



FAQs - PM Compensation Plan

How can I become a Customer?

You can become a Customer by ordering product directly from a Team Partner or by making a purchase online through the Customer Direct Program (CDP). There is no cost to become a Customer.

How can I become a Team Partner?

You can become a Team Partner by ordering the Demo Starter Kit for \$99 (includes \$100 of FREE products). This kit contains a Demo Bag, sport bottle, 2 FitLine glasses, a spoon, and the two top-selling PM products to be used for doing demonstrations; Activize Oxyplus & Ultimate Young - The 3-minute facelift. You will also receive some business and product information. The Demo Starter Kit has no points.

What are the advantages of a Team Partner?

You can earn income! As a Team Partner, you are able to purchase PM products at a 20% discount. If you have a monthly recurring order (minimum 100 PV), you are able to earn an additional 10% discount, for a total of a 30% discount, and earn even more retail income! You are eligible to receive 20% on all the orders from registered customers that buy direct from PM. You can also receive an additional 3% - 5% Top-Retailer Bonus and a \$60 Pool Bonus for each new Pool Partner (purchase of a Demo Starter Kit and Pool Pack) you personally sponsor.

How can I become a Manager?

1st Option:

Generate a total of 1,500 points minimum within a calendar month.

2nd Option:

Position yourself as a Pool Partner by purchasing an Optimal Pack (Pool Pack) and become part of a Pool Qualification (1,500 points minimum) within a calendar month.





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How do I ensure I receive the commissions and bonuses as a fully qualified active Manager?

Achieve one of the following two options within a calendar month.

1st Option:

Have a minimum of 500 PV within a calendar month - Personal Volume. Also, have a minimum of 1,500 points total within a calendar month.

PV includes Personal Purchases, Retail Sales and Direct Customer Sales.

2nd Option:

Have a minimum 1,500 GV within a calendar month – Points in my group. GV includes all points/volume from Personal Sales, Retail Sales, Direct Customer Sales, Pool Partners (non-pool qualified), and downline Team Partner Sales (Volume from fully qualified active Managers, qualifying Managers, and higher in your downline are excluded).





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What are the advantages of being a fully qualified active Manager?

As a fully qualified active Manager, you can participate in multiple streams of income. You also can immediately receive Royalties on your first 3 Generations. Once you have a minimum of 5 fully qualified active Manager legs that are personally connected, you have full access to 6 Generations of Royalties.

As a fully qualified active Manager, you have full access to six simultaneous incomes:

1. Retail Income (30 – 40%)
2. TOP-Retailer Bonus (3 – 5%)
3. Wholesale Income (10%)
4. Pool Bonus (\$60 - \$120)
5. 6 generations of Royalties (3-5%)
6. Management-Bonus/TOP-Management Bonus (2-21%)

Once you achieve Manager, you are always a Manager by Title. You must be a fully qualified active Manager to be paid as a Manager and to receive the maximum discount. Your 30% fully qualified active Manager discount is applied immediately to orders you place. Should you place an order prior to being a fully qualified active Manager, you will receive a 20% discount until you are a fully qualified active Manager. Once you achieve the fully qualified active Manager status, you will receive a 10% rebate on all orders previously placed in that month.

Note: Existing Team Partners that have qualified as a Manager prior to June 8th, 2015, will keep their maximum discount for a period of 12 months from their join date.

What is Pool Qualification?

The Pool Qualification is the fastest way to get myself and my team into the Manager Position and earn fast income. For a Pool Qualification, a minimum of 1,500 points and one Optimal Pack (Pool Pack) purchase are required within the Pool Qualification. Your personal sales can count towards the minimum 1,500 points needed for Pool Qualification.

Pool Qualification and Pool Bonus as a Team Partner:

- Have at least one Optimal Pack (Pool Pack) and have a minimum of 1,500 points within that particular Pool Qualification.
- In the next month, all Pool Partners within this Pool Qualification will be Managers.
- As a Team Partner, you receive a \$60 Pool Bonus on each new Pool Partner you personally sponsor.
- The Pool Bonus is paid out weekly.

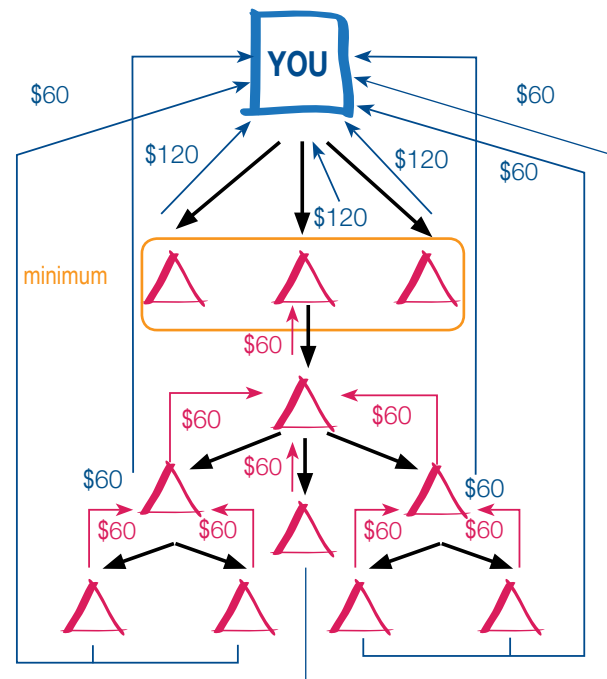
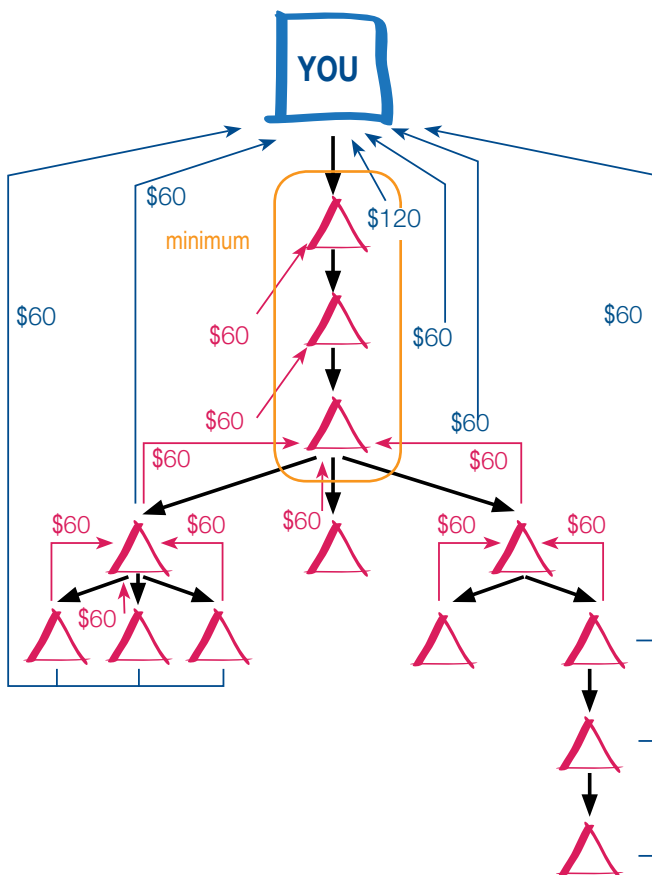
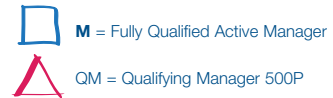


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Pool Qualification and Pool Bonus as a fully qualified active Manager:

- As a fully qualified active Manager, you can open a new Pool Qualification every month to qualify your team into the Manager position by enrolling a new Team Partner with an Optimal Pack (Pool Pack) and/or purchasing a Club 500 Pack.
- As a fully qualified active Manager, you will receive \$120 Pool Bonus on each personally sponsored Pool Partner and a \$60 Pool Bonus on every Pool Partner sponsored in your Downline to the next fully qualified active Manager. (Note: You must be a fully qualified active Manager to receive the \$60 Pool Bonus from the Pool Partners sponsored in your Downline to the next fully qualified active Managers.)
- For the purpose of determining the Pool Bonus only, the fully qualified active Manager status is based on the previous calendar month.
- The Pool Bonus is paid out weekly.

Examples Pool Qualification





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What is my Retail Income?

Your retail income, which you receive from your orders as a Team Partner, is 20% as a Team Partner, or 30% as a Manager! If you have a monthly recurring order (minimum 100 PV), you will receive an additional 10%.

What is my Wholesale Team Income?

As a fully qualified active Manager, you receive 10% on the sales of your Team Partners PV (Managers and higher qualifications from your downline are excluded).

How can I earn Fast Achievement Bonuses?

It's simple – the faster you grow your business, the more you can earn! The Fast Achievement Bonus is a revenue stream for Team Partners who want to earn even more income at PM-International. Achieve the following to earn up to \$9,250 in additional bonuses your first year!

- \$100 Bonus** à Achieve SM within your first full month
- \$200 Bonus** à Achieve MM within your first full month
- \$500 Bonus** à Achieve IMM within your first full month
- \$1,250 Bonus** à Achieve VP within first 3 full months
- \$2,500 Bonus** à Achieve EVP within first 6 full months
- \$5,000 Bonus** à Achieve PT within first 12 full months

FYI - Achieve SM, MM or IMM your first full month and qualify to receive one of the following additional bonuses; \$100 (SM), \$200 (MM) or \$500 (IMM).

You will receive your Fast Achievement Bonus payment the next time you confirm (achieve the same level or higher) your level. There is not time limit.

When and from whom do I receive my Royalties?

- You receive Royalties from the group volume (point value; 1 point = \$0.50 USD) of your fully qualified active Managers.
- You receive 5% Royalties from your 1st generation.
- You receive 3% Royalties from the 2nd and 3rd generations.
- With a minimum of 5 fully qualified active Manager legs that are personally connected you can earn an additional 3% Royalty on your 4th generation and 5% Royalties on the 5th and 6th generations.





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When do I receive the Management and the TOP-Management Bonus?

Beginning with the position of Sales Manager through Champion's League you receive the Management or TOP-Management Bonus from the complete sales of your structure (2% - 21%). In the position of Vice President, Executive Vice President, President's Team and Silver President's Team, you can even get 0.5% more if you have 4 qualified legs instead of the required 3.

NOTICE - The Management and TOP-Management Bonuses earned by your Team, will be deducted from your calculations.

For example: you are IMM (9%) and you have a Sales Manager in your direct downline who receives a 2% Management Bonus, you are therefore entitled to the difference from your 9% and his 2%, so you then receive 7% from his team.

When do I receive the TOP-Retailer Bonus and in which level?

Whenever you reach 2,500 points in personal sales per month, you get an additional 3% bonus of the point value. If you reach 5,000 points in personal sales, you receive 5% of the point value!

What are the Qualification Sales?

The Qualification Sales are the sales that are generated within the 1-6 generations of fully qualified active Managers in your downline.

When do I receive the Bonus for being a member of the TOP-Management?

At the TOP-Management levels (from Vice President), the corresponding Bonus will be paid after one qualifying month. So in the first month, after you qualify for the TOP-Management (not necessarily the following month), you will receive the corresponding Bonus.

When do I get paid?

The Pool Bonus is paid weekly and is based on a full week, which means Monday until Sunday at midnight and is paid on the following Wednesday.

All other bonuses and commissions are paid monthly and are always calculated on the 5th of the following month and paid on the 15th of that month. All commission and bonuses will be paid based on your level of achievement from the qualifying month.





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PM Office Gold

With a recurring order of at least 100 PV, I will receive the PM Office Gold for free! PM Office Gold is your personalized online tool to manage my PM business. All you need is access to the internet and your login information.

Here are some key features:

- Personalized website to sell FitLine and BeautyLine products
- Personalized Ultimate Young landing page & PM landing page
- Personalized Quick Start page to register new Team Partners
- Back Office with downline team info and analysis
- Free use of PM Mobile Apps (Apple & Android)
- Prospecting Tool
- Online commission statements
- And much much more

Without a recurring order of at least 100 PV in a calendar month, you can use the PM Office Gold for only \$5 a month. To get access to your PM Office Gold, you need to register at www.pm-start.com.

Definitions

PV = All points/volume from Personal Purchases, Retail Sales, and Direct Customer Sales.

GV = All points/volume from Personal Sales, Retail Sales, Direct Customer Sales, Pool Partners, and downline Team Partner Sales (Volume from Managers and higher in your downline are excluded).

