



FAQ's

Q. Who is eligible for *FastTRACK*?

- A. *FastTRACK* is open to all new Directors. A new Director is someone who meets either of the following conditions:
- They have never before held the rank of Director, or
 - They meet the requirements of the Five-Year Rule and have never earned a *FastTRACK* Award.
- The *FastTRACK* clock (the time you have in which to meet the *FastTRACK* requirements) begins in the month you become a new Director. Before earning any *FastTRACK* award, one must become a Gold Ambassador by purchasing a GOLD, GOLD PLUS or SUPER GOLD PAK or by paying the \$150 Gold Ambassador Fee.

Q. What is the Five Year Rule?

- A. You meet the requirements of the Five Year Rule if, during the period July 2009 PV month through June 2014 PV month, you held the Paid As Rank of Director or higher for fewer than four consecutive months. Months in which a Volume Grace Month or waiver was taken do not count as months in which the Paid As Rank of Director was held. For *FastTRACK* purposes only, those who held the Paid As Rank of Director or higher for fewer than four consecutive months during the period of September 2009 through August 2014, excluding months in which a Volume Grace Month or waiver was taken, will also be considered to meet the requirements of the Five-Year Rule.

Q. When does my *FastTRACK* clock start?

- A. Your *FastTRACK* clock begins when you first promote to Director. Based on the first month you promote to Director, you have the following number of months to achieve each rank as listed below:

1st Promote to Director:	
Sr. Director	6 Months
Coordinator	9 Months
Sr. Coordinator	12 Months
Executive Coordinator	15 Months
Sr. Executive Coordinator	18 Months
Key Coordinator	24 Months
Sr. Key Coordinator	30 Months
Master Coordinator	36 Months

Q. When will the online trackers be updated to reflect the new *FastTRACK* “achieve by” dates?

A. Your online tracker will be updated the middle of the month following your promotion to Director (after bonuses are paid). At this point, your *FastTRACK* “must achieve by” dates and targets will show on your tracker. The updated trackers will be displayed in mid-October.

Q. How are the *FastTRACK* bonuses paid?

A. The *FastTRACK* Bonuses are paid in up to 10 equal monthly payments. You must hold each rank for two (2) consecutive months to earn the first payment. Once you have earned your first payment, you have 11 additional months to earn the remaining 9 payments. For each month in which you receive a *FastTRACK* payment, you must be qualified at that *FastTRACK* rank (or higher).

Title	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Month 13	Total
Sr. Director	Hold	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100			\$1,000
Coord.	Hold	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300			\$3,000
Sr. Coord	Hold	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500			\$5,000
Exec	Hold	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000			\$10,000
Sr. Exec	Hold	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500			\$15,000
Key	Hold	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500			\$15,000
Sr. Key	Hold	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500			\$15,000
Master	Hold	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500			\$25,000

Q. Can I take a Volume Grace Month (VGM) or waiver at any point during my *FastTRACK* qualification?

A. After you hold the *FastTRACK* rank for two consecutive months you can drop in rank or take a VGM without losing eligibility; however, you will not earn a payment for that month. You can still earn the full *FastTRACK* bonus amount even if you miss the *FastTRACK* rank for two months. If you miss the *FastTRACK* Rank more than 2 months after your first payment, you can still earn payments, but you are no longer eligible to receive the full *FastTRACK* bonus amount for that rank. See the examples below:

Title	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Month 13	Total
Sr. Director	Hold	\$100	VGM	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100		\$1,000
Coord.	Hold	\$300	\$300	\$300	VGM	DIR	SRDIR	SRDIR	\$300	\$300	\$300	\$300	\$300	\$2,400
Sr. Coord	Hold	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500			\$5,000

Q. Why is there no *FastTRACK* reward at Director?

A. The previous award you could earn by becoming a *FastTRACK* Director – two free Shaklee Live registrations – is now one of the benefits of joining or upgrading with a Gold PAK (four free registrations if you join or upgrade with a Gold Plus PAK; one free registration if you join or upgrade with a Gold PAK). Since a Gold or Gold Plus PAK is required to earn *FastTRACK* rewards, earning the free registrations at Director became redundant.

Q. What if I miss a *FastTRACK* Business Leader rank, can I continue in *FastTRACK* and pursue the next rank up?

A. Yes, missing one rank does not disqualify you from earning the others. You are still able to achieve future *FastTRACK* ranks that you are eligible for.

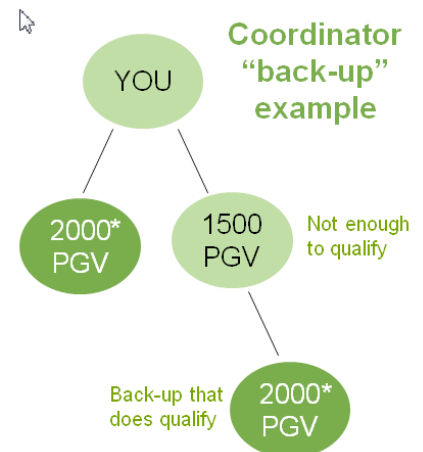
Q. If I jump to the rank of Coordinator right away, can I earn the Sr. Director and Coordinator payments at the same time?

A. Yes, after you hold the rank for two consecutive months, you would earn a *FastTRACK* bonus in the amount of \$400 each month you maintained *FastTRACK* Coordinator (or higher) for a total of up to 10 monthly payments.

Q. What happens if one of my First Generation Leaders takes a Volume Grace Month or a waiver or has less than 2000 Volume during my *FastTRACK* qualification?

A. First Generation Leaders who count for your rank qualification must also maintain their rank without the use of Volume Grace Months or waivers. In the event that your First Generation leader has less than 2000 PGV* for any reason, a fully qualified Business Leader with 2000 PGV* in the same leg can count as a “back-up”.

*Unencumbered Group Volume – A Business Leader’s Personal Group Volume (PGV), excluding the Personal Group Volume of a First Generation Director in the month the First Generation Director Promotes.



Q. When someone earns a cash award in *FastTRACK*, how is it determined which upline Business Leader receives the 50% matching Bonus?

A. In order to receive the 50% matching bonus, the upline Business Leader must:

- Be the Original Sponsor of the qualifier.
- Be a GOLD Ambassador (please check your MyProfile page to see if you qualify).
- Be a qualified Director (No VGM’s or Waivers) the month the participant earns the reward.

*Original Sponsor – The first sponsor of a Shaklee Family Member (i.e., the sponsor at the time the application of a Shaklee Family Member was accepted by Shaklee).

Q. What if the first Original Sponsor does not meet the qualification?

A. In the event the Sponsor does not meet the requirements, the Matching Bonus will be paid to the first upline Business Leader, according to the current line of sponsorship, who does meet the requirements. The Business Leader who will be paid the Matching Bonus will be determined in each month that the underlying *FastTRACK* bonus payment is earned, independently of who may have been paid in other months.

Q. What does it mean to have volume outside my largest leg?

- A.** For the *FastTRACK* ranks of Senior Coordinator and higher, a portion of your monthly qualifying Organizational Volume (OV) must come from your Personal Group and First Generation Business Leaders other than the one with the largest amount of OV, to ensure a certain amount of balance within your organization.

For example, if you are a *FastTRACK* Executive Coordinator with 20,000 OV with 3 First Generation Business Leaders, at least 10,000 OV must come from outside of your largest volume leg in each month you qualify for a *FastTRACK* Bonus payment at this level.

Q. I thought the volume outside the largest leg requirement didn't start until Key Coordinator. Why is it also required starting at Senior Coordinator in *FastTRACK*?

- A.** Because you are moving so quickly through the ranks in the *FastTRACK* Program, it is important you begin early to develop more than one strong leg. That way, when you reach the ranks of Key and Master Coordinator, you are less likely to have a problem meeting the volume outside the largest leg requirement.

Q. When do I receive my *FastTRACK* bonuses?

- A.** *FastTRACK* achievers and matching bonus recipients will receive their bonus as part of their monthly commission check paid on the 15th of the following month after completing the *FastTRACK* qualifications.

Your bonus statement will display the picture of your *FastTRACK* check at the completion of each *FastTRACK* Award. For instance, in the month you receive your 10th payment for Senior Director, your bonus statement will display the bonus check for \$1,000.

Q. I am a current Business Leader. Does my *FastTRACK* clock change?

- A.** The *FastTRACK* clock does not change for those who hold a Business Leader title, or for former Business Leaders who have earned one or more *FastTRACK* awards or who do not meet the requirements of the Five-Year Rule. You will continue to be eligible for any *FastTRACK* awards for which you are still in your specified timeframes.

Q. What if I was already in qualification for a *FastTRACK* rank as of August 2014 PV month?

A. If you are in your first, second or third month of qualification for a *FastTRACK* Award in August 2014 PV month, then you will continue to qualify for that award under the previous *FastTRACK* rules and you will be paid the full amount for that *FastTRACK* award per the 2013 – 2014 *FastTRACK* rules.

If, however, for the ranks of Senior Director thru Senior Coordinator you fall out of qualification before the fourth consecutive month is completed or for the ranks of Executive Coordinator thru Master Coordinator before the sixth consecutive month, then you will qualify under the rules effective September 1, 2014 if you still meet the *FastTRACK* requirements for that rank again and you are within the timeframe allowed by your *FastTRACK* clock.

Q. Is there a requirement to have a certain number of Members/Distributors/Associates in my personal group to earn *FastTRACK* bonuses?

- A.** In order to earn any *FastTRACK* bonus payment, a Business Leader must have on record with Shaklee a minimum of five Members, Distributors and/or Associates, at least three of whom do not reside in the household of the Business Leader, and each of whom has placed an order with, and received shipment from, Shaklee in the month the *FastTRACK* bonus was earned.