

# COMPENSATION PLAN HIGHLIGHTS (US Version)



## 1 Challenge Pack Bonuses & Commissions

The best way to grow your business is to invite new customers and Coaches to your Beachbody Challenge™ Group with a Challenge Pack.

Earn up to 36% for each Challenge Pack sold. Each time your customer buys a non-Challenge Pack product from Team Beachbody®, you'll most often earn a 25% commission.

	Commission Earned
Challenge Packs	\$40-\$100
Retail	25%*
Memberships†	40%*

†40% commission is paid against Beachbody on Demand memberships purchased by your customers.

\*Calculated based on Retail Volume.

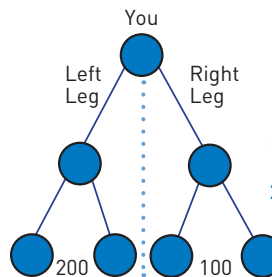
Example: What happens when you sell 3 21 DAY FIX® Challenge Packs per month.

	Commissions		
	Month 1	Month 2	Month 3
CH PACK	3x70 \$210	3x70 \$210	3x70 \$210
SKG		\$97 <sup>44</sup>	\$97 <sup>44</sup>
SKG			\$97 <sup>44</sup>
<b>Total Commissions</b>	<b>\$210</b>	<b>\$307<sup>44</sup></b>	<b>\$404<sup>88</sup></b>

CH PACK = Challenge Pack, SKG = Shakeology®

## 2 Team Cycle Bonus

Earn from the sales of your entire downline organization (Binary Plan). Cycle whenever you have 300 Balanced Volume Points. Earn between \$14 and \$18 each cycle, depending on rank.



1 CYCLE = 300 Balanced Volume Points

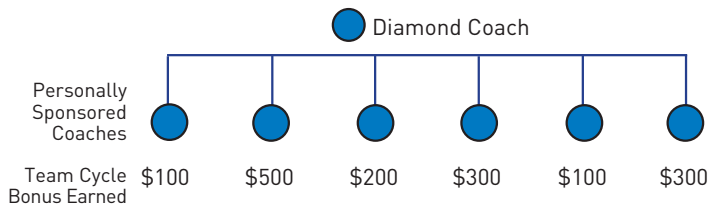
200 Strong Leg/100 Weak Leg

	Coach	Emerald	Ruby	Diamond	1 Star	2 Star	3 Star	4 Star	5 Star	6 Star	7 Star	8 Star	9 Star	10-15 Star
Team Cycle Bonus	NA	\$14 per cycle, up to \$250 per week	\$16 per cycle, up to \$1,000 per week	\$18 per cycle, up to \$2,000 per week	\$18 per cycle, up to \$3,000 per week	\$18 per cycle, up to \$4,000 per week	\$18 per cycle, up to \$5,000 per week	\$18 per cycle, up to \$6,000 per week	\$18 per cycle, up to \$7,000 per week	\$18 per cycle, up to \$8,000 per week	\$18 per cycle, up to \$9,000 per week	\$18 per cycle, up to \$10,000 per week	\$18 per cycle, up to \$11,000 per week	\$18 per cycle, up to \$12,000 per week

## 3 Matching Bonus

Earn 5% or 10% on your Personally Sponsored Coaches' Team Cycle Bonus.

	Coach	Emerald	Ruby	Diamond & Above
Matching Bonus	NA	NA	5%	10%



\$1,500 total Team Cycle Bonus earned by PS Coaches  
= \$150 Matching Bonus to Diamond Coach

## 4 Star Diamond Bonus

2 Star Diamonds and above are eligible to participate in four (4) Star Diamond Bonuses, paid out quarterly. Payouts are based on all volume generated by all Coaches in that quarter and divided amongst all qualified Coaches for each pool.

BONUS POOLS	
• 2 Star Diamond Pool – ½%‡	• 5 Star Diamond Pool – ½%‡
• 10 Star Diamond Pool – ½%‡	• 15 Star Diamond Pool – ½%‡

‡Bonus pool shares ½% of total quarterly volume generated



