

# COACHING GUIDE FOR REVIEW OF LEADERSHIP PROMOTIONS AND NEW CLUB BONUSES

EFFECTIVE MAY 1, 2018

Our Company goal is to help our Representatives (Reps) **BUILD** a Healthy Juice Plus+® Business! Which follows the 4 elements of: Share, Build, Grow and Duplicate. Therefore, focus within our coaching will be to encourage activities and action steps that will get the best results to reflect: **Sharing** your Story and our Mission to create great customer acquisition and retention, as well as adding frontline Team; **Building** Team members using our Fast Track and Incentive Programs and the Compensation Plan; **Growing** Team by developing Width and Depth in Structure, Performance Bonus (PB) and Promote Out Bonus (POB) Qualified businesses, and increasing business measurements of Volume and Income growth; **Duplicating** these action steps throughout your business organization to create stability and a **Strong and Lasting Business!** We will monitor all aspects of these building blocks and support you in this process, as well as review each of these elements as you move through the promotion to the Leadership levels! Your success is our success, and we want the best business possible for You and your Team!

## SOME ADDITIONAL DETAILS THAT WILL BE REVIEWED BEFORE FINAL APPROVAL OF PROMOTIONS AND NEW CLUB BONUSES ARE:

1. No Promotion or Club Level bonuses will be Approved if there are any current or outstanding Internal Affairs issues or holds
2. Representative (Rep) must be adhering to all current "Rules for Operation of a Juice Plus+® Virtual Franchise" as found on the back of the Juice Plus+® Virtual Franchise Application for any recognition or bonuses
3. If applicable, Rep must be adhering to their Juice Plus+® Covenant to be eligible for Promotions or bonuses
4. No personally paying for downline or customer's orders on their behalf
5. No Transferring of orders, or placing of your personal or customer orders under your downline
6. No customer orders shipped to YOUR personal address, or any other address other than the customer's address
7. No transferring or moving of team members to "create" a leg in Qualification or Structure
  - a. PVC or Structure created from such transfers may not be applicable to the requirements for a Promotion and/or to create a PB qualifier for a "Club" qualifier
  - b. Moving of someone's own personal orders to themselves once they sign up to become a Rep is OK

We will review Pay in Full orders that are being used to "Push" PVC for the purposes of:

**(This would be for PIF orders outside the scope of normal, consistent business development)**

- a. To complete the required Payline PVC for Promotion
  - b. Completing required PVC for Performance Bonus (PB) Qualification
    - i. For purposes of Required line in PB Bonus for Promotion
    - ii. For purposes of Required Paid PVC to "create" a Rep in PB Bonus to complete a "Club" qualifier
  - c. Completing required PVC for Promote Out Bonus (POB) Qualifications
    - i. For purposes of Required line in POB Bonus for Promotion
  - d. **If Pay in Full orders are used for above purposes, this will affect approval of Promotion or approval of Qualifier for New Club Level Bonus**
8. For QNMD Promotion we would like to see a minimum of 8 lines promoted:
    - √ 3 lines promoted to SC or above (EFFECTIVE in first month)
    - √ 3 lines promoted to VF or above (one of the VF lines must be a 2000+ within past 6 mo. period)
    - √ 2 lines promoted to DD or above
  9. For NMD Promotion we would like to see a minimum of 10 lines promoted:
    - 5 lines promoted to SC or above (EFFECTIVE by second month)
    - 3 lines promoted to VF or above (one of the VF lines must be a 2000+ within past 6 mo. period)
    - 2 lines promoted to DD or above

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- ▶ **The above items will be reviewed in relation to both Promotions, AND the New Club Bonus Program**
- ▶ **ALL PROMOTIONS AND NEW CLUB LEVELS ARE REVIEWED BY COMMITTEE AND NO PROMOTION OR CLUB LEVEL IS OFFICIAL UNTIL FINAL APPROVAL BY THE JUICE PLUS+® COMPANY, LLC (The Company)**
- ▶ **No announcement through Social Media or any other outlet should be shared until official approval by The Company**

The Juice Plus+® Company, LLC, reserves the right to ALL FINAL APPROVALS of all promotion levels and bonus programs within the Juice Plus+® Company, LLC, Compensation Plan

Revised May 21, 2018