

PEACH COMPENSATION PLAN

EFFECTIVE SEPT 1, 2020

WELCOME TO PEACH!

We are excited to champion your journey as an entrepreneur by offering you a flexible opportunity to run your own exciting fashion business, make meaningful income and experience the joy of being part of a dynamic community of like-minded women.

This compensation plan was designed to support your success by helping you focus on the two fundamental ways to earn - selling our products for gym, work and play, and building a team. The plan also provides access to additional benefits to help you thrive both personally and professionally. Visit www.discoverpeach.com/join or talk with a Peach stylist to learn more.

TWO WAYS TO EARN COMMISSIONS

1: SELLING

Earn up to 40% commission on your Personal Volume** (PV).

PERSONAL VOLUME/MO.	COMMISSION RATE	SALES BONUS (IN STYLIST CREDIT)
<500	12%	
500	15%	
1,000*	25%	\$100
2,500	30%	\$150
4,000	32%	\$200
6,000	35%	\$300
10,000	40%	\$400

2: BUILDING TEAM

As other stylists join your team, earn up to 7% of your Line 1 Commissionable Volume*** (CV) when you're Active*.

COMMISSIONABLE VOLUME/MO.	COMMISSION RATE
<5,000	3%
5,000	5%
10,000	7%

REQUIREMENTS & BENEFITS

TITLE	PV	LINE 1 CV	BENEFITS
STYLIST	1,000 in 3 mo.		<ul style="list-style-type: none"> » Business development training » Personal development workshops » Business tools » Discounted product sampling » Invitation to SuccessFest
SENIOR STYLIST	1,000		
LEAD STYLIST	2,000		
EXECUTIVE STYLIST	3,000		
DIRECTOR	3,000	3,000	<ul style="list-style-type: none"> » All from previous phase, plus: » Invitation to Leadership Summit » Exclusive monthly Director meetings with Home Office
SENIOR DIRECTOR	3,000	4,000	
EXECUTIVE DIRECTOR	3,000	5,000	
PARTNER	4,000	6,000	<ul style="list-style-type: none"> » All from previous phases, plus: » Invitation to Partner Retreat » Stylist prospect leads » One-on-one coaching with Home Office† » Profit Sharing
SENIOR PARTNER	4,000	10,000	
LEAD PARTNER	5,000	20,000	
EXECUTIVE PARTNER	5,000	40,000	

*Active = \$1,000 or more in PV any given month

**PV = total sales volume from your customers' purchases (see glossary for details)

***Line 1 CV = 70% of total PV for all sales on your Line 1

†One-on-one coaching with Senior Partner+

GLOSSARY

EFFECTIVE SEPT 1, 2020

ACTIVE

You are considered to be Active when you have at least 1,000 Personal Volume that month. As an Active Stylist, you may receive commissions on the Commissionable Volume from the sales of the Stylists on your Line 1 downline (based on your qualifications and the rules of each bonus).

CAREER TITLE

Your Career Title is your recognition title and does not change unless (1) you are promoted to a new title or (2) if you are an Executive Director or higher and fail to qualify at your Career Title at least once within a rolling 12 month period. In this case, your Career Title will be adjusted to Director or your highest qualified Career Title within the last 12 months, whichever is higher.

COMMISSIONABLE VOLUME (CV)

Commissionable Volume is equal to 70% of the Retail Price (not including tax) and is the volume on which commissions are paid from the sales of the Stylists on your Line 1 downline except the Personal Sales Commission which is paid on the Retail Price. Some items, such as product samples and business tools, may not have a CV.

CLIENT

A Client is someone who purchases our products for their personal use, is not enrolled as a Stylist, and does not hold a place in your downline.

DOWNLINE

All the Stylists who are sponsored onto your team on your first line or Line 1.

DOWNLINE COMMISSIONS

Regardless of your title, when stylists join your team, you may be paid a percentage on the Commissionable Volume (CV) of the sales from the Stylists in your Line 1 downline. Downline Commissions are paid regardless of the titles of the Stylists in your downline.

ENROLLER

When you introduce someone to Peach and they enroll as a Peach Stylist directly below you in your downline, you are considered to be their Enroller.

GOOD STANDING

A Stylist in Good Standing can make sales and earn compensation through this compensation plan, and enjoys the various privileges of being a Peach Stylist. A Stylist is considered to be in Good Standing after she signs up to become a Stylist and has paid any required start-up costs. A Stylist will remain in Good Standing unless (1) the Stylist does not achieve a total of at least 1,000 PV in any 3-month rolling period after the Stylist start date, or (2) the Stylist Agreement is terminated for any reason.

LINE

The location a Stylist has in your downline in relation to you, regardless of titles. Stylists directly below you are considered to be on your Line 1.

LINE 1 COMMISSIONABLE VOLUME (CV)

Line 1 CV is calculated at 70% of total PV (Personal Volume) for all sales on your Line 1.

PAID-AS TITLE

Your Paid-As Title is the title for which you qualify and are paid each month. Your Paid-As Title may be the same as or lower than your Career Title depending on your monthly qualifications.

PERSONAL SALES COMMISSION

A commission you receive on Personal Volume, regardless of your Active status. The commission percentage is determined by the total PV you achieve in that month.

PERSONAL SPONSOR

The Stylist directly above you in your upline is considered to be your Personal Sponsor. You are the Personal Sponsor for all the Stylists on your first line. A Personal Sponsor and an enroller may be different if an enroller is canceled or terminated and the downline is compressed. Your personal sponsor may also be referred to simply as your Sponsor.

PERSONAL VOLUME (PV)

Your PV is the total sales volume (not including shipping and tax) from your personal orders and your customers' purchases (orders placed directly with the company by customers). Some items, such as product samples and business tools, do not count toward PV.

PROMOTE (PROMOTION)

When you meet the qualifications to be paid as a title higher than your current Career Title, you will "promote" to that higher title and your Career Title will be updated to reflect that new achievement.

TEAM

All of the Stylists who join your team and are on your 1st line or Line 1 downline are considered to be part of your team.

TEAM COMMISSIONS

When you are paid as a Senior Stylist or higher, you may be paid a percentage on the Commissionable Volume (CV) of the sales from the Stylists in your Line 1. Your Paid-As Title determines the percentages you are paid and the number of lines you are eligible to receive commissions on, down through three lines. Team Commissions are paid regardless of the titles of the Stylists in your downline.

QUALIFIED

You are "qualified" for a specific title or payout when you fulfill all of the title and sales requirements specified.

TEAM

Your Team includes yourself and all of the Stylists in your Line 1 downline.

UPLINE

The Stylist above you is considered to be your upline.