

The Shaklee Compensation Plan

DISCLAIMER

Shaklee makes no promises or guarantees regarding earning additional income or any other earnings opportunity. The success or failure of each Shaklee Ambassador, like any other business opportunity, depends on your own skills and personal effort.

Shaklee Ambassadors do not earn compensation for the recruitment or sponsorship of other Shaklee Ambassadors.

The Shaklee Compensation Plan is new and has limited earnings history. The financial results of all Shaklee Ambassadors for the preceding year under the existing compensation plans are contained in the Shaklee Average Earnings Chart that can be found at <https://us.shaklee.com/earnings> which does not include Ambassador costs.

If there are discrepancy between what is shared in this presentation and the P&R, the P&R governs. Illustrations used are for training purposes only.

Shaklee Ambassadors do not earn compensation for recruiting or sponsoring other Shaklee Ambassadors. For full details about the Shaklee Compensation Plan, speak to your Shaklee Ambassador or visit https://images.shaklee.com/library/ShakleeCompPlan_060124.pdf.

Let's review the plan using two different formats

1- Napkin format

2- Presentation format

1. Napkin Format

A high-level explanation – simple to remember and explain to someone.

How you earn

Customer Base

You can earn from purchases made by your personal customers.

Develop a Team

You can build a team and earn from purchases made by other Ambassadors and their customers.

Create an
Organization

You can earn from purchases made by all Ambassadors and their customers in your entire organization.

How you earn

Customer Base → **30%** on new!

Paid on purchase price!

Develop a Team

Create an
Organization

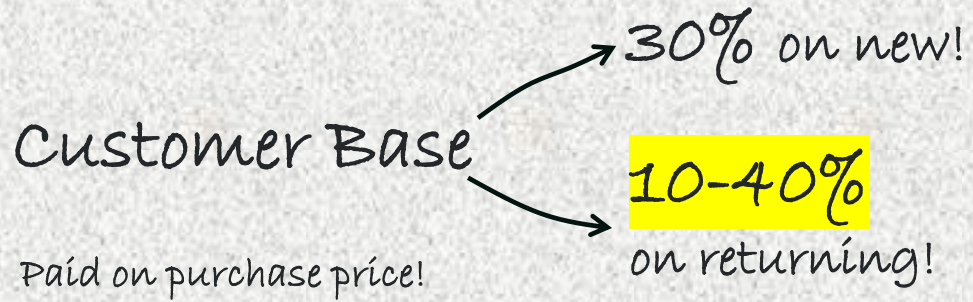
You'll earn **30%** on the product purchases made by new people in their first 30 days.

This 30% is paid **based on the purchase price** of the products, paid weekly!

For example, if you had a new person purchase \$100 in products with their first order, you'd earn a \$30 commission.

Simple!

How you earn



Develop a Team

Create an
Organization

You'll also earn a **10-40% commission** on all the product purchases made by your returning customers (after their first 30 days).

This commission is paid based on the **purchase price!**

The more purchases your customers make, the higher your earnings.

For example, if you had \$1,000 in product purchases from five returning customers, you'd earn a 20% commission, or \$200!

How you earn

Customer Base

30% on new!

10-40% on returning!

Paid on purchase price!

Develop a Team

Up to 16% on your Ambassadors & their customers

Paid on volume (PV)

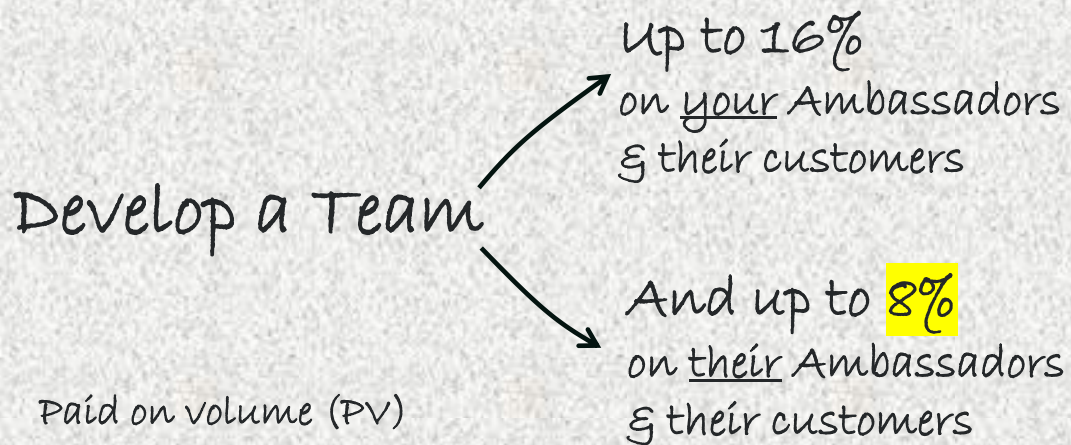
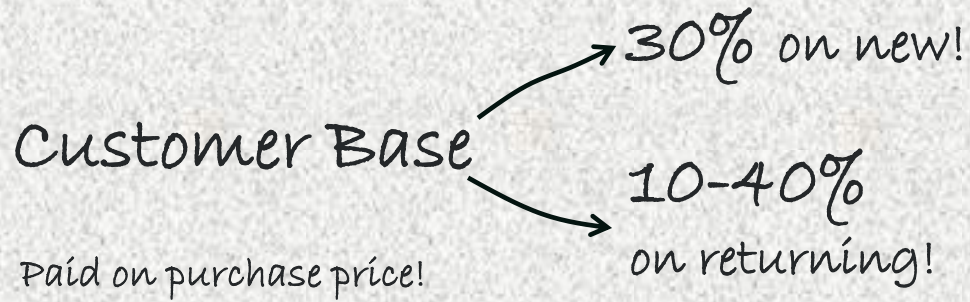
Create an Organization

When you sponsor a new Ambassador, **you'll earn that same 30% bonus** on their product purchases for their first 30 days.

You'll also earn up to **16%** on the volume from the product purchases made by them and their customers.

This rewards you as you help your new Ambassador begin to find and help their own base of customers!

How you earn



Create an Organization

And as your Ambassadors sponsors other Ambassadors to develop their own team, you can earn up to **8%** on the volume from those product purchases as well!

So, as you develop a team, you'll earn:

- up to **16%** on product purchases made by Ambassadors you sponsor and their customers

AND

- up to **8%** on product purchases made by the next level of Ambassadors and their customers.

How you earn

Customer Base → 30% on new!
→ 10-40% on returning!

Paid on purchase price!

Develop a Team → Up to 16% on your Ambassadors & their customers
→ And up to 8% on their Ambassadors & their customers

Paid on volume (PV)

Create an Organization → Up to 6% on six leader gens
→ Up to 4% Infinity Bonus

Paid on volume (PV)

You can earn on additional bonuses paid on your entire organization.

You'll earn up to **6% on six generations** of leadership – earning from the product purchases made from very deep in your organization.

An additional **Infinity bonus of up to 4%** is available on top of what you're earning on each of those six generations and beyond, down an infinite number of generations.

*all commissions and bonuses are a result of product purchases.

2. Presentation Format

A **deeper** explanation with examples to help you learn the plan.

**How you earn from the products purchased by:
Your personal customers.**

How you earn on
**PERSONAL
CUSTOMER'S**
product purchases.



Who are my **'Personal Customers'**?

Retail Customers
that you personally
sponsor



Members
that you personally
sponsor

What is 'Purchase Price'?

It is the price that someone
pays for the product.

It is either SRP or Member Price
(15% off)

note: 'Purchase Price' does not include non-volume items (ex: sales tax, shipping, non-volume products)

Illustration

**Jim has had a good month!
Let's look at what happened and
how he earned!**



Jim

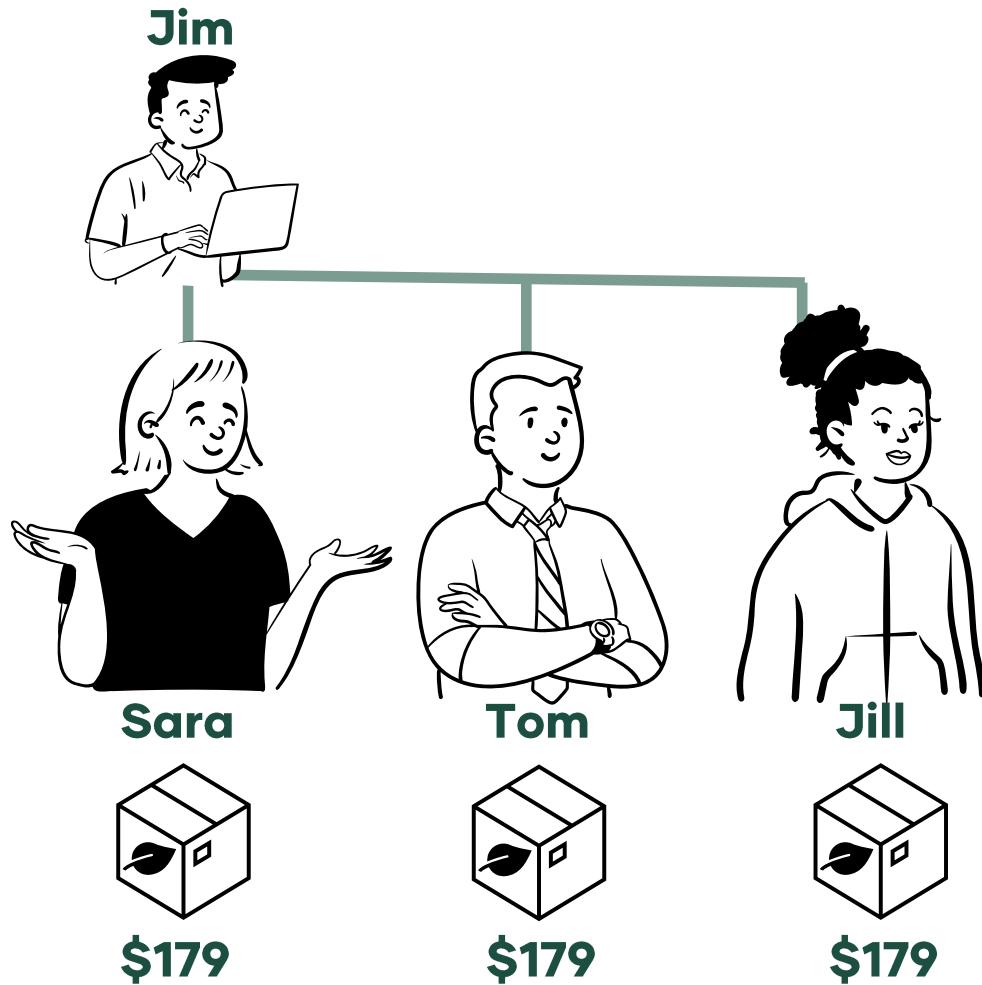
30 for 30 BONUS

30% on product purchases by new people in their first 30 days

Jim sponsored Sara, Tom, and Jill and they purchased a Ready Set Wellness bundle.

That's **\$537** in total purchases.

(\$179 + \$179 + \$179 = \$537)



$$\text{\$537} \times 30\% = \text{\$161}$$

Payouts: 30 for 30 Bonus

The '30 for 30' bonus pays **30%** on the first **30 days** of product purchases from **each new customer, Member, or Ambassador.**

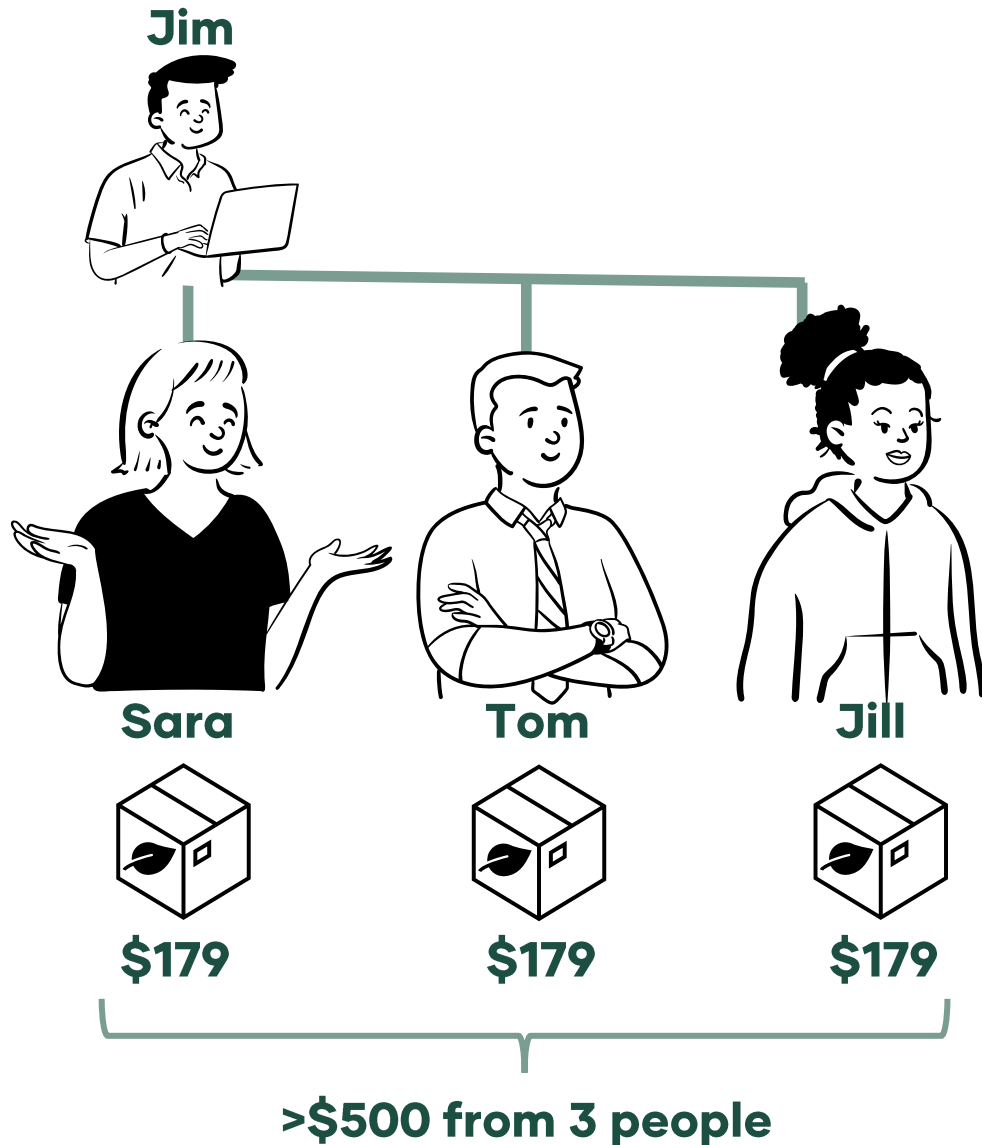
For clarity, it is the **first 30 days of each new person enrolled**, not the first 30 days of the sponsoring Ambassador.

Which means that every Ambassador has the potential to earn a 30 for 30 bonus every month indefinitely!

The 30% is paid on the purchase price.

Star Club Bonus

\$75 for every \$500 in purchases by at least 3 new people in a month



Because Sara, Tom, and Jill are new this month and have a combined order total of more than \$500, **Jim also earns one \$75 Star Club Bonus in addition to the 30 for 30 bonus.**

$$\begin{array}{rcc} \$161 & + & \$75 & = & \$236 \\ \text{30 for 30} & & \text{Star Club} & & \text{Total} \end{array}$$

Customer Sales Commissions

Buying Customers	Total Customer Purchases	Commission %
1+	\$1	10%
3+	\$500	15%
5+	\$1,000	20%
10+	\$3,000	25%
15+	\$5,000	30%
20+	\$7,500	35%
30+	\$10,000+	40%

Jim



Jim's Returning Customers



10-40%

Jim had **10** returning customers
w/**\$3,700** in total purchases

Buying Customers	Total Customer Purchases	Commission %
1+	\$1	10%
3+	\$500	15%
5+	\$1,000	20%
10+	\$3,000	25%
15+	\$5,000	30%
20+	\$7,500	35%
30+	\$10,000+	40%

\$3,700 @ 25% commission

\$925

Jim's earnings from his customers:

Payout	
30 for 30	\$161
Star Club Bonus	\$75
New Customer Total	\$236
Returning customers (10-40%)	\$925
TOTAL:	\$1,161

So, from his personal customer's product purchases that month, Jim would earn **\$1,161** in total.

These are not 'shared' bonuses – Jim earns the full commission.

Now, let's look at how Jim earns from his Ambassadors' and their customers' product purchases.



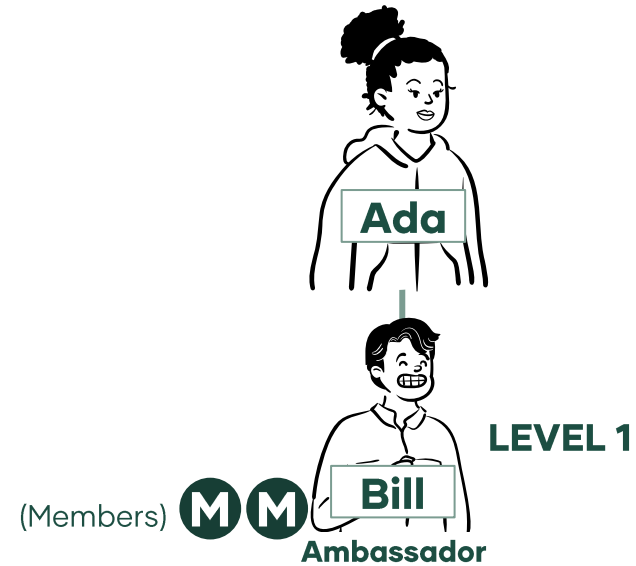
Jim

What is a Level 1 Ambassador?

When you **personally sponsor** an Ambassador, they are your Level 1 Ambassador, **no matter their rank.**
(aka: original sponsor)

Another way of saying this is that **Level 1 Ambassadors are those Ambassadors where you are the original sponsor.**

Your Level 1 volume is from the product purchases made by your Level 1 Ambassador **and their Retail Customers/Members.**

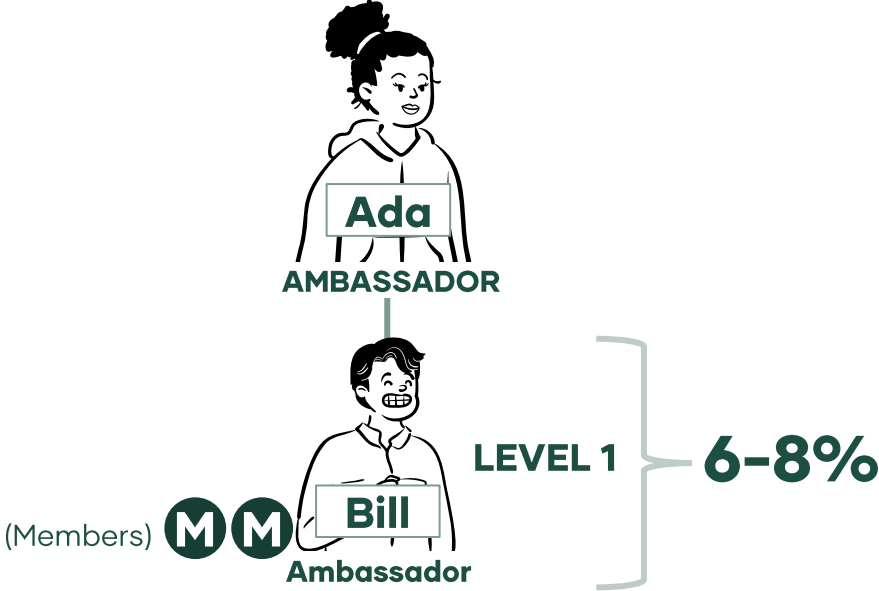


Level 1 Bonus

Ambassadors earn 6-8%* on their Level 1 volume.

	Ambassador
Level 1 Bonus	6-8%

*All active Ambassadors earn a 6% Level 1 bonus. Ambassadors with 500 PTV earn 8%.



At Director, there are
additional bonuses
available to you!

16% on Level 1, up to 8% on Level 2, and 6% on Level 3, and beyond, down to the next Director.

At Director title, or higher:

	Level Bonus	Director Team Bonus	Total
Level 1 volume	10%	6%	16%
Level 2 volume	2%	6%	8%
Level 3 volume, and beyond <small>(down to the next Director)</small>	--	6%	6%

Note:

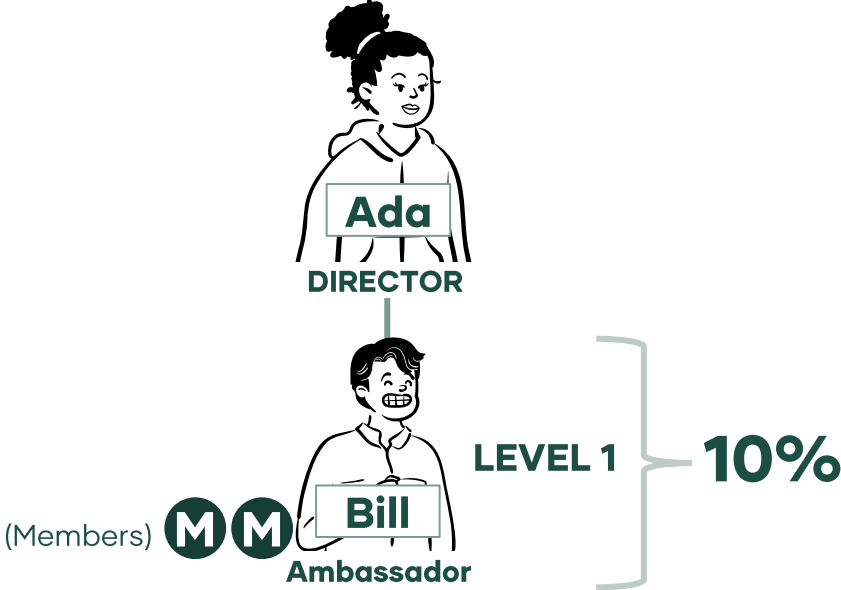
Level bonuses are '**stackable**' – meaning they are paid on top of Director, Generational, and Infinity Bonuses.

Level 1 Bonus

Directors and higher earn **10%** on their Level 1 volume.

	Ambassador	Director
Level 1 Bonus	6-8%*	10%

*All active Ambassadors earn a 6% Level 1 bonus. Ambassadors with 500 PTV earn 8%.

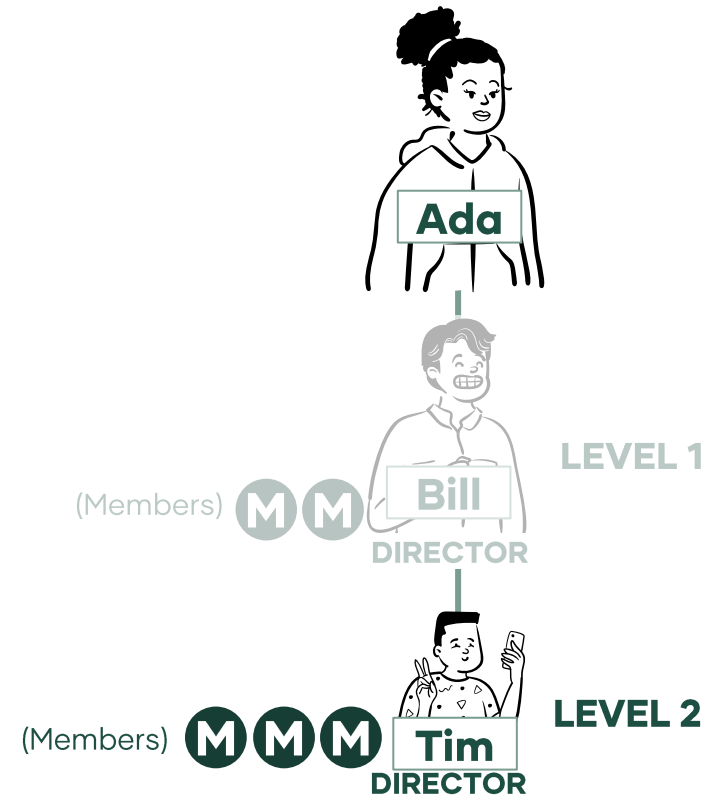


At Director, you are eligible to
earn from **additional levels** in
your team!

What is a Level 2 Ambassador?

When your Level 1 Ambassador sponsors an Ambassador, they are your Level 2, **no matter their rank.**

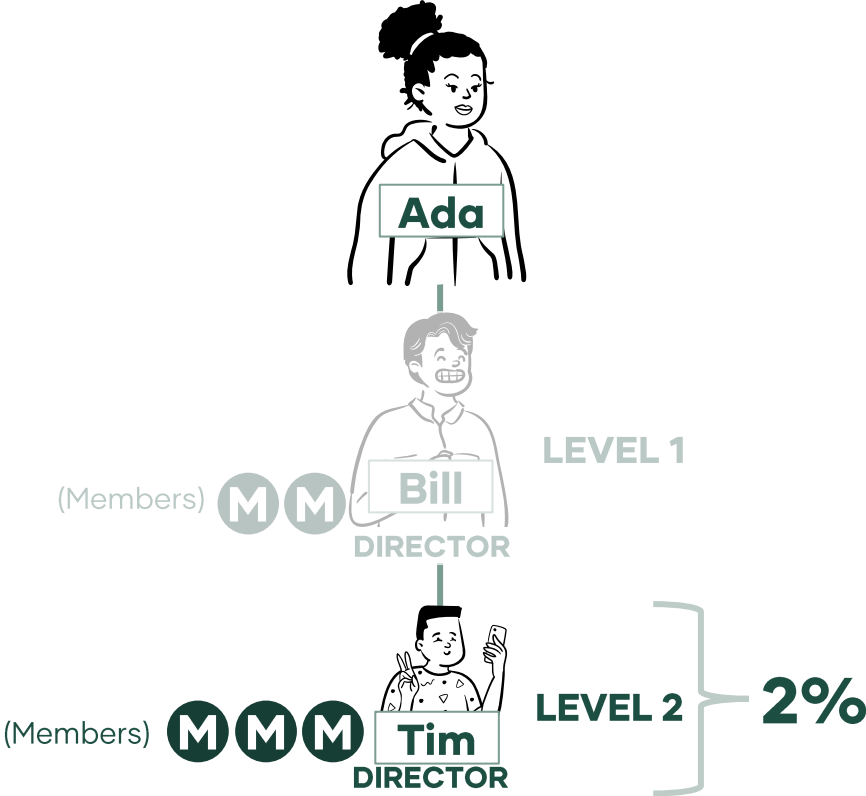
Your Level 2 volume is from the product purchases made by your Level 2 Ambassadors **and their Retail Customers/Members.**



Level 2 Bonus

The **2%** Level 2 bonus is available at Director.

	Ambassador	Director
Level 2 Bonus	--	2%

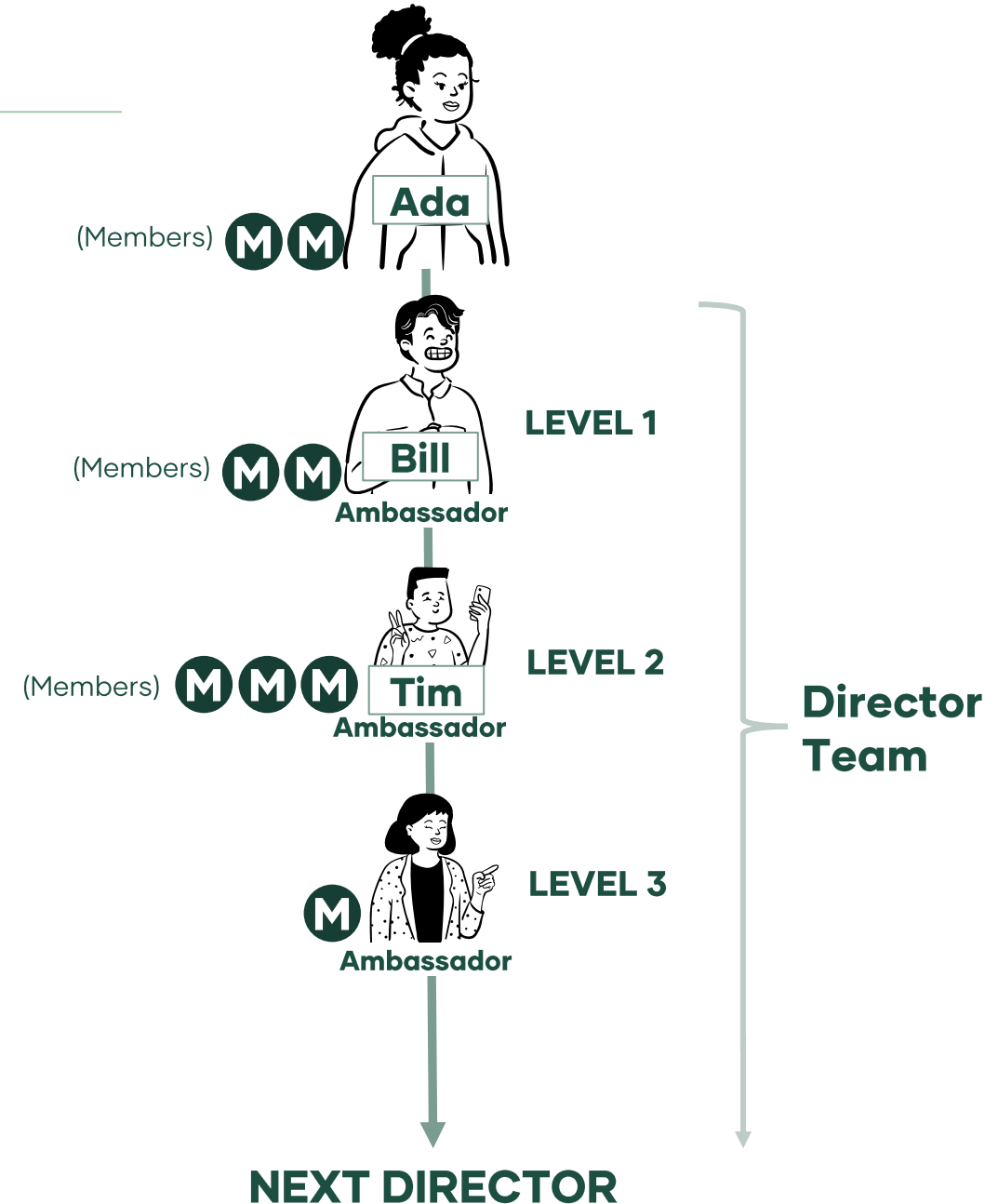


What is my 'Director Team'?

Your Director Team is:

All Ambassadors and their customers or Members down to the next Director.

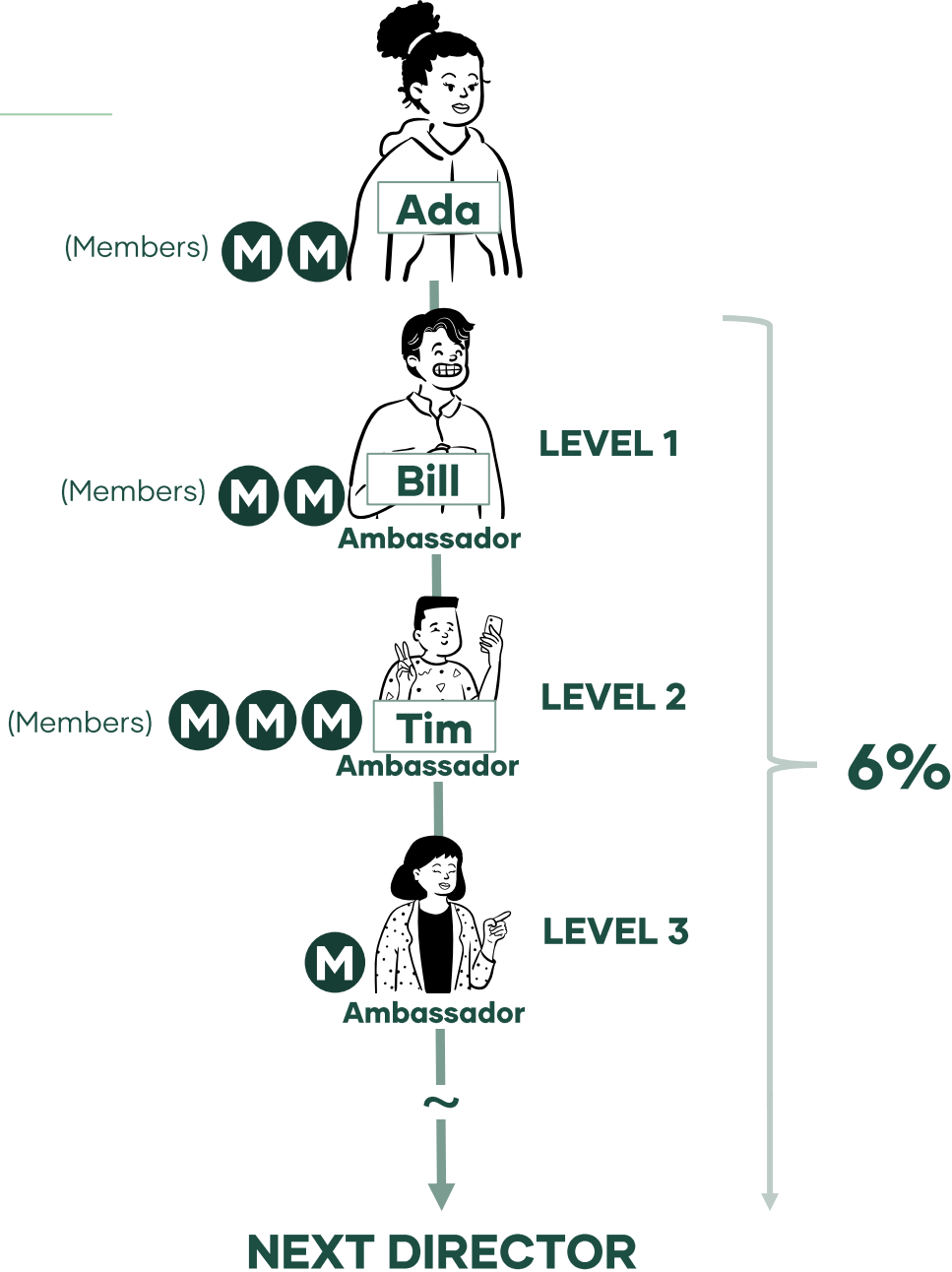
(note: your Director Team does not include your personal purchases)



Director Team Bonus

At Director, you earn **6%** on the volume from product purchases made by everyone in your Director Team.

	Ambassador	Director
Director Team Bonus	--	6%



16% on Level 1, up to 8% on Level 2, and 6% on Level 3, and beyond, down to the next Director.

At Director title, or higher:

	Level Bonus	Director Team Bonus	Total
Level 1 volume	10%	6%	16%
Level 2 volume	2%	6%	8%
Level 3 volume, and beyond <small>(down to the next Director)</small>	--	6%	6%

Note:

Level bonuses are '**stackable**' – meaning they are paid on top of Director, Generational, and Infinity Bonuses.

KEY INSIGHTS!

- When you promote to Director, what you earn on your 1st Level **doubles from 8% to 16%**.
- And you get a new **Level 2 Bonus**.
- You get a new **Director Team bonus of 6%** on all Ambassador and their customers down to the next Director on top of your Level bonuses!
- And you improve your personal shopping discount from 15% to **25%***



*Products of Canada do not have a Suggested Retail Price (SRP). Member/Ambassador Price (MP) is set to what a 15% discount would reflect if the product had an SRP. Likewise, the Director Price is set to what a 25% discount would reflect if the product had an SRP.

KEY INSIGHTS!

These commissions and bonuses in the new plan are not shared – **meaning that you earn the full amount every time.**

- This makes the commissions and bonuses **simpler, more predictable,** and **more rewarding!**
- It also allows you to more **easily explain to a new Ambassador** how they can earn in a clear way.

Video explainer available on the tools site!

The video player displays a commission table and a callout for new customers. The table lists commission percentages based on the number of customers and total purchases. The 5+ customer tier is highlighted in dark green. A callout shows three new customer icons followed by an equals sign and a green box stating '30% commission for 30 days'. Below the table is a video progress bar and navigation controls.

CUSTOMERS	TOTAL PURCHASES	COMMISSION %
1+	\$1+	10%
3+	\$500+	15%
5+	\$1,000+	20%
10+	\$3,000+	25%
15+	\$5,000+	30%
20+	\$7,500+	35%
30+	\$10,000+	40%

NEW = 30% commission for 30 days

Progress bar and navigation controls (back, play, forward) are visible at the bottom of the video player.

Generation Leadership & Infinity Bonus

Earn up to **6%** from product purchases made through six leadership generations, plus up to **4%** Infinity.

Same as you do in the Dream plan.

The structure is also the same as it is today, except for two changes:

1. We **added a 4th generation payout** at Sr. Executive Coordinator.
2. Infinity bonus now starts at **Key**

CUSTOMER SALES COMMISSIONS			AMBASSADOR II	AMBASSADOR III	DIRECTOR	SENIOR DIRECTOR	COORDINATOR	SENIOR COORDINATOR	EXECUTIVE COORDINATOR	SENIOR EXECUTIVE COORDINATOR	KEY COORDINATOR	SENIOR KEY COORDINATOR	MASTER COORDINATOR	SENIOR MASTER COORDINATOR	PRESIDENTIAL MASTER COORDINATOR**
1+ customers	\$1	10%													
3+ customers	\$500	15%													
5+ customers	\$1,000	20%													
10+ customers	\$3,000	25%													
15+ customers	\$5,000	30%													
20+ customers	\$7,500	35%													
30+ customers	\$10,000	40%													
Average of lowest 1/3*			\$144	\$5,049	\$7,251	\$10,601	\$17,948	\$27,251	\$42,866	\$55,311	\$85,657	\$111,995	\$158,978	\$323,092	
Average*			\$750	\$12,466	\$13,954	\$24,516	\$37,199	\$49,695	\$69,897	\$97,019	\$131,609	\$206,338	\$245,543	\$574,205	
Average of highest 1/3*			\$1,661	\$23,153	\$24,095	\$42,107	\$63,343	\$80,634	\$103,787	\$152,051	\$190,448	\$334,239	\$356,512	\$925,379	
Active Volume			75	75	75	75	75	75	75	75	75	75	75	75	
Customer Volume					500	500	500	500	500	500	500	500	500	500	
Personal Team Volume				500	2,000	2,500	3,000	3,000	3,500	3,500	4,000	4,500	5,000	6,000	7,000
Organizational Volume								10,000	20,000	30,000	50,000	75,000	100,000	200,000	500,000
Outside Organizational Volume											25,000	37,500	50,000	100,000	250,000
Director Legs						1	2	2	3	3	4	5	6	8	10
Generation 1 + Infinity						6%	6%	6%	6%	6%	6% + 2%	6% + 2.5%	6% + 3%	6% + 3.5%	6% + 4%
Generation 2 + Infinity						3%	4%	5%	6%	6%	6% + 2%	6% + 2.5%	6% + 3%	6% + 3.5%	6% + 4%
Generation 3 + Infinity									4%	4%	4% + 2%	4% + 2.5%	4% + 3%	4% + 3.5%	4% + 4%
Generation 4 + Infinity										2%	4% + 2%	4% + 2.5%	4% + 3%	4% + 3.5%	4% + 4%
Generation 5 + Infinity											↓	↓	3% + 3%	3% + 3.5%	3% + 4%
Generation 6 + Infinity											↓	↓	↓	3% + 3.5%	3% + 4%
Infinity											↓	↓	↓	↓	↓
Infinity Check Match												10%	15%	20%	25%
Presidential Bonus															UP TO 1%
30 for 30 Bonus			30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Level 1 Bonus			6%	8%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Level 2 Bonus					2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Director Team Bonus					6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%
Star Club Bonus†			Up to 15 Star Club Bonuses can be earned in a month with each \$500 increment in join order from at least 3 new people.												
2025 Rank Up Bonus†					Global Conf. Reg & 1 Night Hotel Credit	\$1,000	\$2,000	\$2,500	\$4,000	\$5,000	\$7,500	\$10,000	\$20,000	\$20,000	\$20,000
Incentive Trips / Celebration†					VIP ELITE TRIP								New Master Coordinator Ceremony		

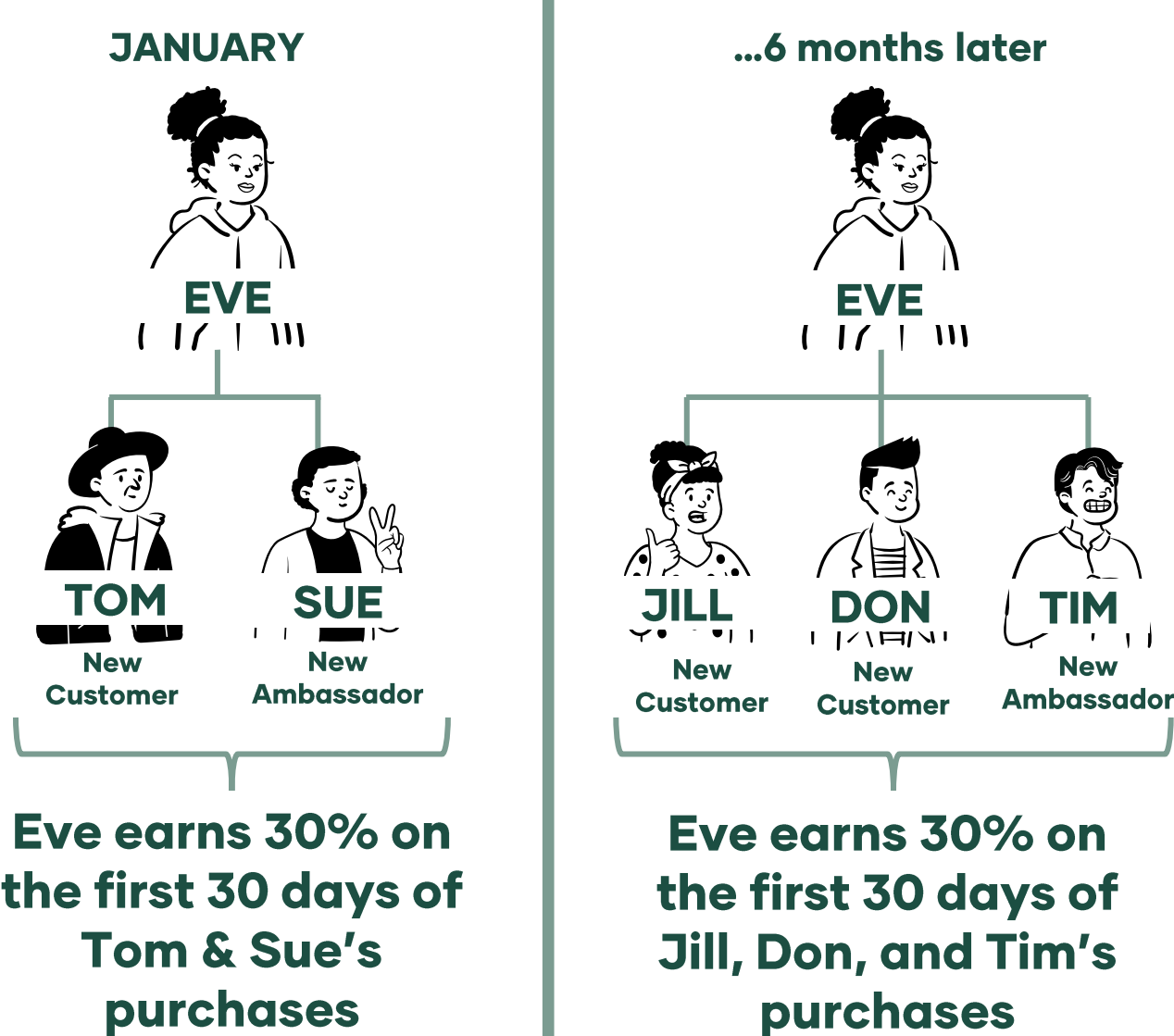
Appendix

Q: Is the 30 for 30 bonus paid on every new person's first 30 days?

Yes!

It pays 30% on the product purchases for the **first 30 days of each new customer, Member, or Ambassador.**

For clarity, it is the **first 30 days of each new person enrolled**, not the first 30 days of the sponsoring Ambassador.



Q: How does pricing work in the new plan?

The new plan has **simple, predictable, standardized** pricing.

- All Members and Ambassadors pay MN (15% discount).
- All Business Leaders pay DN price (25% discount).



*Products of Canada do not have a Suggested Retail Price (SRP). Member/Ambassador Price (MP) is set to what a 15% discount would reflect if the product had an SRP. Likewise, the Director Price is set to what a 25% discount would reflect if the product had an SRP.

Q: How are the Level bonuses different than other bonuses?

1. Leaders stay on each level **no matter their rank** & pay Level 1 & 2 bonuses – consistent & predictable payout! (no breakaway).
2. The more the leaders grow, **the more valuable the level bonuses become!**
3. These are **not shared** bonuses!
4. The Level bonuses are '**stackable**' – meaning they're paid in addition to the other plan bonuses!
5. Incentivizes people to sponsor **Ambassadors and help them succeed!**
6. Helps drive **building in depth!**

Q: Can I earn on my own purchases?

Pay On Personal Rebate (POP Rebate)

In addition to the 15% price discount for all Ambassadors (25% at Director), you also get a REBATE on up to \$750 in personal purchases each month.

This is a **unique** and awesome part of being with Shaklee!

We call this the **Pay on Personal Rebate** – or **POP Rebate** for short.

The rebate percent an Ambassador earns is the **same percent** that they qualified for in Customer Sales Commissions that month.



*Products of Canada do not have a Suggested Retail Price (SRP). Member/Ambassador Price (MP) is set to what a 15% discount would reflect if the product had an SRP. Likewise, the Director Price is set to what a 25% discount would reflect if the product had an SRP.

Q: What payouts are based on purchase price vs. volume?

FRONT-END COMMISSIONS & BONUSES	
30 for 30	Selling Price
Customer Sales Commission	Selling Price
POP Rebate	Selling Price
Star Club Bonus	Selling Price
BACK-END BONUSES	
Level 1 Bonus	Volume (PV)
Level 2 Bonus	Volume (PV)
Director Team Bonus	Volume (PV)
Generation Leadership Bonus	Volume (PV)
Infinity Bonus	Volume (PV)
Infinity Match Bonus	Volume (PV)
Presidential Master Bonus	Volume (PV)

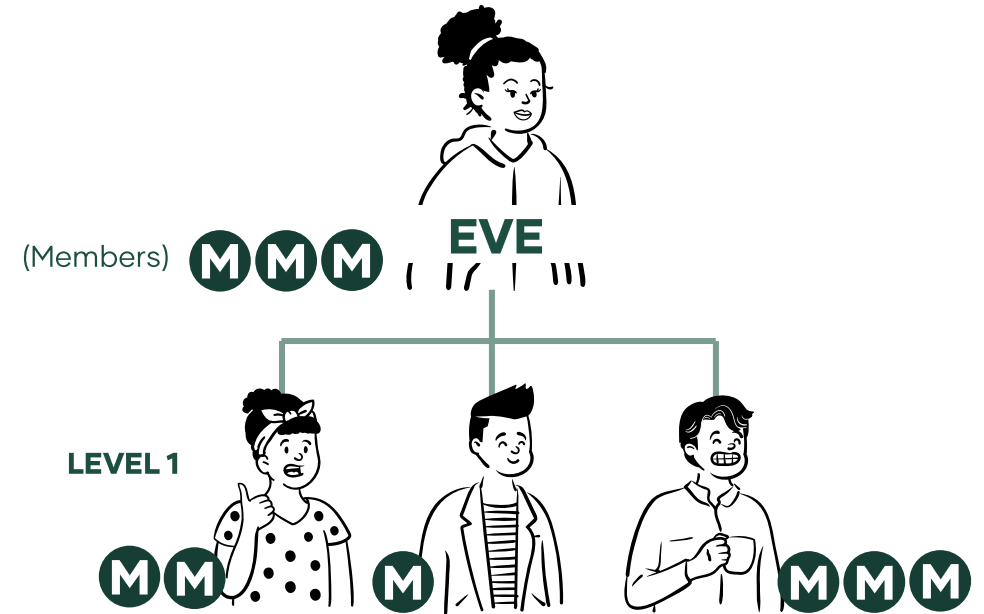
Q: What is PTV?

Personal Team Volume (PTV) is a volume measurement used for **rank qualification** in the new Shaklee Compensation Plan.

Q: What determines my PTV?

PTV is volume from:

- **Personal customers'** product purchases (retail customers & members)
- **1st Level Ambassadors and their customers'** product purchases
- **Personal** product purchases (up to 500)



Eve's PTV is determined by the volume from product purchases made by:

- her customers
- her 1st Level Ambassadors and their customers
- her own purchase – up to 500

Personal Team Volume (PTV)

Remember these three important points about PTV:

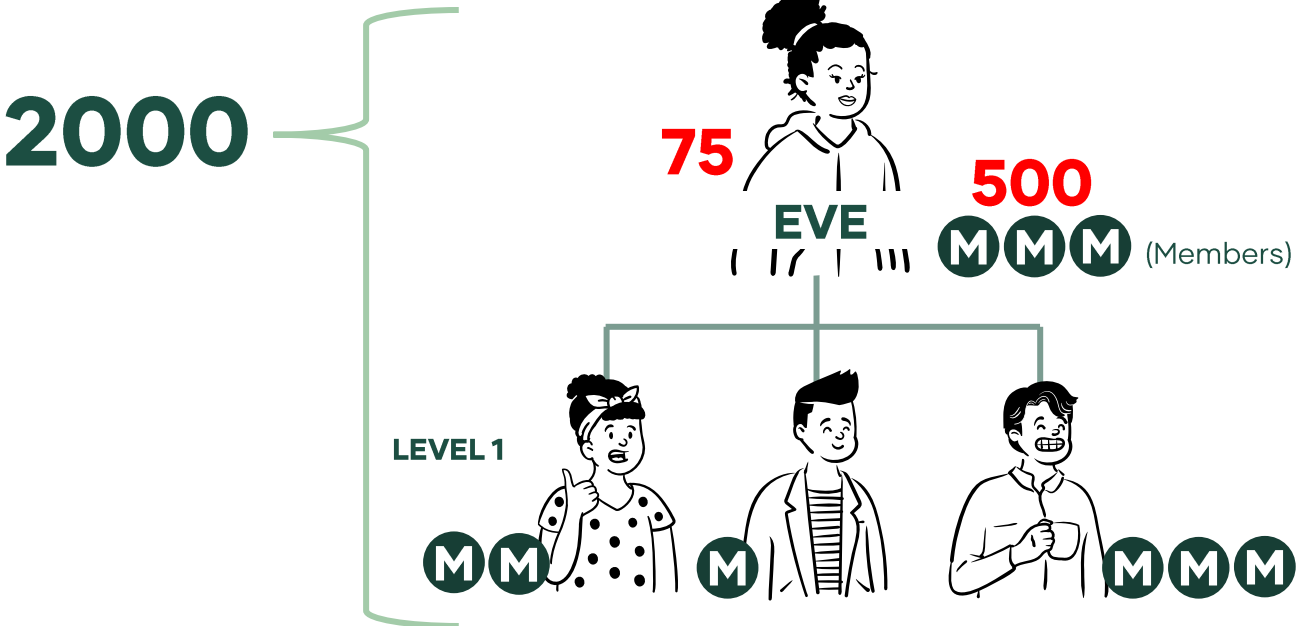
1. PTV is a **qualification-only** volume measurement for people in the new plan.
2. PTV is **NOT** directly connected to a specific bonus or commission payout (like PGV is).
3. For people in the Legacy or Dream plan, PTV is currently only relevant to you in terms of the **VIP Elite trip and recognition program**.

Q: What are Director title requirement in the new plan?

2,000 in PTV

including:

- 75 from your purchases or from new customers that month
- 500 points coming from all personal customers' purchases



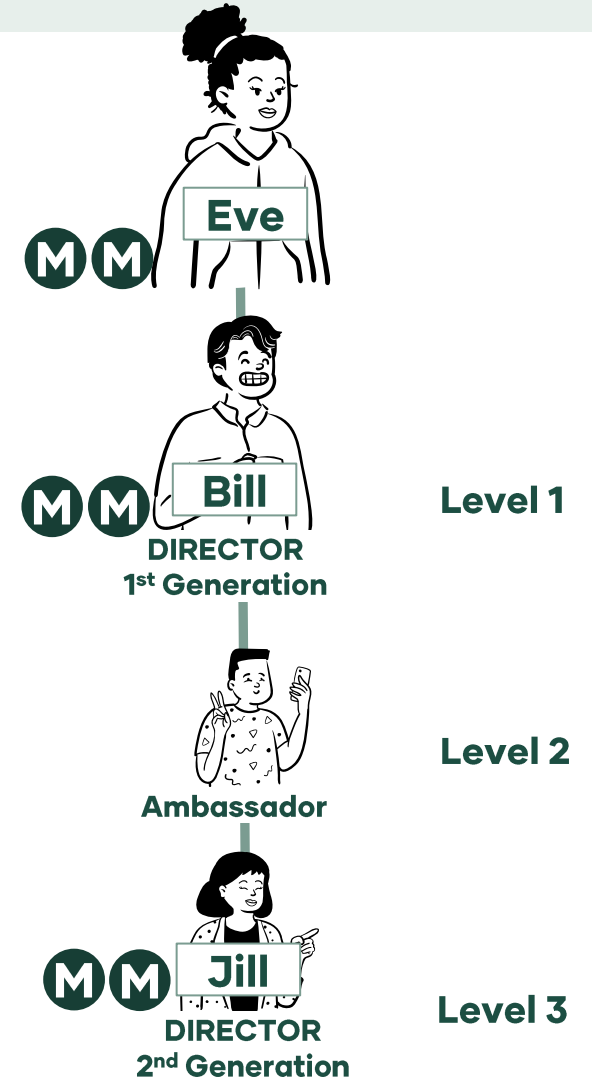
Q: Are 'Levels' the same thing as a 'Generation'?

Levels and Generations mean different things.

Generations are comprised of Business Leaders, just as they are in the Dream plan today. When someone promotes to Director, regardless of where they're at in your downline.

Levels follow original sponsor. The Ambassadors you enroll, including Business Leaders, are always on your Ambassador Level 1. The Ambassadors they enroll are always on your Level 2.

Levels and Generations are different. In the new plan that difference is important because of the two new level bonuses.



Bill is Level **1** / Generation **1** to Eve.
Jill is Level **3** / Generation **2** to Eve.

Q: What happens when I have someone promote?

If the Ambassador who promoted was in the **Legacy** or **Dream** plan, they will continue to promote into the Dream plan – just like they do today.

Starting on June 1, 2025 – **all Director promotions will be into the new plan.**

Glossary of Terms

Active Volume

Active Volume is the total Qualifying Volume from (i) an Ambassador's personal Product Purchases and (ii) the Product Purchases of new Members and/or Retail Customers personally enrolled by that Ambassador in that month. An Ambassador must have 75 in Active Volume monthly to be eligible to earn bonuses other than the 30 for 30 Bonus.

Ambassador I

An Ambassador who does not have 75 Active Volume in a month. An Ambassador I is eligible to earn 30 for 30 Bonuses.

Ambassador II

An Ambassador II is an Ambassador who has at least 75 Active Volume in a month. An Ambassador II is eligible to earn 30 for 30 Bonuses, Sales Commissions, the POP Rebate, and the 6% Level 1 Bonus.

Ambassador III

An Ambassador III is an Ambassador who has at least 75 Active Volume and 500 Personal Team Volume in a month. An Ambassador III is eligible to earn 30 for 30 Bonuses, Sales Commissions, the POP Rebate and the 8% Level 1 Bonus.

Business Leader

Any Shaklee Ambassador who qualifies in a month at the title of Director, Senior Director, Coordinator, Senior Coordinator, Executive Coordinator, Sr. Executive Coordinator, Key Coordinator, Sr. Key Coordinator, Master Coordinator, Sr. Master Coordinator, Presidential Master Coordinator.

Business Leader Leg

A First Generation Business Leader and that First Generation Business Leader's entire Organization.

Buying Customer

A Member or Retail Customer with a product order of any size in a month.

Customer Sales

Customer Sales is the sum of the Purchase Prices of the orders of your Personal Customers in a month.

Customer Volume

Customer Volume is the total Qualifying Volume from your Personal Customers in each month.

Director Team

Your Director Team begins with the first Ambassador in your Organization and includes all Ambassadors and their Personal Customers down to but excluding any Director or higher and anyone below that Business Leader.

Director Team Bonus

Directors and higher are eligible to earn a Director Team Bonus of 6% on all of the PV in their Director Team.

First Generation Business Leader

The first Ambassador qualified for and maintaining Director rank or higher down any Sponsorship Line.

Generation

A Business Leader and all of the Ambassadors, Members and Retail Customers in their Organization, down to but excluding anyone with the title of Director or higher.

Level 1 Ambassador

When you personally sponsor or one of your Members personally refers an Ambassador, that Ambassador is your Level 1 Ambassador, regardless of the Level 1 Ambassador's title.

Level 2 Ambassador

Your Level 2 Ambassador is an Ambassador of any title who is a Level 1 Ambassador of your Level 1 Ambassador.

Master Leg

A Master Leg is any Business Leader Leg that contains at least one Paid as Master Coordinator, Sr. Master Coordinator or Presidential Master Coordinator.

Organization

All Shaklee Members and Ambassadors of any title in all Sponsorship Lines extending from and below any given Shaklee Ambassador.

Organizational Volume (OV)

The Qualifying Volume from the personal Product Purchases of a Shaklee Ambassador plus the Qualifying Volume from the personal Product Purchases of each Shaklee Ambassador, Member and Retail Customer in their entire Organization.

Organizational Volume Outside the Largest Leg (QOV)

An Ambassador's Organizational Volume, excluding the Organizational Volume of the First Generation Business Leader with the most Organizational Volume.

Original Sponsor

The first sponsor of a Shaklee Member or Ambassador (i.e., the sponsor at the time the application of a Shaklee Member or Ambassador was accepted by Shaklee).

Pay on Personal (POP) Rebate

Ambassadors who are qualified as Ambassador II or higher earn the POP Rebate on their personal Product Purchases up to \$750 each month when they have at least one Active Customer that month. The POP Rebate pays on the Purchase Price of the Ambassador's Product Purchases at the same rate at which the Ambassador is paid Sales Commission on their Personal Customers' Product Purchases.

Personal Customers

All of an Ambassador's Members and Retail Customers down to but excluding the first Ambassador or higher in any line.

Personal Team Volume

With respect to any Ambassador, Personal Team Volume includes:

1. The Qualifying Volume from the Product Purchases of the Ambassador's Personal Customers
2. The Qualifying Volume from the Ambassador's personal Product Purchases up to a maximum of 500 Qualifying Volume.
3. The Qualifying Volume from the Product Purchases of each Level 1 Ambassador (regardless of rank – i.e., including Business Leaders), and the Qualifying Volume from the Product Purchases of that Level 1 Ambassador's Personal Customers (collectively "Ambassador Volume"), up to a maximum of 500 Ambassador Volume per Level 1 Ambassador.

The limitation of 500 Ambassador Volume per Level 1 Ambassador is waived until January 1, 2025.

Product Purchases

Product Purchases consist of Products that are commissionable (i.e., items that have a Product Point Value) that are purchased by a Retail Customer, Member or Ambassador. Shipping & Handling, taxes, and items that have no Product Point Value, such as Member kits, Ambassador starter kits, sales aids, or Shaklee Style merchandise, are not included in Product Purchases and no commissions are paid on anything other than Product Purchases.

Purchase Price

The total price of all Product Purchases on an order, at the price paid. Purchase Price does not include Shipping & Handling, taxes, or items that have no Product Point Value, such as Member kits, Ambassador Starter Kits, sales aids, or Shaklee Style merchandise.

Purchasing Customer Count

The number of an Ambassador's Personal Customers (Members & Retail Customers) who have a product order of any size in each month.

Qualifying Volume (QV)

Each Shaklee product is assigned a point value referred to as QV. QV is the basis for calculating the volumes required for rank – Active Volume, Customer Volume, Personal Team Volume, Organizational Volume (OV) and OV Outside the Strongest Leg (QOV).

Retail Customer

A customer who purchases products at retail price.

Sales Commission

Ambassadors qualified at Ambassador II or higher are eligible to earn a Sales Commission of 10-40% of the Purchase Price on the Product Purchases made by their Personal Customers.

Shaklee Member

Anyone who has submitted a properly completed Member Application and whose application has been accepted by Shaklee U.S., LLC, or by Shaklee Canada as applicable.

Shaklee Ambassador

Someone who is eligible to participate in the Shaklee Compensation Plan. This is someone who has signed a Shaklee Ambassador Application, has purchased an Ambassador Starter Kit, and holds the title of Ambassador I or higher.

Title

Paid As Title – The title for which a Shaklee Ambassador meets all requirements and the title at which the Ambassador is eligible to be paid bonuses.

Disclaimer:

If there are any discrepancies between the definitions and details in this training and the official P&R, the P&R governs. This document is for training purposes only and the illustrations used are for that purpose. If there are any inconsistencies or differences between what is contained in this training and the P&R, the P&R governs.

For complete details, please see the P&R at <https://images.shaklee.com/library/Statement-Privileges-Responsibilities.pdf> and The Shaklee Compensation Plan document at https://images.shaklee.com/library/ShakleeCompPlan_060124.pdf.

†For full details on how to earn incentives, please see the official rules for each at <https://images.shaklee.com/earnings/2025-Incentive-Booklet-US.pdf>. These offers are only valid for Shaklee Ambassadors in the US and Canada.

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