

### PERSONAL COMMISSION

Personal Retail Volume (PRV)	Commission
\$0-\$499	20%
\$500-\$999	25%
\$1,000+	30%

	Stylist	Lead Stylist	Star Stylist	Premier Stylist	Master Stylist	Chief Stylist
<b>Annual Rank Qualifications</b>	Annual Career Rank is cumulative and includes personal and team volume					
<b>Cumulative Annual Personal Volume + Team Retail Volume</b>		\$10,000 Levels 1-3	\$20,000 Levels 1-3	\$40,000 Levels 1-6	\$80,000 Levels 1-9	\$150,000 Levels 1-9
<b>Annual Rank Bonus &amp; Clothing Allowance</b>		\$200 Bonus \$200 Clothes	\$400 Bonus \$400 Clothes	\$800 Bonus \$600 Clothes	\$1,600 Bonus \$800 Clothes	\$3000 Bonus \$1000 Clothes

Team Commission Bonus	All Stylists
<b>Active Stylists Earn Team Bonus</b>	<b>\$500 Every Calendar Quarter</b>
<b>Bonus (Level 1-3)</b>	5%
<b>Bonus (Level 4-6)</b>	3%
<b>Bonus (Level 7-9)</b>	2%



- Personal Retail Volume (PRV) is stylist client sales including 50% off, but excludes showcases, shipping, tax and free credit.
- The Personal Commission Bonus is paid on the full retail volume only. Although, 50% off items do help qualify for the PRV, a Stylist is only paid the bonus on the full retail items.
- All Stylist earn team commissions when they are active with \$500 in PRV in the previous quarter. Team Commissions are paid weekly. Quarters are January - March, April - June, July - September, October - December. If a Stylist joins in the middle of a quarter, her first qualifying quarter will begin in the next one, but she will receive team commissions in the quarter she enrolled in.
- Rank Bonus Qualification starts over each calendar year and can be earned annually.
- Rank Title is held for one year after achievement.
- Team Commission Bonus is paid on the full retail volume excluding 50% off, showcases, shipping, tax and free credit.
- Personal Commission is paid on the full retail volume excluding 50% off, showcases, shipping, tax and free credit.
- Cumulative Personal and Team Volume is calculated on full retail sales including 50% off, but excludes showcases, shipping, tax and free credit.