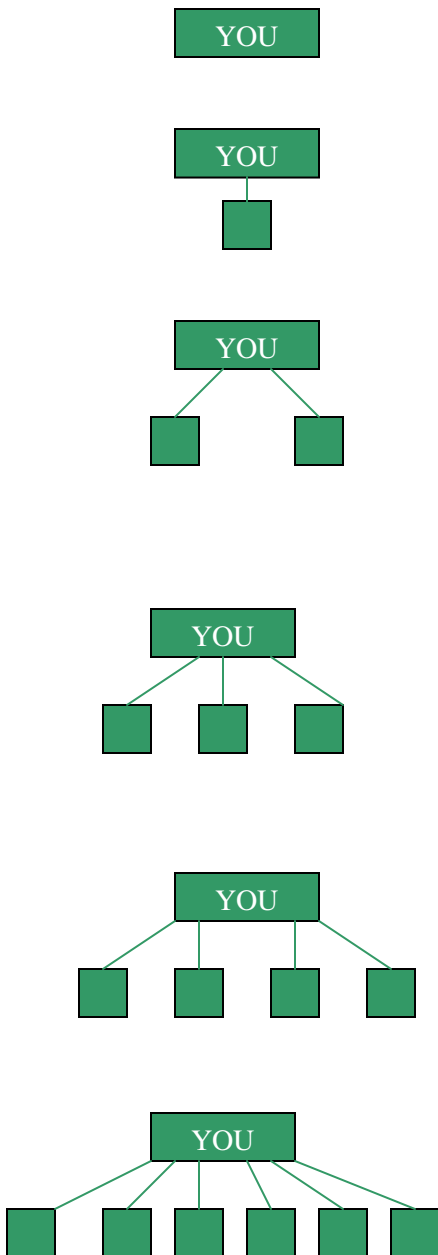


SHAKLEE® BUSINESS PLAN

Start as a **Retail Customer** – Test the Products & Experience the Shaklee Difference
 Become a **Member** - Buy Products at a Discount, Change Brands, Be Your Own Best Customer
Advance to Distributor/Associate – with 500 PV (6 first-level members recommended)
 Advance to **Director** – when recommended by Upline Business Leader

(In ADDITION to benefits listed below, start earning Tru-Infinity™ Bonuses of 4-11% on Vivix™ sales when qualified)



Director

Maintain 2000 Personal Group Volume (PGV)
 Earn 43.5% to 61.5% on your Personal Group + Retail Profits

Senior Director

1 First Level Director
 Earn override bonus of 7%
 Earn 43.5% to 61.5% on your Personal Group + Retail Profits

Coordinator

2 First Level Directors
 Earn overrides Two Levels Deep 7% and 5%
 Earn 43.5% to 61.5% on your Personal Group + Retail Profits

Senior Coordinator

2 First Level Directors
 12,500 monthly Business Group Volume (4 levels deep)
 Earn overrides Two Levels Deep 7% and 6%
 Earn 43.5% to 61.5% on your Personal Group + Retail Profits

Executive Coordinator

3 First Level Directors
 25,000 monthly Business Group Volume (4 levels deep)
 Earn overrides Three Levels Deep 7%, 6% and 4%
 Earn 43.5% to 61.5% on your Personal Group + Retail Profits

Senior Executive Coordinator

Same as Executive Coordinator except 37,500 BGV
 Counts as rank advancement

Key Coordinator

4 First Level Directors
 50,000 monthly Business Group Volume (4 levels deep)
 Earn overrides Four Levels Deep 7%, 6%, 5% and 3%
 Earn 43.5% to 61.5% on your Personal Group + Retail Profits

Senior Key Coordinator

5 First Level Directors
 75,000 monthly Business Group Volume (4 levels deep)
 Same bonuses & profits as Key Coordinator / Counts as rank advancement

Master Coordinator / Presidential Master Coordinator

6 First Level Directors / 12 First Level Directors including 2 Master Legs
 100,000 monthly BGV / 250,000 monthly BGV (4 levels deep)
 Earn overrides Four Levels Deep 7%, 6%, 5% and 4%
 Earn 43.5% to 61.5% on your Personal Group + Retail Profits

Bonuses & Pricing Profits

| PGV | Bonus | Pricing Profits | Monthly | Yearly |
|---------------------------------|-------|-----------------|---------|----------|
| 10000 | 34% | 27.5% | \$6,150 | \$73,800 |
| 7000 | 32% | 27.5% | \$4,165 | \$49,980 |
| 5000 | 30% | 27.5% | \$2,875 | \$34,500 |
| 4000 | 28% | 27.5% | \$2,220 | \$26,640 |
| 3000 | 24% | 27.5% | \$1,545 | \$18,540 |
| 2500 | 20% | 27.5% | \$1,187 | \$14,244 |
| 2000 | 16% | 27.5% | \$ 870 | \$10,440 |
| Members & Associates | | | | |
| 1000 | 12% | 16% | \$280 | \$3,360 |
| 500 | 8% | 16% | \$120 | \$1,440 |
| 250 | 4% | | \$ 10 | \$ 120 |

17+% Additional Profit If Sold At Retail Price

LEADERSHIP BONUS OVERRIDES

Teach Others & Get Paid on Downline Directors
KEY COORDINATOR - EXAMPLE OF EARNINGS

| Level | # of Directors | 3000 PV per month | 5000 PV per month |
|-----------------------|----------------|-------------------|-------------------|
| 1 st | 4 @ 7% | \$840 | \$1,400 |
| 2 nd | 8 @ 6% | \$1,440 | \$2,400 |
| 3 rd | 10 @ 5% | \$1,500 | \$2,500 |
| 4 th | 20 @ 3% | <u>\$1,800</u> | <u>\$3,000</u> |
| MONTHLY INCOME | | \$5,580 | \$9,300 |
| YEARLY INCOME | | \$66,960 | \$111,600 |

PLUS TAX BENEFITS, LIFESTYLE & FREEDOM

Minimum 100 PV required to receive bonus. Total bonuses do not reflect bonus & pricing profit payouts and expenses.