

# SHEERSENSE DISTRIBUTOR COMPENSATION PLAN

## DISTRIBUTOR DISCOUNT, DOWNLINE COMMISSION AND GROUP SALES VOLUME BONUS

DISTRIBUTOR PURCHASE DISCOUNT RATES  
apply to items that attract PV (see below \*)

0 PV to under 100 PV	0 to under £200	20% discount
100 PV to under 300 PV	£200.00 to under £600	30% discount
300 PV upwards	£600.00 upwards	40% discount

REMEMBER !!!  
Items in Accessories  
on the website  
eg. gloss sachets  
have zero PV

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When a Distributor places a single order of at least 300 PV they become a **Qualified Distributor** - qualified to receive Downline Commission and Group Sales Volume Bonus from Distributors that they have signed up.

Once a Qualified Distributor always a Qualified Distributor.  
(\* providing Distributor Terms and Conditions continue to be met)

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\* **PV – Point Value** is used to determine qualification for Commissions and Bonuses and is equal to half the of the retail value of a product.

**CV – Commission Value** is used to calculate Commissions and Bonus.

When used to calculate Commissions and Bonuses CV is multiplied by a unique country factor

The Value of the Commission payable is calculated as follows:

**COMMISSION VALUE** is the {PV x commission rate} x {COUNTRY FACTOR}

The Country factor for the UK is 0.7

## SUMMARY CONDITIONS FOR DOWNLINE COMMISSION

**all elements operate and are calculated within a calendar month**

**PV = half the Retail value in £**

Line	Active Distributor: cumulative orders must be at least:	Downline distributor cumulative orders must be at least:	Commission is paid to Active Distributor on Downline cumulative orders on first:	Commission Rate as % of PV	Other conditions
1	100 PV	100 PV	100 PV	10%	
2	100 PV	100 PV	100 PV	20%	
3	100 PV	100 PV	100 PV	30%	
4	200 PV	100 PV	100 PV	5%	5 of your 1 <sup>st</sup> Line Distributors must each have placed 100 PV of cumulative orders & first 3 Distributor Lines achieve 10,000 PV in total orders
5	300 PV	200 PV	100 PV	5%	5 of your 1 <sup>st</sup> Line Distributors must each have placed 200 PV of cumulative orders & first 3 Distributor Lines achieve 15,000 PV in total orders

To earn commission in a calendar month from the sales of your Downline Distributors you must have placed orders yourself to be an **Active Distributor** in that month (see column 2 above).

You can earn commission on the orders of your 4<sup>th</sup> Line Downline Distributors but you must have five 1<sup>st</sup> Line Distributors each placing cumulative 100 PV of orders each in that month, and provided that your first three Distributor Lines have achieved a combined order total of 10,000PV.

You can earn commission on the orders of your 5<sup>th</sup> Line Downline Distributors but you must have five 1<sup>st</sup> Line Distributors each placing cumulative 200 PV of orders each in that month, and provided that your first three Distributor Lines have achieved a combined order total of 15,000PV.

## SUMMARY CONDITIONS FOR THE GROUP SALES VOLUME BONUS

**all elements operate and are calculated within a calendar month**

**PV = half the Retail value in £**

Line	Active Distributor: cumulative orders at least:	Downline distributor cumulative orders must be at least:	GSVB is paid to Active Distributor on Downline cumulative orders of	GSVB rate as % of PV	Other Conditions
1	100 PV	101 PV	101 PV & above	10%	
2	300 PV	101 PV	101 PV & above	6%	5 of your 1 <sup>st</sup> TWO Lines of Distributors must each have placed 300 PV of cumulative orders
3	300 PV	101 PV	101 PV & above	4%	5 of each of your 1 <sup>st</sup> THREE Lines of Distributors must each have placed 300 PV of cumulative orders
4	300 PV	101 PV	101 PV & above	3%	5 of each of your 1 <sup>st</sup> FOUR Lines of Distributors must each have placed 300 PV of cumulative orders
5	300 PV	101 PV	101 PV & above	2%	5 of each of your 1 <sup>st</sup> FIVE Lines of Distributors must each have placed 300 PV of cumulative orders

To earn a group Bonus in a calendar month from the sales of your Downline Distributors you must have placed orders yourself to be an **Active Distributor** in that month (see column 2 above).

The Bonus is NOT paid on the first 100 PV of an order because this is paid in Downline Commission.

Other conditions for the Bonus to become applicable: 5 of your Downline Distributors in each Line, other than the first, must each have placed 300PV of cumulative orders. The third column in the table above shows how many Lines of your Downline Distributors this applies to.

“Downline Distributors” referred to, in both Downline Commission and Group Volume Sales Bonus, are those that were personally sponsored by their Upline Distributor.

## GROUP SALES VOLUME BONUS

### INFINITE COMPRESSION

#### Example of Infinite Compression

In the event of a Distributor on the 1<sup>st</sup> Line, for example, does not place a Product Order within the calendar month for which commissions are being calculated, but the 1<sup>st</sup> Line Distributor's own 1<sup>st</sup> Line (your 2<sup>nd</sup> Line Distributor) does; then the 2<sup>nd</sup> Line Distributor shall “compress up” to the 1<sup>st</sup> Line for calculation of the Group Sales Volume Bonus amount.

That means that instead of you receiving the 2<sup>nd</sup> Line 6% bonus pay out for the 2<sup>nd</sup> Line Product Orders, the calculation would be made at the 1<sup>st</sup> Line 10% bonus pay out.

One can only receive GSVB from Compression if 5 Distributors on your 1<sup>st</sup> Line have each placed 300 PV of cumulative orders before the compression takes place.

SheerSense Distributors will always receive the highest payout possible to Infinite Compression for calculation of the payout amount.

## NOTES

Initial 300PV order for Qualification for commissions/bonuses: If the order is placed at or near the end of the month then all of that month's eligible orders are still applicable for Downline Commission and GSVB.

Compression applies only to GSVB.

Compression applies ONLY when the upline being compressed into has placed no order. This is the only rule that causes compression.

The Distributor receiving the benefit of the compression must have of her/his 5 x 1<sup>st</sup> Lines achieving 300PV (cumulative) in that month before the compression takes place. And this in all instances of compression. In practice, because this is included in the conditions for GSVB at Lines 2 to 5, this extra condition notably applies when compressing into the first Line.

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