

2020 Shaklee Dream Incentive Trip

COSTA RICA | MAY 4-9, 2020

QUALIFICATION PERIOD: January 1 to December 31, 2019

QUALIFICATION REQUIREMENTS (includes points, sponsoring, and rank requirements):

- Achieve 200 points – Qualify for a trip for one person
- Achieve 300 points – Qualify for a trip for two people (in one room)
- Achieve 600 points – Qualify for a trip for two people (in one room) + \$1,500 U.S. (Cdn \$ equivalent) in cash
- You must have at least 50 points in the Sponsoring category, at least 10 of which are for Personal Sponsoring
- For the Dream Trip, you must be a Paid-As Coordinator or higher for at least four consecutive months within the Qualification Period AND, once that requirement is met, your Paid-As rank may NOT fall below Senior Director for the remainder of the Qualification Period and all succeeding months through the month prior to the Dream Trip



Earn points and qualify for this exclusive getaway when you build your business!
You earn points by doing the following:

Sponsoring

The more you sponsor new Members and Distributors with a qualifying product purchase within their first full calendar month (from their join dates), the more points you can earn – up to a maximum of 100 points in this category:

- 15 POINTS** – Sponsor a new Distributor with 3 Success Packs or the “I Want It All” Success Pack
- 10 POINTS** – Sponsor a new Distributor with 2 Success Packs
- 5 POINTS** – Sponsor a new Distributor with 1 Success Pack
- 4 POINTS** – Sponsor a new Preferred Member or a new Distributor with a Prove It Challenge™ Kit
- 2 POINTS** – Sponsor a new Preferred Member or a new Distributor with 100 PV or more
- 1 POINT** – Sponsor a new Preferred Member or a new Distributor with 50-99 PV

QUALIFICATION REMINDER

A minimum of 50 Sponsoring points is required, 10 of which must be for Personal Sponsoring. Points are for new Members or Distributors sponsored in Canada and the United States.

Rank Advancement

To earn Rank Advancement points, you must achieve and be Paid As the new rank for the month of promotion plus three additional consecutive months without the personal use of Volume Grace Months (VGMs) or waivers. Points are cumulative when you advance multiple ranks.

- 30 POINTS** – Achieve Director
- 50 POINTS** – Achieve Senior Director
- 75 POINTS** – Achieve Coordinator
- 90 POINTS** – Achieve Senior Coordinator
- 110 POINTS** – Achieve Executive Coordinator
- 145 POINTS** – Achieve Senior Executive Coordinator
- 180 POINTS** – Achieve Key Coordinator
- 210 POINTS** – Achieve Senior Key Coordinator
- 250 POINTS** – Achieve Master Coordinator
- 275 POINTS** – Achieve Senior Master Coordinator
- 300 POINTS** – Achieve Presidential Master Coordinator

PGV+ (Personal Group Volume Plus) Growth

Increase your PGV+ over your previous 12-month period PGV+ base (January – December 2018) and earn points toward your trip qualification:

- 25 POINTS** – 12,000 PGV+ over your base
- +50 POINTS (75 TOTAL)** – 24,000 PGV+ over your base
- +75 POINTS (150 TOTAL)** – 36,000 PGV+ over your base
- +100 POINTS (250 TOTAL)** – 48,000 PGV+ over your base
- +150 POINTS (400 TOTAL)** – 60,000 PGV+ over your base
- +200 POINTS (600 TOTAL)** – 72,000 PGV+ over your base

WHAT IS PGV+? PGV+ is the combination of your Personal Group Volume (PGV) PLUS all the Personal Group Volume of your new and existing First Generation Business Leaders. Your base is your PGV+ between January and December 2018, or 24,000 PGV+, whichever is greater.

Depth Development (QOV Growth Category)

Are you a Coordinator or above? Earn points each month you achieve a QOV growth target of 2000 QOV, 4000 QOV, or 6000+ QOV above your average 2018 monthly QOV base (January – December 2018). Points are earned monthly, so if you increase your monthly QOV by 4000 each month, you'll accumulate 180 points.

WHAT IS QOV? QOV is Qualified Organization Volume and consists of all Organizational Volume outside the largest leg. Your monthly QOV base is your average monthly QOV between January and December 2018, or 5000 QOV, whichever is greater.

MONTHLY POINTS	MONTHLY QOV ABOVE BASE
5	2000
15	4000
25	6000

Sponsoring Points

- For all qualifiers, a minimum of 50 Sponsoring points is required, 10 of which must be for Personal Sponsoring
- A maximum of 100 points can be earned in this category (including Sponsoring Carry-Forward points)
- Calendar days, not the first two business days of the month, are what count for Sponsoring points, so be sure to complete your sponsoring requirement by December 31, 2019
- Success Bonus Sponsoring points are awarded each time you earn a \$25 Preferred Member Success Bonus or a \$150 Qualified Distributor Success Bonus
- For people sponsored during the qualification year, if a trip isn't earned, Sponsoring points earned during the final four months of the qualification period (September – December 2019) will carry over and expire at the end of the next qualification period
- For everyone else, if a trip isn't earned, Sponsoring points expire at the end of the qualification period and cannot be carried over to the next incentive trip

Rank Advancement Points

- To earn Rank Advancement points, you must achieve and be Paid As the new rank for the month of promotion plus three additional consecutive months without the personal use of Volume Grace Months (VGMs) or waivers
- New rank is determined according to the Five-Year Rule, which means a first-time, never-before-achieved rank, OR a Paid-As rank that was held only prior to the January 2014 PV month, OR a Paid-As rank that was held for less than four consecutive months from January 2014 through December 2018; a month in which a VGM or waiver was used doesn't count as a month in which Director rank was held
- Rank Advancement points will be awarded only once for any given rank, and will be awarded at the conclusion of the four-consecutive-month period
- Rank Advancement points will count for the Qualification Period in effect at the time the points are awarded
- Rank Advancement points expire at the end of the Qualification Period and cannot be carried over to the next Qualification Period or incentive trip

Personal Group Volume Plus (PGV+) Growth Points

- PGV+ is the combination of your Personal Group Volume (PGV) PLUS all the Personal Group Volume of your new and existing First Generation Business Leaders in Canada and the United States
- Your base PGV+ is the cumulative PGV+ for the 12-month period from January to December 2018, or 24,000 PGV+, whichever is greater
- The Qualification Period for the calculation of PGV+ for qualification will run from January 1 to December 31, 2019
- First Generation Leaders who roll up to you during the Qualification Period don't count unless they were First Generation Leaders of yours in at least one month during the Base Period
- The company will not permit any reorganization or sponsorship line movement to aide in the qualification for the Shaklee Dream incentive trip

Depth Development Points (QOV Growth Category)

- You're eligible to earn points in this category every month you hold the Paid-As rank of Coordinator or above
- Points will be awarded each month your QOV exceeds your monthly QOV base by the set amount of 2000 QOV, 4000 QOV, or 6000+ QOV
- Your monthly QOV base is your average monthly QOV between January and December 2018, or 5000 QOV, whichever is greater
- QOV is Qualified Organization Volume and consists of all Organizational Volume outside the largest leg

Notes

- In all cases, at least one attendee must be on Shaklee's records as a member of the qualifying Distributorship. Trip awards are non-transferable and must be taken in the year earned.
- Eligible Key Coordinators and above may qualify for the 2020 Dream Trip under the alternate Leadership Qualifications in lieu of qualifying by points. To be eligible for these alternative qualifications, you must hold the Paid-As rank of Key Coordinator or higher for a minimum of four months during January through December 2018. Further information about this category can be found in the 2019–2020 Incentives Booklet.
- The highest reward you can earn is a trip for two in one cabin plus \$1,500 U.S. cash. If you qualified for the \$1,500 and maintain the rank of Senior Director or above (except that you may have one Volume Grace Month or waiver) through the March PV month, the \$1,500 will be added to your March PV month bonus cheque. There are no restrictions on how the \$1,500 is spent, but you're required to have at least one person from your distributorship register and attend the Dream Incentive Trip.
- The Top Achievers International Trip has separate qualifications, which can be found in the 2019–2020 Incentives Booklet.

TRACKING YOUR POINTS

Shaklee does all the work for you! You don't have to worry about keeping track of your own points. To track your points, log into ca.shaklee.com, click on "My Business," and click on "Dream Trip" in the "All Trackers and Incentives" section. Your "tracker" is there, and you'll see your point total, your targets, and your breakdown of points toward earning this amazing trip!

For full program details, rules, and restrictions, go to event.shaklee.com and check out the 2019–2020 Shaklee Incentives Booklet.