

2021 Shaklee Dream Incentive Trip



CANCUN | May 16–21, 2021

Qualification Period

January 1 to December 31, 2020

Qualification Requirements – including points, sponsoring requirements, and rank requirements:

Achieve 250 points – Qualify for a trip for one person

Achieve 350 points – Qualify for a trip for two people (in one room)

You must have at least 30 points (personal) in the Sponsoring category.

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 via the following categories:

Sponsoring

The more you personally sponsor new Preferred Members and Distributors with a qualifying product purchase on their join orders, the more points you can earn – up to a maximum of 100 points in this category:

5 points – Personally sponsor a new Preferred Member or Distributor with a Prove It Challenge™ Kit

3 points – Personally sponsor a new Preferred Member or Distributor with a \$150+ product order



Prove It Bonus

5 points – Earn a \$75 Prove It Bonus

Loyalty Dream

Earn points when a new Preferred Member or Distributor you personally sponsored this incentive year (between January 1 and December 31, 2020) places a qualified Loyalty Order during the 2020 incentive period.

Simply put Every month a new Preferred Member or Distributor earns Loyalty Rewards points, you earn 1 Loyalty Dream Point – up to a maximum of 50 points in this category.

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

PGV Growth

Increase your Personal Group Volume (PGV) over your previous 12-month-period PGV base (January – December 2019) 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

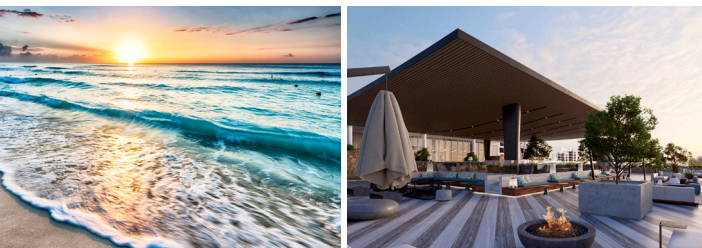
+75 points (150 total) – 36,000 PGV over your base

+75 points (225 total) – 48,000 PGV over your base

+75 points (300 total) – 60,000 PGV over your base

What is PGV for incentive trip purposes?

It includes your PGV plus the PGV of any First Generation Leader you promote during the Qualification Period. Your base is your PGV between January and December 2019, or 24,000 PGV, whichever is greater.



Sponsoring Points

For all qualifiers, a minimum of 30 personal Sponsoring points is required.

A maximum of 100 points can be earned in this category (including Sponsoring Carry-Forward points).

Sponsoring points will be awarded for personal Preferred Member and Distributor sponsoring based upon their join orders.

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 2020) 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.

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 qualified Loyalty Order during the 2020 incentive period.

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

A qualifying order is a Loyalty Order of \$150 or more that qualifies for Loyalty Rewards points. Distributor orders must be placed by the 15th of the month.

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

A maximum of 50 points is available in this category.

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 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 four consecutive months from January 2018 through December 2019. 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 at the conclusion of the four-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.

Personal Group Volume (PGV) Growth Points

PGV is your Personal Group Volume (PGV). PGV for trip purposes includes your PGV plus the PGV of any First Generation Leader you promote in Canada and the United States during the Qualification Period.

Your base PGV is the cumulative PGV for the 12-month period from January to December 2019, 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, 2020.

For the purpose 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 Incentive Trip.

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.

No Shaklee Dream Incentive Trip points may be earned from a reorganization, roll-up, or sponsorship line movement. Shaklee reserves the right to determine in its sole discretion whether an award of points is appropriate.

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 2019. Further information about this category can be found in the 2020–2021 Incentives Booklet.

The highest reward you can earn is a trip for two in one room.

The Top Achievers International Trip has separate qualifications, which can be found in the 2020–2021 Incentives Booklet.

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 points can be earned for this activity per Shaklee ID.

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, in the "All Trackers and Incentives" section, click on "Dream Trip." Your "tracker" is there, and you'll see your point total, your targets, and your breakdown of points toward earning this amazing trip!