

Shaklee Star Club Incentive Trip

Qualification Period: January 1 to December 31, 2021

Qualification Requirements:

1) Points

Achieve 250 points → qualify for a trip for one person

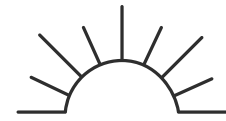
Achieve 350 points → qualify for a trip for two people (in one room)

2) Sponsoring Requirements

You must have a minimum of 40 points in the Star Club Bonus category AND a minimum of 40 points in the Distributor Sponsoring category.

3) Rank Requirements

For the Star Club Incentive Trip, you must be a Paid-As Director 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 Director for the remainder of the Qualification Period and all succeeding months through the month prior to the Star Club Incentive Trip. A month in which a Volume Grace Month (VGM) or waiver was used does not count as a month in which Director rank was held.



SHAKLEE
STAR ☆ CLUB TRIP

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

☆ Star Club Bonus

Earn points each time you earn a \$75 Star Club Bonus. Each \$75 Star Club Bonus you receive for personally sponsoring three new Members or Distributors, each with an order of \$150 or more, in a calendar month will also earn you 10 Star Club Incentive Trip points. You may earn up to a maximum of 150 points in this category.

Earn a \$75 Star Club Bonus → 10 points

👤 Distributor Sponsoring

Each time you sponsor a NEW Distributor, or upgrade an existing Member to Distributor, with a qualifying order of \$150 or more, you'll earn 10 Star Club Incentive Trip points. You may earn up to a maximum of 150 points in this category.

Sponsor a NEW Distributor → 10 points

🏆 Rank Advancement

To earn Rank Advancement points, you must achieve the new Paid-As Rank and maintain for three additional consecutive months (for a total of four consecutive months), without personal use of VGMs or waivers, during this incentive year.

Achieve Director → 30 points

Achieve Senior Director → 50 points

Achieve Coordinator → 75 points

Achieve Senior Coordinator → 90 points

Achieve Executive Coordinator → 110 points

Achieve Senior Executive Coordinator → 145 points

Achieve Key Coordinator → 180 points

Achieve Senior Key Coordinator → 210 points

Achieve Master Coordinator → 250 points

Achieve Senior Master Coordinator → 275 points

Achieve Presidential Master Coordinator → 300 points

📈 PGM Growth

Grow your Personal Group Volume (PGV) over your previous 12-month period PGV base (January – December 2020) by at least 25,000 to qualify for 100 points in this category.

Grow your PGV by 25,000 over your base → 100 points

👤 New Leaders

For every NEW Business Leader you develop in your personal group during the Qualification Period, you'll earn 50 points.

Each NEW Business Leader developed → 50 points

🏆 Activity

Activity points may be offered during the incentive year as a way for you to gain additional Star Club Trip Incentive Points. There are currently three different ways for you to earn points in this category:

Conference Registration Activity

Loyalty Order Activity

Quarterly Incentive Activity



Please refer to the back of this document for important notes in each category. For full program details, rules, and restrictions, go to <https://events.shaklee.com/canada/news/> and see the 2021–2022 Shaklee Incentives Booklet.

Shaklee Star Club Incentive Trip

Star Club Bonus Points

For all qualifiers, a minimum of 40 personal Star Club Bonus points is required. A maximum of 150 points may be earned in this category.

To earn a Star Club Bonus, you must help three new people join as Members or Distributors within a calendar month, each with a product purchase of \$150 or more (excluding taxes, order charges, Membership fees, and/or a Business Starter Kit).

You must be the Original Sponsor (at the time of purchase) of the new Member or Distributor.

Distributor Sponsoring Points

For all qualifiers, a minimum of 40 personal Distributor Sponsoring points is required. A maximum of 150 points may be earned in this category.

Each NEW Distributor, or existing Member who upgrades to Distributor, with a qualifying order of \$150 or more earns the Original Sponsor 10 Star Club Incentive Trip points. A qualifying order is an order of \$150 or more exclusive of all taxes, fees, order charges, and any other promotional discounts applied.

Rank Advancement Points

To earn Rank Advancement points, you must achieve the new Paid-As Rank and maintain for three additional consecutive months (for a total of four consecutive months), without personal use of VGMs or waivers, during this incentive year.

New rank is determined according to the 2-Year Incentive Rule, which means a first-time, never-before-achieved rank; OR a Paid-As Rank that was held only prior to the January 2019 PV month; OR a Paid-As Rank that was held for less than four consecutive months from January 2019 through December 2020. A month in which a VGM or waiver was used does not count as a month in which Director rank was held.

For any given rank, Rank Advancement points will be awarded only once: at the conclusion of the four-consecutive-month period during this incentive year.

Points must be earned by the December 2021 PV month to count for the January 1 through December 31, 2021 Qualification Period.

New Rank points expire at the end of the Qualification Period and cannot be carried over to the next Qualification Period or incentive trip.

PGV Growth Points

To earn 100 Star Club Incentive Trip points, you must grow your PGV by 25,000 or more over your PGV base for the incentive year.

Your PGV base is the greater of:

- The total of your PGV for each month from the January 2020 through December 2020 PV months, or
- 24,000

PGV Growth points will be earned when you achieve 25,000 PGV over your base, for a maximum of 100 points in this category.

New Leaders Points

Each NEW Business Leader you develop during the incentive period will earn you 50 Star Club Incentive Trip points.

To qualify as a NEW Business Leader, both of the following must be true:

- The NEW Business Leader did not hold the rank of Director or higher for four consecutive months since January 2019; and
- The NEW Business Leader holds the title of Director or higher for four consecutive months during the Qualification Period

New Leader points will be awarded at the conclusion of the four-consecutive-month period during this incentive year.

Activity Points

Conference Registration Activity Points

- You must register for and attend the 2021 Shaklee Conference to earn 15 Activity points; a maximum of 15 points per Shaklee ID may be earned for conference attendance

Loyalty Order Activity Points

- To earn 1 Loyalty Order Activity point in a month, a Loyalty Order must be scheduled and must ship no later than the final day of that month
- You may only earn 1 Loyalty Order Activity point per month.

Notes

In all cases, at least one attendee must be on Shaklee records as a member of the qualifying Distributorship.

Trip awards are non-transferable and must be taken in the year earned.

No Star Club Incentive Trip points may be earned from a reorganization, rollup, 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 2022 Star Club Incentive Trip under the alternate Leadership Qualifications in lieu of qualifying by points. To be eligible for these alternative qualifications, you must be the Paid-As Rank of Key Coordinator or higher for a minimum of four months during January through December 2021. Further information about this category can be found in the 2021–2022 Shaklee Incentives Booklet.

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

Tracking Your Points

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