

# COMPENSATION PLAN OVERVIEW

The ACN® Opportunity has been designed to help you build a business that can produce immediate and long-term income. As a new Independent Business Owner (IBO), you should set yourself a goal to learn the Compensation Plan in detail. The better you understand it, the better you will make it work for you.

## POSITIONS & QUALIFICATIONS

With ACN® there is a starting position and seven earned positions. Team Trainers (TT) and above can qualify for earned positions by acquiring customers. Please refer to the overview below for more details.

## HOW YOU CAN EARN MONEY

- 1 RETAIL SALES
- 2 BONUSES
- 3 COMMISSIONS

## HOW TO ADVANCE TO EARNED POSITIONS

**QTT** QUALIFIED TEAM TRAINER

**5** Personal Points

You have a minimum of **5** Personal Points.

To become a Qualified Team Trainer you must have a minimum of **5** Personal Points.

*Minimum of 3 orders and 3 Points must come from services*

Success as an ACN® Independent Business Owner is not guaranteed, but directly influenced by an individual's efforts. No one is guaranteed income as an IBO and not all IBOs make a profit.

**ETT** EXECUTIVE TEAM TRAINER

You have a minimum of **5** Personal Points.

**2 QTT** legs (at any level) **OR** **15** Personal Points

Minimum of **3** orders and **3** Points must come from services

**Example:**

**ETL** EXECUTIVE TEAM LEADER

You have a minimum of **10** Personal Points.

**60** Total Points in your Team (Personal and Downline)

Minimum of **60** Team Points, up to **25** points per leg count towards qualification.

**Example:**

**TC** TEAM COORDINATOR

You have a minimum of **15** Personal Points.

**400** Total Points in your Team (Personal and Downline)

Minimum of **400** Team Points, up to **150** points per leg count towards qualification.

**Example:**

**RD** REGIONAL DIRECTOR

You have a minimum of **15** Personal Points.

You have a minimum of **15** personal points.

At least **2 TC's** and **1 ETL** in 3 separate legs at any level

**RVP** REGIONAL VICE PRESIDENT

You have a minimum of **15** Personal Points.

You have a minimum of **15** personal points.

At least **1 TC** in 4 separate legs at any level

**Minimum group 2,500 Points** (Maximum per leg 1,000 points)

**SVP** SENIOR VICE PRESIDENT

You have a minimum of **15** Personal Points.

You have a minimum of **15** personal points.

At least **2 RVP's**, **1 RD** and **3 TC's** in 6 separate legs at any level

**Minimum Monthly Downline Billings: £225,000** (limit: £90,000 per leg)

ETTs MUST MAINTAIN AT LEAST 5 PERSONAL POINTS, ETLs MUST MAINTAIN AT LEAST 10 PERSONAL POINTS, AND TCS AND ABOVE MUST MAINTAIN AT LEAST 15 PERSONAL POINTS TO RECEIVE EARNED POSITION COMPENSATION

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## TWO TYPES OF CABs

### OPEN LINE CABs

Bonuses you earn when IBOs in your organisation (who have not reached your earned position) help their newly sponsored TTs become qualified within their first 37 days.

### GENERATIONAL CABs

Bonuses that you earn when IBOs in your organisation (who have reached the same earned position as you) help their newly sponsored TTs become qualified within their first 37 days. The amount you receive depends on your earned position and the earned position held by the IBOs between you and the new QTT.

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### Customer Acquisition Bonuses - All Earned Positions

	ETL Executive Team Leader	TC Team Coordinator	RD Regional Director	RVP Regional Vice President	SVP Senior Vice President
Personally Sponsored	£ 60	£ 220	£ 260	£ 300	£ 320
Open Line	£ 60	£ 160	£ 40	£ 40	£ 20
1 <sup>st</sup> Generation	-	£ 40	-	£ 15	£ 15

You can earn a CAB if you sponsor a new TT and they acquire 5 Customer Points (To become a Qualified Team Trainer you must have a minimum of 5 Personal Points. A minimum of 3 orders and 3 Points must come from services) during their first 37 days. CABs are paid based on the position you hold once ACN® accepts the new IBO Contract.

ETT in 37 Days  
Open Line Bonus

**£ 200**

Paid to the ETT or above when a new IBO becomes qualified as an ETT with 2 QTT legs within their first 37 Days.

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*No compensation is earned at ACN® unless customers are acquired. Success as an ACN® IBO is not guaranteed, but directly influenced by an individual's specific efforts. No one is guaranteed income as an ACN® IBO and not all ACN® IBOs make a profit. A maximum of two accounts per customer and service from the same household (any household) count towards position qualification. Additional services for the same household will not count for qualification but only for commission.*

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## MONTHLY RESIDUAL EARNINGS COMMISSIONS (OVERRIDING COMMISSIONS)

Team Trainers upwards can earn commissions on customer purchases of Products and Services acquired in their downline. A Commissionable Value (CV) is assigned to each Product and Service. See the Product & Service Listing document for details. Commissions are calculated as a percentage of the CV. Commissions for products are paid in the following month while commissions for services are paid up to three months in arrears. The percentage earned varies depending on the level. Please see the table below for more information.

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Levels	Qualifications	Consumables	Services
Personal	All positions*	20%*	1-10%**
1	20 personal pts / ETT	3%	1/4%
2	20 personal pts / ETT	3%	1/4%
3	20 personal pts / ETT	3%	1/4%
4	30 personal pts / ETL	4%	1/2%
5	30 personal pts / ETL	6%	1%
6	40 personal pts / TC	8%	2%
7	40 personal pts / TC	10%	7%
Open Line TC	TC or above	2%	1/2%
Open Line RD	RD or above	4%	1%
1st Generation RD	RD or above	2%	-
Open Line RVP	RVP or above	5%	1 1/2%
1st Generation RVP	RVP or above	3%	1%
2nd Generation RVP	RVP or above	2%	1/2%
Open Line SVP	SVP	4%	1%
1st Generation SVP	SVP	2%	1/2%

\* Retail orders only.

### \*\*Personal Commissions

As you acquire personal customers you qualify to earn between 1% and 10% of their monthly bills. This percentage is based on your total number of Personal Customer Points.

1-19	Personal Points	=	1%
20-29	Personal Points	=	3%
30-39	Personal Points	=	5%
40+	Personal Points	=	10%

**Important note: customers acquired in other countries are based on that country's compensation plan. Monthly billings are reported two to three months in arrears.**