

# Shaklee Dream Plan Rewards and Requirements



| PERSONAL GROUP                               |       |   |  |          |                         |             |                    |                          |                                 |                 |                           |  |                              |                                     |  |
|--|-------|---|--|----------|-------------------------|-------------|--------------------|--------------------------|---------------------------------|-----------------|---------------------------|--|------------------------------|-------------------------------------|--|
| Volume                                       | Bonus | Pace Setter Bonus**<br>(one-time bonus) | DISTRIBUTOR/<br>ASSOCIATE  | DIRECTOR | SENIOR DIRECTOR         | COORDINATOR | SENIOR COORDINATOR | EXECUTIVE<br>COORDINATOR | SENIOR EXECUTIVE<br>COORDINATOR | KEY COORDINATOR | SENIOR KEY<br>COORDINATOR | MASTER COORDINATOR                       | SENIOR MASTER<br>COORDINATOR | PRESIDENTIAL MASTER<br>COORDINATOR† |  |
| 250  | 4%    |   |  |          |                         |             |                    |                          |                                 |                 |                           |  |                              |                                     |  |
| 500  | 8%    | \$50                                    |  |          |                         |             |                    |                          |                                 |                 |                           |  |                              |                                     |  |
| 1000   | 12%   | \$100                                   |  |          |                         |             |                    |                          |                                 |                 |                           |  |                              |                                     |  |
| 1500   | 14%   | \$150                                   |  |          |                         |             |                    |                          |                                 |                 |                           |  |                              |                                     |  |
| 2000+  | 20%‡  | \$200                                   |  |          |                         |             |                    |                          |                                 |                 |                           |  |                              |                                     |  |
| <b>Average of lowest 1/3*</b>                |       |   | \$164  | \$4,364  | \$6,929                 | \$10,493    | \$18,615           | \$29,797                 | \$40,626                        | \$57,794        | \$81,410                  | \$115,629                                | \$187,526                    | \$341,176                           |  |
| <b>Average*</b>                              |       |   | \$971  | \$10,760 | \$13,996                | \$22,487    | \$34,178           | \$48,666                 | \$62,408                        | \$96,909        | \$120,740                 | \$200,986                                | \$273,127                    | \$574,037                           |  |
| <b>Average of highest 1/3*</b>               |       |   | \$2,112  | \$19,708 | \$23,708                | \$38,144    | \$53,808           | \$72,142                 | \$87,722                        | \$145,562       | \$172,335                 | \$316,095                                | \$386,451                    | \$911,208                           |  |
| <b>Personal Volume</b>                       |       |   | 100  | 100      | 100                     | 100         | 100                | 100                      | 100                             | 100             | 100                       | 100                                      | 100                          | 100                                 |  |
| <b>Personal Group Volume</b>                 |       |   |  | 2000     | 2000                    | 2000        | 2000               | 2000                     | 2000                            | 2000            | 2000                      | 2000                                     | 2000                         | 2000                                |  |
| <b>Organizational Volume</b>                 |       |   |  |          |                         |             | 10,000             | 20,000                   | 30,000                          | 50,000          | 75,000                    | 100,000                                  | 200,000                      | 500,000                             |  |
| <b>Outside Organizational Volume</b>         |       |   |  |          |                         |             |                    |                          |                                 | 25,000          | 37,500                    | 50,000                                   | 100,000                      | 250,000                             |  |
| <b>Director Legs</b>                         |       |   |  |          | 1                       | 2           | 2                  | 3                        | 3                               | 4               | 5                         | 6  | 8                            | 10                                  |  |
| <b>Generation 1 + Infinity</b>               |       |   |  |          | 6%                      | 6%          | 6% + 2%            | 6% + 3%                  | 6% + 4%                         | 6% + 5%         | 6% + 6%                   | 6% + 7%                                  | 6% + 7.5%                    | 6% + 8%                             |  |
| <b>Generation 2 + Infinity</b>               |       |   |  |          | 3%                      | 4%          | 5% + 2%            | 6% + 3%                  | 6% + 4%                         | 6% + 5%         | 6% + 6%                   | 6% + 7%                                  | 6% + 7.5%                    | 6% + 8%                             |  |
| <b>Generation 3 + Infinity</b>               |       |   |  |          |                         |             | 4% + 3%            | 4% + 4%                  | 4% + 5%                         | 4% + 6%         | 4% + 7%                   | 4% + 7.5%                                | 4% + 8%                      |                                     |  |
| <b>Generation 4 + Infinity</b>               |       |   |  |          |                         |             |                    | 4% + 5%                  | 4% + 6%                         | 4% + 7%         | 4% + 7.5%                 | 4% + 8%                                  |                              |                                     |  |
| <b>Generation 5 + Infinity</b>               |       |   |  |          |                         |             |                    |                          | 3% + 7%                         | 3% + 7.5%       | 3% + 8%                   |  |                              |                                     |  |
| <b>Generation 6 + Infinity</b>               |       |   |  |          |                         |             |                    |                          |                                 | 3% + 7.5%       | 3% + 8%                   |  |                              |                                     |  |
| <b>Infinity</b>                              |       |   |  |          |                         |             |                    |                          |                                 |                 |                           |  |                              |                                     |  |
| <b>Infinity Check Match</b>                  |       |   |  |          |                         |             |                    |                          |                                 | 10%             | 15%                       | 20%                                      | 25%                          |                                     |  |
| <b>Presidential Bonus</b>                    |       |   |  |          |                         |             |                    |                          |                                 |                 |                           |  |                              | UP TO 1%                            |  |
| <b>Star Club Bonus</b>                       |       |   | Each month, help 3 new people get started with Shaklee as a Member or Distributor with a \$150+ order and earn a \$75 Star Club Bonus. Get an extra \$25 for every person who joins with a Prove It Challenge™. We'll reward you every time! |          |                         |             |                    |                          |                                 |                 |                           |  |                              |                                     |  |
| <b>Loyalty Bonus</b>                         |       |   | Earn up to \$1,500 each month - Be on Loyalty Rewards, help 3 new Distributors get on Loyalty Rewards, and help them do the same!  |          |                         |             |                    |                          |                                 |                 |                           |  |                              |                                     |  |
| <b>\$21K in 2021 - New Rank Advancement§</b> |       |   | Pace Setter  | \$500    | \$1,000                 | \$3,000     | \$6,000∞           | \$10,000∞                | \$12,000∞                       | \$21,000∞       | \$21,000∞                 | \$21,000∞                                | \$21,000∞                    | \$21,000∞                           |  |
| <b>Car Volume</b>                            |       |   |  |          | 5000                    | 7000        | 9000               |                          |                                 | 13,000          | 15,000                    |  | 23,000                       |                                     |  |
| <b>Car Bonus (per month)</b>                 |       |   |  |          | §225-§250               | §325-§375   | §400-§450          |                          |                                 | §450-§500       | §500-§600                 |  | §1400-§1500                  |                                     |  |
| <b>Incentive Trips/Celebrations</b>          |       |   |  |          | <b>Star Club Trip</b> → |             |                    |                          |                                 |                 |                           | <b>New Master Coordinator Ceremony</b> → |                              |                                     |  |

REQUIREMENTS

CASH

CARS

\*Average annual income for 2019 is based on the monthly amounts reported on Form MISC-1099 for all at that rank. The sum of these monthly averages is the figure reported above. Results will vary with effort. These earnings do not include costs to run a Shaklee Business. The only required cost is a \$49.95 join fee, which includes 3 months of personal website services. After 3 months, the personal website service is optional at \$14.95 a month. Shaklee Corporation does not guarantee that any particular income level will be achieved. New Distributors joining Shaklee in 2019 who have no earnings represent 17.1% of total Distributors (not included above). \*\*The Pace Setter Bonus Program rewards a new Distributor when they hit certain volume and active Distributor targets within their first few months as a Distributor. †Two Paid As Master Coordinator Legs are required. ‡Requires appointment to Director. §You may advance more than one rank in a given month, but only one rank may be earned at a time. The full maintenance is required for each rank (4 consecutive months) prior to the payment of the award and before you can start qualification for your next reward rank. You must increase your Organizational Volume (OV) for each month after the rank advancement over the month prior to the rank advancement. ∞Payment of bonuses at this rank requires that a minimum 50% of QOV (Volume Outside the Largest Leg) also be achieved and maintained. For full requirements, see the Statement of Privileges and Responsibilities of Shaklee Family Members and the Incentive Booklet at events.shaklee.com/dream-plan-details.

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