

## Shaklee Benefits Overview

### Preferred Member Benefits [and how they work]

#### Discount Pricing

Purchase at MP (Member Price), which is 15% less than SRP (Suggested Retail Price).

#### Special Offers

Take advantage of monthly special offers announced by Shaklee. Watch your email.

#### Referral Bonus **(This is a benefit for Members ONLY)**

You have a special link to give to others. If they order over \$100 using that link, they get \$10 off their order, and you get a \$10 credit for future purchases. You may refer an unlimited number of people (and earn an unlimited number of \$10 credits) using your special link.

#### Free or Flat-Rate Shipping

All orders \$150 and over (product costs before any tax) ship free. *5 and 30 gallon containers (typically ordered by farms and large businesses) are not included in this benefit.*

All orders under \$150 ship for \$8.

#### Loyalty Rewards

Orders of \$100 or more (before tax and shipping, if any) on a **Loyalty Order (AutoShip)** earn **Loyalty Points**, which can be exchanged for products on future orders. [[Video here](#)]

Earn **Loyalty Points** equal to 5% of your product purchase each month you continue your **Loyalty** order of at least \$100. You may change the contents and the date of the **Loyalty** orders whenever you want, but to continue accruing **Loyalty Points**, you must have at least one \$100 or more **Loyalty** order every month.

After 3 consecutive months with at least one **Loyalty** order of \$100 or more, you start earning 10% of your product purchase in points banked. After 6 consecutive months it goes up to 15% in points. That means by month 7, you will be getting 15 points that can be converted to product purchases (1 point = \$1) for every \$100 spent.

Whenever you have enough points to redeem for product(s) you want, you can use your points to purchase those products with any \$100 (or more) order. You will still need to keep the PAID amount of your **Loyalty** order at \$100 or more when you redeem your **Loyalty Points**, to continue accruing points at whatever Loyalty percentage you are at. The Free Products you get using **Loyalty Points** do not count towards the dollars spent on your order.

You can earn points on up to \$500 in products in a month (that would be 75 points if you are earning 15% in **Loyalty Points**). If you order more than that in a month, contact your Business Leader for a strategy to get points on over \$500 in orders in a calendar month.

You can have multiple **Loyalty** orders in a month, but only the ones that are \$100 or more will earn **Loyalty Points**.

**Loyalty** orders can process on any day of the month to earn **Loyalty Points**. If you want to place a **Loyalty** order after the 28<sup>th</sup> of any month, set it up to process on a future date, then after it is set up, go back to the **Loyalty** order and click the **Ship Now** button. It will then count as a **Loyalty** order, and will earn you **Loyalty Points** if it is \$100 or more in products. You may use the same strategy to place any order during the month as a **Loyalty** order. Just set it up for a future date, then go back to the **Loyalty** order and click the **Ship Now** button. **If you place an order without first setting it up as a Loyalty order (and then optionally returning to it and clicking the Ship Now button if you want to place it immediately), it will NOT count for Loyalty Points, as it will be a regular order, not a Loyalty order.**

If you miss a month of **Loyalty** ordering, you will lose all your accrued points and you can then start the program over from month one (5% earnings). This program rewards those who are *consistently ordering and using Shaklee products*, which is why it is called a **Loyalty Program**.

If you place an order of any size during any month where you do not have a \$100 (or more) **Loyalty** order, you will keep your accrued points, but must start over at 5% earnings on future **Loyalty** orders.

All **Loyalty Points** expire one year after being earned (EX: If you earn 30 points in December of 2020, those 30 points expire in December of 2021).

## **Birthday Gift**

Shaklee will add a free product to your \$100 **Loyalty** order placed in your Birthday month, if Shaklee has your birth date listed on your profile. Edit your profile to add it. Must be a Member for at least 30 days before Birthday month to receive this.

## **Distributor Benefits [and how they work]**

**Discount Pricing, Loyalty Points, Special Offers and Birthday Gift** as above, **except only Loyalty orders placed from the 1<sup>st</sup> to the 15<sup>th</sup> of the month earn Loyalty Points.** All the rest of the rules are the same. [[Video here](#)]

Many Distributors really act as Members, and do not consider themselves as having, or building, a business. They must still follow the rules as Distributors if they want to accrue **Loyalty Points** and place their **Loyalty** orders by the 15<sup>th</sup> of each month.

If Distributors place additional **Loyalty** orders after the 15<sup>th</sup> of the month, even if the order is over \$100, **Loyalty Points** are NOT earned on those orders. Multiple **Loyalty** orders of \$100 or more placed **by the 15<sup>th</sup>** will earn **Loyalty Points**.

To keep your PV higher, use your **Loyalty Points** to purchase Lower-PV-ratio products. [Here's a chart that shows the ratios.](#) We suggest using Point to buy products that have an under-65% ratio, and use dollars for the others.

## **Shipping Reward Points**

Instead of Free or \$8 Flat-rate shipping, Distributors accrue **Shipping Reward Points** on all their shipping costs, which means all shipping costs are redeemed for free products. You may combine your **Loyalty Points** and **Shipping Reward Points** when redeeming points.

**Shipping Reward Points** are accrued on ALL orders. If you miss a month of ordering, you lose your **Loyalty Points**, but you keep your **Shipping Reward Points**. **In essence, all Distributors get free shipping, but they get it as a refund in products.**

You may earn up to 25 **Shipping Reward Points** in any month, which would mean your Shipping/Handling costs would have been \$25, which means you personally would have purchased \$1250 in one month. If you spend more than this, contact your Business Leader for our strategy to get all your shipping costs covered.

## **Referral Bonus (This is a benefit for Members ONLY, but it also benefits YOU)**

When your sponsored Members give their special referral link to someone who orders, they are ordering through YOUR business! If the referral decides to become a Member or Distributor, they are in your group.

## **Business Booster Packs Discounted for New Distributors**

New Distributors get to purchase up to one of each of 6 available **Business Booster Packs** at 30% off Retail, which in most cases is a lower price than you, or anyone, can pay for these product packages. And the PV points are not reduced, just the cost of the packs. This is a great way to try more products when you are first getting started. New Distributors can only get this special pricing for the first 3 months they are a Distributor. [Here are the Booster Packs.](#) You will only see the discounted prices if you are within your first 3 months as a Distributor.

## **Earn Prove It Bonuses**

Distributors earn \$25 for each **Prove It Challenge** (or **Me+ology Challenge**) they personally sell (by sponsoring a new Preferred Member or Distributor).

If an existing personally-sponsored Member or Distributor who has never purchased a **Prove It Challenge** pack orders one, the sponsor earns \$25 but this does not count for the **Star Club** Bonus.

**Prove It Bonuses** are paid daily. So, if you sponsor someone with a **Prove It Challenge** pack by 4pm Pacific Time on Monday, you get the bonus into your checking account on Tuesday. If you have not set up Direct Deposit with Shaklee, or an existing Member orders a **Prove It Challenge**, you will get these bonuses with your monthly bonus check, around the 15<sup>th</sup> of the following month.

## **Star Club Bonus**

Distributors receive \$75 for each set of Starter orders of \$150 or more (not counting Distributorship fee or shipping) sold in a Calendar month. A **Prove it Challenge** pack is over \$150, and counts for this program (and all Starter orders with a Prove it Challenge included get free shipping on that complete order).

## **Earn Auto-Ship Bonuses**

[On this page you will find a list of products that qualify for a 10% discount when ordered via \*\*Loyalty ordering\*\*, and strategies on how to use those offers.](#) Some product packs

earn a virtual coupon that can be used on future **Loyalty** orders for products of up to \$100 Retail Price at a cost of only \$10 to you. This is a fantastic program to really lower your own product costs, especially when you figure your Bonuses, Price Differential and then add in your **Loyalty Points!**

### **Earn Volume Bonuses and Price Differential (Volume Discount)**

PV is a Point Value assigned to each product. When you have a group total of 250 PV (called PGV for Personal Group Volume) or more in a calendar month, you start earning bonuses. At 500 PGV, you can also start earning Price Differential, which is really a volume discount. You earn on all the volume in your group, including your own personal purchases. Here are the bonus percentages you earn, **as long as you have a minimum of 100 PV points on personally-placed orders under your own ID number** (Distributors are not required to have any orders to maintain Distributor Status, but must have at least 100 PV points to earn a bonus for any month):

PGV	Bonus %	Price Differential	Total Percentage
250	4%		4%
500	8%	17%*	25%*
1000	12%	17%*	29%*
1500	14%	17%*	31%*
2000	20%	17%*	37%* - Director!

PGV includes the orders everyone in your "downline" who is not a Director. Once you are at the Director position, you also receive bonuses based on the PGV of your "downline" Directors, which may be to infinite levels. \*Price Differential (Volume Discount) is actually the difference between DP (Director Price) and MP (Member Price), which can vary slightly from 17% of PV. Therefore, the Total Percentage is close, but not exact. There is no Price Differential on Prove It Challenge Packs, or Business Booster Packs when discounted to Distributors or Members; The discount they get IS the Price Differential and usually a bit more.

### **Why You Want at least 500 PGV (Personal Group Volume) Every Month, even if it is all Your Own Purchases**

When you have 500 Personal Group Volume, with at least 100 of it your own purchases, you earn Price Differential, which is a volume discount. ***This could mean getting a 34% discount on the products you use.*** We created a [video](#) and an [Excel Page](#) that explains

the dynamics of this. The video explains how to use the Excel page to understand the difference of before, versus after, reaching 500 PGV in a month.

## **Loyalty Bonuses**

[This program could earn you \$18,000 a year ***WITHOUT even having a business***]

Have a **Loyalty order** of \$150 or more (not including shipping/tax) and have 3 personally sponsored\* Distributors doing the same in the same month and earn **\$50 Loyalty Bonus**. Every month you have this same activity (even with the same people) earns you a **\$50 Loyalty Bonus**. [\*This program allows you to place people in legs of others in your group. You'll see why you may want to do that in the next two paragraphs!]

Every month you do the above, AND your 3 do the same (they have 3 each placing a **Loyalty Order** of \$150 or more), you earn a **\$250 Loyalty Bonus**.

Every month those 9 do the same (so now your 3 have 3 each, and those 9 have 3 each), you earn a **\$1500 Loyalty Bonus** (and you also will have a group volume of around or over 4,000 PGV - You can decide to be a Director, and you are already on track to earn your first expense-paid trip!)

## **Earn Leadership Bonuses [when you are a Senior Director or higher]**

Earn percentages from Shaklee based on the PGV of Directors you promote, as long as you are also a Director. Bonuses start at 6% on First Generation Directors and go higher as you reach higher positions.

## **Earn Infinity Bonuses [when you are a Senior Coordinator or higher]**

This is a patented program that truly pays to infinity. There's nothing like this anywhere else, and kicks in when you reach the Senior Coordinator position.

**Earn up to an extra \$21,000 when you reach new positions in 2021** (see online details on Shaklee.com) or watch [this video](#) on all the ways a Distributor can earn.

## **Earn Expense-Paid Trips**

Promote to Director and average 3,000 a month PGV for any 6 months in your first year at that position and earn an expense-paid trip for 2 to the San Francisco Bay Area for Shaklee's New Director Conference. There's a second-chance way to earn that trip also.

At Director position you can also earn an expense-paid five-star Star Club Trip for one or two, depending on your activity for the year.

At times, Shaklee offers special incentive travel only for Global Conference attendees.

At Key Coordinator position or higher you can earn additional days, special events and added excursions on the Star Club Trip.

### **Earn Quarterly Incentives**

Qualify for Star Club 3 times a quarter (Example: Jan-March = Q1), along with having 30 non-Members/Distributors complete a Me+ology Assessment from your link (every Distributor has a link, even without having a Personal Website), and have your own \$150 or more loyalty order, and you get the Quarterly Gift (Q1 2021 gift = Apple Watch SE).

### **Pace Setter Bonuses**

Have over 500 **Personal Group Volume** in the month you start, or the following month and earn an added \$50. Then 1000 PGV the next month earns you an added \$100. Then 1500 the following month earns \$150, and then 2000 the next month earns \$200.

### **Earn Car Payments**

You can earn car payments of \$225 a month when you reach the Senior Director position (you are a Director and you have promoted at least one Director from your Personal Group. That person can be at any level in your Personal Group). The amount of the payment goes up as you reach higher positions, and 3 years of payments is added each time you reach those positions. You may use the funds to purchase or lease a new car, an up-to-3-year-old Certified used car, or an existing up-to-one-year old car. If you cannot qualify for an auto purchase or lease, Shaklee has a program that guarantees the lease of a new car.

### **International Business Expansion**

There is plenty of opportunity right here in North America, but all Distributors may also build by sponsoring Members and Distributors in other countries Shaklee does business in. You can find out how in the Shaklee Back Office, Shaklee.com, when you log in to your account.