Shaklee
Incentive Trips
2020–2021
San Francisco, Bay Area
October 7–10, 2020

Dream Plan Directors

You can qualify to attend the New Director Conference at Shaklee World Headquarters in the San Francisco Bay Area

Earn a total of 18,000 Car Volume (CV) in any 6-consecutive-month period within your first 12 months*

*Five-Year Rule applies.
See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Reminder!
Second Chance

Qualification for
New Director Conference
Missed qualifying for the NDC in your first year with Shaklee?

We have an exciting option for Shaklee Dream Plan Directors who have never attended the New Director Conference.

Earn a total of 48,000 Car Volume (CV) in any 12-consecutive-month period to qualify.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Dream Trip 2021
Paradisus Playa Mujeres
Cancun, Mexico

This oceanfront property with 498 guest rooms opens April 2020, debuting with Paradisus by Melia’s newest offering: “Nature Included,” a concept that transports guests to a paradise reflecting the natural beauty of the destination and encouraging visitors to immerse themselves in local experiences.
Dream Trip 2021

Qualification Period
January 1 – December 31, 2020

Trip Dates: May 16–21, 2021

250 Points
Earns you a Dream Trip for 1 person

350 Points
Earns you a Dream Trip for 2 people

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Ways to Earn Dream Trip Incentive Points

Earn points while growing your business through the Prove It, Live It, Share It Program

Sponsoring Points
Loyalty Dream Points
PGV Growth Points
New Rank Advancement Points
Activity Points
Sponsoring Points

Earn points for new people you personally sponsor with a qualifying product purchase

<table>
<thead>
<tr>
<th>Sponsoring Type</th>
<th>Points Earned</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personally sponsor a new Preferred Member or Distributor with a Prove It Challenge™ Kit</td>
<td>5</td>
</tr>
<tr>
<td>Personally sponsor a new Preferred Member or Distributor with $150 or more</td>
<td>3</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Prove It (Challenge) Bonus</th>
<th>Points Earned</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earn a $75 Prove It (Challenge) Bonus</td>
<td>5</td>
</tr>
</tbody>
</table>

Must have a minimum of 30 points in this category

A maximum of 100 points available to qualify toward the 2021 Dream Trip

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Sponsoring Points

Example
Sponsor 3 with the purchase of a Prove It Challenge™ Kit = 15 Points
A $75 Prove It Bonus = 5 Points

Sponsor with 3 Prove It Challenge™ Kits in a month

Earn 20 points

+ $150 in Prove It Bonuses
Loyalty Dream Points

Simply put

Every month a new Preferred Member or Distributor earns Loyalty Dream points, you earn 1 Loyalty Dream point.

Earn points when a new Preferred Member or Distributor you personally sponsor this incentive year (between January 1 and December 31, 2020) places a qualifying AutoShip order during the 2020 incentive period.

A qualifying order is an AutoShip order of $150 or more. Distributor orders must be placed by the 15th of the month.

A maximum of 50 points available in this category.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
PGV Growth Points

Increase your PGV over your previous 12-month period PGV base (January – December 2019) to start earning points toward your trip qualification.

PGV points are cumulative. For example, when you increase your PGV over your base by 36,000, you’ll earn a total of 150 cumulative points.

PGV for trip purposes includes your PGV plus the PGV of any First Generation Leader you promote during the qualification period.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.

<table>
<thead>
<tr>
<th>PGV Over Base</th>
<th>Points</th>
<th>Total Cumulative</th>
</tr>
</thead>
<tbody>
<tr>
<td>12,000</td>
<td>25</td>
<td>25</td>
</tr>
<tr>
<td>24,000</td>
<td>+50</td>
<td>75</td>
</tr>
<tr>
<td>36,000</td>
<td>+75</td>
<td>150</td>
</tr>
<tr>
<td>48,000</td>
<td>+75</td>
<td>225</td>
</tr>
<tr>
<td>60,000</td>
<td>+75</td>
<td>300</td>
</tr>
</tbody>
</table>
Rank Advancement

Points

Earn points as you achieve new rank levels

Achieve Paid-As Rank and hold for 3 additional months to earn points (4 consecutive months).

Your base Rank is determined by your highest achieved rank held for 4 consecutive months within the last 2 incentive years (January 1, 2018 to December 31, 2019).

Must be Paid As the minimum rank of Coordinator for 4 consecutive months in 2020 to qualify for the Dream Trip with points.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.

<table>
<thead>
<tr>
<th>Rank</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Director</td>
<td>30</td>
</tr>
<tr>
<td>Senior Director</td>
<td>50</td>
</tr>
<tr>
<td>Coordinator</td>
<td>75</td>
</tr>
<tr>
<td>Senior Coordinator</td>
<td>90</td>
</tr>
<tr>
<td>Executive Coordinator</td>
<td>110</td>
</tr>
<tr>
<td>Senior Executive Coordinator</td>
<td>145</td>
</tr>
<tr>
<td>Key Coordinator</td>
<td>180</td>
</tr>
<tr>
<td>Senior Key Coordinator</td>
<td>210</td>
</tr>
<tr>
<td>Master Coordinator</td>
<td>250</td>
</tr>
<tr>
<td>Senior Master Coordinator</td>
<td>275</td>
</tr>
<tr>
<td>Presidential Master Coordinator</td>
<td>300</td>
</tr>
</tbody>
</table>
Leadership Category for Keys and Above

Key Coordinators and Above Category

3 fully qualified teams* with 250+ points
Earns a Dream Trip for two people
(350-point tier)

*When a Business Leader fully qualifies for the Dream Trip via points and all other requirements, he or she will count for one Key Coordinator or above upline.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Activity Points

Conference Attendance
Register for and attend Shaklee Global Conference in 2020 and earn 15 additional incentive points
Top Achievers
International Trip 2021: Australia

7 days / 6 nights
3 nights in Sydney
3 nights on Hayman Island
Top Achievers
International Trip
2021 Qualifications

Qualification Period
January 1 – December 31, 2020

Achieve the new rank of Key Coordinator or above and maintain for 4 consecutive months to earn the 2021 Top Achievers International Trip.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Leadership Qualification for Keys+

Already an eligible Key Coordinator or above!

Advance to your new rank above Key Coordinator during the 2020 incentive period and maintain for 4 consecutive months

OR

Increase your total QOV over your 2019 cumulative QOV base and earn the 2021 Top Achievers International Trip!

<table>
<thead>
<tr>
<th>Rank</th>
<th>Cumulative QOV Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Key Coordinator to Presidential Master Coordinator</td>
<td>60,000+ QOV</td>
</tr>
</tbody>
</table>

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
2020 Shaklee Star Recognition
2020 Global Conference Recognition

How can you qualify for recognition at the 2020 Shaklee Global Conference?

To qualify as a Shaklee Star, simply achieve one of the following:

- Promote to a new rank
- Increase your Organizational Volume by at least 25,000
- Qualify for the 2020 Wall of Honour

What can you earn as a Shaklee Star at Conference?

- VIP registration and entrances
- Exclusive gifts and recognition
- VIP seating during General Sessions

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Promote to a New Rank!

2020 New Rank Recognition

You do not need to have held your new rank for 4 consecutive months to be recognized at Shaklee Global Conference; however, you must be Paid As the new rank in the May or June PV month prior to Conference. To be recognized at a new rank of Key Coordinator or higher, you must complete the full 3 months’ maintenance, be appointed to the rank, and be Paid As that new rank in the May or June PV month prior to Conference.

All New Rank achievers who promote to their highest appointed rank between June 1, 2019 and May 31, 2020 will receive on-stage recognition at the 2020 Shaklee Global Conference.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
2020 Shaklee Wall of Honour

Become a Wall of Honour Achiever to receive an exclusive shopping experience at Tiffany & Co. during the 2020 Shaklee Global Conference in addition to being a Shaklee Star!

QUALIFICATION PERIOD
June 1, 2019 – May 31, 2020

FORTUNE
Highest Income Earned
Top 10 Business Leader teams nationally
2020 Shaklee FORTUNE Award – #1 Team

INCOME
Greatest Increase in Income
Top Business Leader team in each Region
2020 Shaklee INCOME Award – #1 Team

GROWTH
Greatest New PV
Top Business Leader team in each Region
2020 Shaklee GROWTH Award – #1 Team

RISING STARS
New Team With the Greatest OV
New Business Leader (within 3 years) with the greatest cumulative OV in each Region
2020 Shaklee RISING STAR Award – #1 Team

INCOME
Greatest Increase in Income
Top Business Leader team in each Region
2020 Shaklee INCOME Award – #1 Team

GROWTH
Greatest New PV
Top Business Leader team in each Region
2020 Shaklee GROWTH Award – #1 Team

RISING STARS
New Team With the Greatest OV
New Business Leader (within 3 years) with the greatest cumulative OV in each Region
2020 Shaklee RISING STAR Award – #1 Team
Incentive Details and Program Trackers
Trip Requirements

Dream Trip
Rank Requirements

Must be a Paid-As Coordinator or higher for a minimum of 4 consecutive months during the qualification period to qualify for the Dream Trip.

Once the 4-month rank qualification has been met, your Paid-As Rank may not fall below Senior Director through the month of the 2021 Dream Trip.

Top Achievers International Trip
Rank Requirements

Must be a Paid-As Key Coordinator or higher for a minimum of 4 consecutive months during the 2020 qualification period.

Once the 4-month rank qualification has been met, your Paid-As Rank may not fall below Executive Coordinator to qualify for the 2021 Top Achievers International Trip.
For all qualifiers, a minimum of 30 personal sponsoring points is required.

A maximum of 100 points can be earned in the Sponsoring Category (including sponsoring carry-forward points).

Sponsoring points will be awarded for Preferred Member and Distributor sponsoring based upon their join order. The Original Sponsor will earn the Sponsoring points.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Dream Trip
Sponsoring Points

For people sponsored during the qualification year, if a trip is not earned, Sponsoring points earned during the final 4 months of the qualification period (September – December 2020) will carry over and expire at the end of the next qualification period.

For everyone else, if a trip is not earned, Sponsoring points expire at the end of the qualification period and cannot be carried over to the next incentive trip.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Loyalty Dream Points

Earn points when a new Preferred Member or Distributor you personally sponsored this incentive year (between January 1 and December 31, 2020) places a qualifying AutoShip order of $150 during the 2020 incentive period.

A maximum of 50 points is available in this category.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
A qualifying order is an AutoShip order of $150 or more that qualifies for Loyalty Reward points.

Distributor orders must be placed by the 15th of the month.

Shipping Rewards points earned by Distributors do not count for this category.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Dream Trip
PGV Growth Points

What is PGV?
PGV is your Personal Group Volume. PGV for trip purposes includes your PGV plus the PGV of any First Generation Business Leader you promote in Canada and the United States during the qualification period.

How is your PGV base calculated?
Your base PGV is the cumulative PGV for the 12-month period from January 1 through December 31, 2019, or 24,000 PGV, whichever is greater.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Dream Trip
PGV Growth Points

The qualification period for the calculation of PGV will run from January 1 to December 31, 2020.

For the purposes of the Dream PGV Growth points, a new Business Leader is a first-time promoted Business Leader or a re-appointed Business Leader who was not a Business Leader in December 2019.

The company will not permit any reorganization, roll-up, or sponsorship line movement to aid in the qualification for the Shaklee Dream Trip.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
To earn Rank Advancement points, you must achieve and be Paid As the new rank for the month of promotion plus 3 additional consecutive months without the personal use of Volume Grace Months (VGMs) or waivers during the incentive year.

New rank is determined according to the Two-Year Dream Incentive Rule, which means:

- A first-time, never-before-achieved rank, OR
- A Paid-As Rank that was held only prior to the January 2018 PV month, OR
- A Paid-As Rank that was held for less than 4 consecutive months from January 2018 – December 2019

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
New Rank Points

A month in which a VGM or waiver was used does not count as a month in which the Director rank was held.

Rank Advancement points will be awarded at the conclusion of the 4-consecutive-month period during this incentive year.

Rank Advancement points expire at the end of the qualification period and cannot be carried over to the next qualification period or incentive trip.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Dream Trip Activity Points

Activity points may be offered during the incentive year as a way for you to gain additional Dream incentive points.

For instance, register for and attend the 2020 Shaklee Global Conference in Orlando and earn 15 additional incentive points – a maximum of 15 per Shaklee ID.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Dream Trip
Leadership Category

Who’s eligible for this category?
To be eligible for these alternative qualifications, you must be the Paid-As Rank of Key Coordinator or above for 4 months during the 2019–2020 incentive period.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Dream Trip
Leadership Category

Leadership Qualifications

Must be Paid-As Key Coordinator or above for 4 months during the 2020–2021 qualification period.

Only the first upline Key Coordinator or above may count a downline qualifying Business Leader.

Must have a minimum 3 Business Leaders within 6 generations who have qualified to attend the 2021 Dream Trip based on points only.

Key Coordinators or above who earn the trip based on this category do not count for one of your 3 qualified teams toward Leadership Category qualification.

Must meet the minimum Sponsoring points requirement (30 points).

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Top Achievers
International Trip
New Rank Qualification

All Shaklee Business Leaders who achieve the ranks of Key Coordinator or above for the first time (Five-Year Rule applies) during the 2020 incentive year and maintain for 4 consecutive months will earn the 2021 Top Achievers International Trip.

Those who start their new rank qualifications in either October, November, or December of 2020 and maintain for the 4 consecutive months will qualify for the 2021 Top Achievers International Trip.

Once the rank advancement requirements are met, your Paid-As Rank may not fall below the rank of Executive Coordinator through the month of the trip.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Leadership Category (QOV) Qualification

Business Leaders must have been Paid As a Key Coordinator or above for 4 months (non-consecutive) during both the 2019 (January – December 2019) and the 2020 (January – December 2020) qualification periods to be eligible for the Top Achievers Leadership Category (QOV Growth).

Paid-As Key Coordinators through Presidential Master Coordinators who increase their QOV by 60,000 or more over their cumulative 2019 QOV base will earn the trip.

Your base is your QOV from January through December 2019, or 300,000 QOV, whichever is greater.

See the 2020–2021 Shaklee Incentives Booklet for full qualification information.
Top Achievers
International Trip

- Achieve a new rank of Key Coordinator or above

Your Base Rank: Senior Executive Coordinator

Key Coordinator

Maintain Key Coordinator rank for 4 consecutive months to qualify

⭐ Congratulations!
You qualified for the Top Achievers Trip! Don't forget to hold the rank of Exec or above through the month of the trip.
The typical participant in the Shaklee Canada Inc. Compensation Plan earns an average of $250.27 per year. However, participants at the Business Leader level earn on average $10,807 a year and can earn more than $199,842 a year at the top levels. Earnings were calculated on a monthly basis of those Business Leaders in the achieved rank. Results will vary with effort. Shaklee Canada Inc. does not guarantee that any particular income level will be achieved. The ranks of Senior Master Coordinator and Presidential Master Coordinator have not been achieved in Canada yet, so the figures shown here are 2018 U.S. earnings.