

# Star Club and Loyalty Bonuses

Rewarding you for growing loyal teams 3 new people at time!

## Star Club Bonus



**Star Club Bonus:** \$75

### How do I get it?

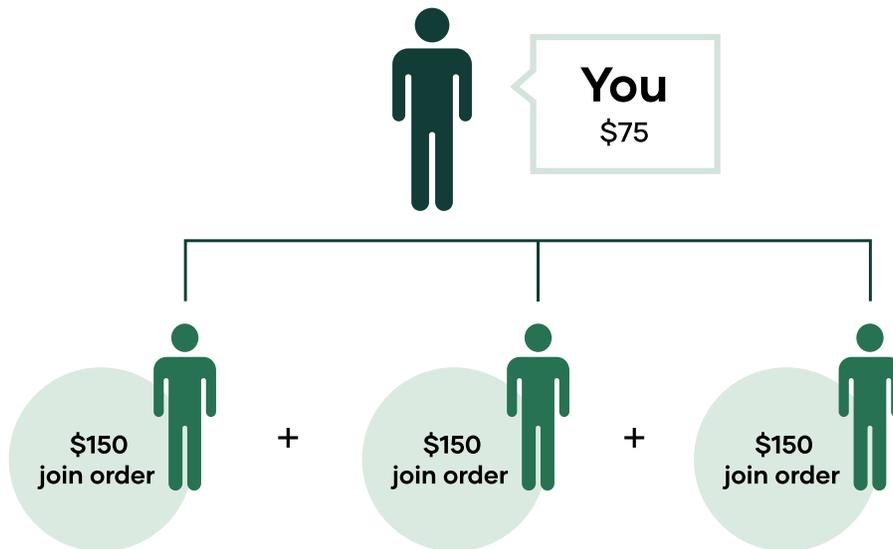
Help **3 new people** get started with Shaklee as a **Member or Distributor** with a **\$150 product order** in the same month and the **\$75 Star Club Bonus is yours!\***

### Want to earn more?

Do it again in the same month, or in a subsequent month, and you'll earn another \$75. We'll reward you every time!

### Prove It Bonus:

Get an **extra \$25** for **every person** who joins with a **Prove It Challenge™ Kit!**



#### Pro Tip:

Encourage your 3 new people to place Loyalty Orders (formerly AutoShip orders) to start earning Loyalty Rewards points to redeem for free products. Having all your Members and Distributors earning Loyalty Rewards will be rewarding for you and them!

**\*See attached rules and FAQs for full qualification details.**

# Loyalty Bonus



## Loyalty Bonus:

Earn up to \$1,500 each month

## How do I get it?

Be on Loyalty Rewards, help 3 new Distributors get on Loyalty Rewards, and help them do the same for their new Distributors!

Let's break it down.\*

## Earn a \$50 Loyalty Bonus:

1. Place your monthly Loyalty Order (formerly AutoShip order) of \$150.
2. Help 3 new Distributors also place monthly Loyalty Orders of \$150.
3. You just earned a \$50 Loyalty Bonus!

### Plus:

If you and your 3 Distributors place \$150 Loyalty Orders next month, you earn the \$50 Loyalty Bonus again.

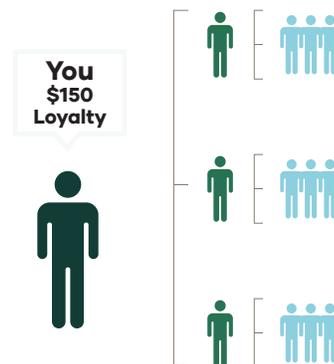


## Earn a \$250 Loyalty Bonus:

1. Help your 3 Distributors earn the \$50 Loyalty Bonus by helping each of them get 3 new Distributors to place monthly Loyalty Orders (formerly AutoShip orders) of \$150.
2. You just earned the \$250 Loyalty Bonus!

### Plus:

If you, your 3 Distributors, and each of their 3 Distributors place \$150 Loyalty Orders next month, you earn the \$250 Loyalty Bonus again.

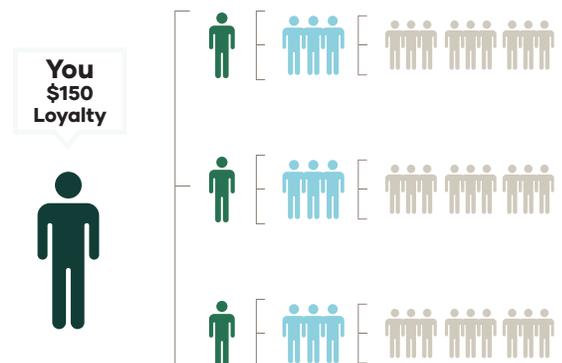


## Earn a \$1,500 Loyalty Bonus:

1. Help your 3 Distributors earn the \$250 Loyalty Bonus by helping each of their 3 Distributors get 3 new Distributors to place monthly Loyalty Orders of \$150.
2. You just earned the \$1,500 Loyalty Bonus!

### Plus:

You guessed it – if they all do it again next month, you earn the \$1,500 Loyalty Bonus again.



\*See attached rules and FAQs for full qualification details.

# Maximize Your Monthly Bonuses

Help 3 new people join Shaklee each month, find your 3 business partners, and get them on Loyalty Rewards. Then, help your 3 business partners do the same!\*



## You help:

Yourself by placing a Loyalty Order (AutoShip) of \$150 each month

3 new people join Shaklee as Members or Distributors with \$150 product orders in the same calendar month

Someone join Shaklee as a Member or Distributor with a Prove It Challenge™ Kit

3 new Distributors place monthly Loyalty Orders of \$150 in the same month

Your 3 Distributors earn the \$50 Loyalty Bonus in the same month

Your 3 Distributors earn the \$250 Loyalty Bonus in the same month

## You get:

Loyalty Rewards points to redeem for free Shaklee products, and you're eligible to start earning the Loyalty Bonuses

### **\$75 Star Club Bonus**

You can earn this an unlimited number of times in one or multiple months!

### **\$25 Prove It Bonus**

You can earn this an unlimited number of times in one or multiple months, too! Plus, these people also count toward earning your \$75 Star Club Bonus if they enrol in the same month.

### **\$50 Loyalty Bonus**

You earn this bonus again, month after month, if your Distributors stay on Loyalty Rewards!

### **\$250 Loyalty Bonus**

You can earn this one over and over again, too, if these Distributors stay on Loyalty Rewards.

### **\$1,500 Loyalty Bonus**

Yes – maintain everyone on Loyalty Rewards and you'll get this each month your Distributors and you qualify!

\*See attached rules and FAQs for full qualification details.

# Star Club

## Star Club Rules

1. Star Club Bonuses can be earned by a new or existing Distributor, Associate, or Business Leader. You must be the Original Sponsor (at the time of purchase) of the new Member or Distributor.
2. Each new Member or Distributor counts toward Star Club when they join on or after September 25, 2020 with a \$150+ product purchase (excluding taxes, order charges, Membership fees, and/or a Business Starter Kit).
3. When you're the Original Sponsor of three eligible new Members or Distributors in a calendar month, you earn a \$75 Star Club Bonus.
4. As part of the Star Club, you'll get a \$25 Prove It Bonus for each Member or Distributor who purchases a Prove It Challenge™ Kit for the first time. Only a Prove It Challenge Kit purchased at the time of joining will count toward the \$75 Star Club Bonus.
5. There's no limit to the number of bonuses you can earn each month.
6. The count of new Members or Distributors starts over with each calendar month, so try to sponsor at least three new Members or Distributors each month.
7. The month you become a Distributor, you're given the remainder of that month plus a full calendar month to sponsor your first three eligible Members or Distributors and earn the \$75 Star Club Bonus.
8. Star Club Bonuses are paid daily (Monday through Friday, with a 4:00 p.m. Eastern Time activity cut-off) for earners on Direct Deposit. All other qualifiers will be paid in their monthly Bonus/Commission cheque.
9. In the event the Original Sponsor is no longer active, the bonus will be paid monthly to the next eligible Original Sponsor.
10. You don't have to be bonus eligible (with a 100 PV personal order) to earn a Star Club Bonus.
11. Anyone creating and/or placing product orders through fake Member/Distributor/Business Leader accounts, or using the credit card of another person without his or her permission, or otherwise attempting to manipulate this incentive will be subject to all remedies for breach of contract set forth in the P&R, up to and including termination. The Company tracks shipping addresses, billing addresses, and credit cards.

## Star Club FAQs

### What is the Star Club?

When you're the Original Sponsor of three new Members or Distributors in a calendar month with a \$150 product order or more, you qualify for Star Club and earn a \$75 Star Club Bonus!

### **How does Star Club work with Prove It Bonuses?**

We combined the programs. Now, when you have three new Members or Distributors join with \$150 or more (including a Prove It Challenge™ Kit), in a calendar month, you'll get a \$75 Star Club Bonus. You'll still earn the \$25 Prove It Bonus the first time each Member or Distributor purchases a Prove It Challenge Kit.

### **Do Distributor upgrades count toward a Star Club Bonus?**

No. Members who become Distributors don't count for a Star Club Bonus, as it's based on their join orders. However, they do count for a Loyalty Bonus.

### **Does the Membership Kit or Business Starter Kit count toward the \$150 Join Order?**

No. Purchases of the Membership Kit or Business Starter Kit don't count toward the \$150 minimum product purchase requirement.

### **Can a Distributor earn more than one Star Club Bonus a month?**

Yes. A Distributor may earn additional Star Club Bonuses with each additional three new Members or Distributors enrolled in the same calendar month, with no limit to the number of Star Club Bonuses earned. And they may repeat it every month!

### **When are Star Club Bonuses paid?**

Star Club Bonuses are to be paid to the qualified Original Sponsor DAILY (Monday through Friday, with a 4:00 p.m. Eastern Time activity cut-off) as long as the qualified Original Sponsor has registered to receive payment by Electronic Funds Transfer (EFT), also known as Direct Deposit. If the earner isn't registered for EFT, payment will be made in the next month's Bonus/Commission cheque.

### **Does the Star Club Bonus qualifier need to have his or her own purchase of 100 PV or more to earn a Star Club Bonus?**

No, you don't have to be bonus eligible to earn the Star Club Bonus.

## Loyalty Bonus

### **Loyalty Bonus Overview**

1. To qualify for the Loyalty Bonus, you must have a monthly \$150 Loyalty Order (formerly AutoShip order) that processes in the current month. All three Distributors you personally enrol must also have a \$150 Loyalty Order process on their second orders (or beyond), as do any new Distributors they enrol later on.
2. All new and existing Distributors, Associates, and Business Leaders are eligible to earn bonuses in this program. For a Distributor to count in this program for you, her or she must join (or upgrade) after September 1, 2020.
3. The Loyalty Bonus can be earned on a monthly basis.

4. There are three Loyalty Bonuses that you can earn: \$50, \$250, and \$1,500. Each bonus is achieved through the structure described below:
  - \$50 – Help three Distributors you've personally sponsored place a Loyalty Order of \$150 in the same month
  - \$250 – Each of the Distributors you've sponsored have three Distributors they've personally sponsored who place a Loyalty Order of \$150 in the same calendar month
  - \$1,500 – Each of those three directly sponsored Distributors have three personally sponsored Distributors who place a Loyalty Order of \$150 in the same calendar month
5. Once you have this structure in place, the Distributors simply need to continue to place Loyalty Orders of \$150 or more in the same month and you can earn a bonus each month they do. You don't need to repeat with brand-new Distributors each month to continue earning.

### Loyalty Bonus Rules

1. Any bonus-eligible Distributor, Associate, or Business Leader with a Loyalty Order (formerly AutoShip order) of \$150 or more who processes during the month may participate in this program.
2. For a Distributor to count in this program, he or she must join (or upgrade) after September 1, 2020. Any existing Distributors who joined prior to this date cannot be counted in this program.
3. Loyalty Orders of \$150 or more, processed in the qualifying calendar month, are counted toward the bonus requirements. Join orders are excluded.
4. Qualifying Loyalty Orders must be paid for by the Distributor (via credit card held in the name of the Distributor listed on the account) and shipped to the primary shipping address listed on the account.
5. Member Loyalty Orders do not count toward this bonus.
6. A qualifying Loyalty Order that's returned will result in a retraction of any bonus earned based on that Loyalty Order.
7. In order to qualify for the \$50 bonus, you must have three personally sponsored Distributors with a qualifying Loyalty Order of \$150 or more.
8. For this incentive program, the Original Sponsor is not relevant. The Placement Sponsor will receive credit for all first-level Distributors with a qualifying Loyalty Order of \$150 or more.
9. In order to qualify for the \$250 bonus, you must first be qualified for the \$50 bonus. In order to qualify for the \$1,500 bonus, you must first be qualified for the \$250 bonus.
10. This bonus is not cumulative; one may earn either the \$50, \$250, or \$1,500 bonus but not all three at one time.
11. You don't need to repeat with brand-new Distributors each month to continue earning. Once you have this structure in place, the Distributors simply need to continue to place Loyalty Orders of \$150 or more in the same calendar month.

12. This bonus is paid monthly and will be added to your bonus/commission payment.
13. As long as all qualifications are met, this bonus may be earned each month.
14. Anyone creating and/or placing product orders through fake Distributor/Business Leader accounts, or using the credit card of another person without his or her permission, or otherwise attempting to manipulate this incentive will be subject to all remedies for breach of contract set forth in the P&R, up to and including termination. The Company tracks shipping addresses, billing addresses, and credit cards.

## Loyalty Bonus FAQs

### What is the Loyalty Bonus program?

The Loyalty Bonus program rewards Distributors and Business Leaders who participate in the Shaklee Loyalty Rewards program for helping others also participate in the Loyalty Rewards program. A qualifier may earn bonuses of \$50, \$250, or \$1,500 each month for completing tiers within a structure of new Distributors/Business Leaders participating in the Loyalty Rewards program.

### How does the Loyalty Bonus program work?

**\$50:** you must have three personally sponsored Distributors and/or Member-to-Distributor upgrades who joined or upgraded September 1, 2020 or later with a minimum \$150 Loyalty Order in the same calendar month.

**\$250:** your three personally sponsored Distributors must each have three other qualified, personally sponsored Distributors and/or Member-to-Distributor upgrades who joined or upgraded September 1, 2020 or later under them with a minimum \$150 Loyalty Order in the same calendar month.

**\$1,500:** your nine qualified Distributors also must each have three qualified, personally sponsored Distributors and/or Member-to-Distributor upgrades who joined or upgraded September 1, 2020 or later sponsored under them with a minimum \$150 Loyalty Order in the same calendar month.

Bonus amounts will be paid to the placement sponsor – not to the original sponsor.

### How does the sponsorship tree work with Loyalty Bonuses?

Unlike Star Club Bonuses, which are paid to the Original Sponsors, Loyalty Bonuses are determined by the Placement Sponsor. For example, if Cathy sponsors Kevin as a new Distributor and places Kevin under Kelly, Kelly would be the Placement Sponsor and she would count Kevin as one of her Tier 1 Distributors.

### Are Distributors and/or Business Leaders required to have their own Loyalty Orders to participate in earning a Loyalty Bonus?

Yes. A Distributor or Business Leader must have his or her own Loyalty Order of \$150 or greater processed in the calendar month to be eligible to earn any Loyalty Bonus during that month.

### **Who's eligible to participate in the Loyalty Bonus program?**

Only new Distributor joins or Member-to-Distributor upgrades beginning September 1, 2020 or later may occupy a spot in the Loyalty structure and count toward a Loyalty Bonus for their direct (placement) sponsors.

### **What's considered as a qualifying Loyalty Order?**

All Loyalty Orders must be second orders or later (i.e., cannot be join orders). For those who joined September 1–30, 2020, for a second order to count as one of your required three Tier 1 qualifiers, it must be placed after October 1, 2020.

### **How does a roll-up scenario work for the Loyalty Bonus program?**

No compression will be applied to this program. For example, if a Tier 2 Distributor/Business Leader no longer qualifies (i.e., is not bonus eligible, has his or her account inactivated, or downgrades to Member), a Tier 3 Distributor/Business Leader MAY NOT compress up into that Tier 2 position for the purpose of this incentive. That Tier 3 Distributor/Business Leader must instead be replaced by a qualified and eligible Distributor/Business Leader with a qualifying Loyalty Order who has the proper number of Distributors/ Business Leaders with qualifying Loyalty Orders; otherwise, the Distributors/ Business Leaders above the missing Distributor/ Business Leader will earn lower-level Loyalty Bonuses.

### **If a Distributor in my structure promotes to a Business Leader, do I still get to count that person as one of my three?**

Yes. All Distributors and Business Leaders will continue to count as part of your three each month as long as they're qualifying with their own \$150 Loyalty Orders each month (and they don't need to be consecutive).

### **If I've completed all three tiers in the Loyalty Bonus structure, and one of the qualifying Distributors doesn't place a \$150 Loyalty Order, would I have to start all over?**

No. All you'd need to do is replace the Distributor who doesn't place a \$150 Loyalty Order with another Distributor who has joined in a previous month (but after September 1, 2020) and is placing a qualifying Loyalty Order of \$150. If no replacement is found, the Distributor will be paid the highest Loyalty Bonus for which he or she is fully qualified.

### **Are there any additional volume requirements to earn a Loyalty Bonus?**

No. The only requirements are for YOU and each of the Distributors in your Loyalty Bonus structure (joining or upgrading September 1, 2020 or later) to be qualifying with a minimum \$150 Loyalty Order each month a bonus is earned.