

COACH COMPENSATION PLAN



SUPER-STAR DIAMOND

Move-Up Requirement: You + Fifteen Qualified Diamond Coaches* • Minimum 5 in each Leg, plus 5 anywhere else • 50PV each

Benefits: 10-Star Diamond benefits, plus...
ADD additional 1/2% Quarterly Diamond Bonus Pool



10-STAR DIAMOND

Move-Up Requirement: You + Ten Qualified Diamond Coaches* • 5 in each Leg • 50PV each

Benefits: 5-Star Diamond benefits, plus...
ADD additional 1/2% Quarterly Diamond Bonus Pool



5-STAR DIAMOND

Move-Up Requirement: You + Five Qualified Diamond Coaches* • 3 in one Leg and 2 in the other • 50PV each

Benefits: 2-Star Diamond benefits, plus...
ADD additional 1/2% Quarterly Diamond Bonus Pool



2-STAR DIAMOND

Move-Up Requirement: You + Two Qualified Diamond Coaches* • 1 each in your Right and Left Legs • 50PV each

Benefits: Diamond benefits, plus...
Start new CBCs • Participate in 1/2% Quarterly Diamond Bonus Pool



DIAMOND

Move-Up Requirement: You + Two Qualified Emerald Coaches* • PLUS 3 Active Coaches* each in Right and Left Legs • 50PV each

Benefits: Ruby benefits, plus... Earn Maximum Cycle Bonus: Up to \$22 – \$25
• Cycle More Every Day: 150 Total Daily Cycles • 10% Matching Check Bonus



RUBY COACH

Move-Up Requirement: You + Two Qualified Emerald Coaches* • 50PV each

Benefits: Emerald benefits, plus...
Bigger Cycle Bonus: Up to \$19 – \$22 • Cycle More Every Day: 75 Total Daily Cycles • 5% Matching Check Bonus



EMERALD COACH

Move-Up Requirement: You + Two Active Coaches* • 50PV each

Benefits: Coach benefits, plus...
Eligible to qualify for Customer Lead Program¹
Earn Cycle Bonus: Up to \$15 – \$19/Total Daily Cycles: 40



COACH

Set-Up Requirement: Join \$39.95² • Business Services Fee \$14.95/mo • Active with 50PV

Benefits: Coach Web site • Great Training • Get Paid Weekly
Commissions: on Customer Orders 25% • on Club Member Orders 15% • on Club Dues 50%

Bonuses: Showcase Bonus \$50 • Showcase Pack Sponsor Bonus \$5

* Personally Sponsored

1. See Customer Lead Program document in the Training section of Coach's Corner in your online office for full requirements

2. \$39.95 includes 1st month of Business Services Fees

TERMS TO LEARN

COACH BUSINESS CENTER (CBC) This is your position in the network structure. Think of it like your Coach account with Beachbody. All of your business activity is accounted for in the Coach Business Center.

BUSINESS SERVICES FEE A monthly service fee that supports your online office tools and personal Web site. You must remain current on all Business Services Fees to receive commission and bonus payments.

BONUS VOLUME (BV) Bonus Volume is the point value assigned to a product, which Beachbody uses to calculate and pay bonuses.

PERSONAL VOLUME (PV) Personal Volume represents the BV points earned by your CBC from your purchases combined with the purchases made by customers through your Web site.

TEAM VOLUME (TV) Team Volume is the BV points accumulated by a Coach Business Center's downline team of Coaches. Both personally sponsored and non personally sponsored Coach activity counts toward your Team Volume.

ACTIVE STATUS You achieve Active Status when you have earned a minimum of 50 Personal Volume points within the last 35 days as a Beachbody Coach.

BONUS PAY PERIOD Bonuses are calculated based on order activity within a 7-day period. Please refer to the online version of the Coach Policies and Procedures located in Coach's Corner for exact beginning and ending days.

TEAM CYCLE BONUS (TCB) Every time an Active and Qualified Emerald, Ruby, or Diamond CBC accumulates 360 Team Volume Points, with at least 1/3 of those points in one leg, a cycle occurs, generating a Team Cycle Bonus payment to the CBC. This can happen multiple times each day.

CARRYOVER VOLUME This is an exciting feature of the plan; after you complete a Team Cycle Bonus, any excess Team Volume not associated with the completed cycle can be carried over and applied toward the next cycle calculation. This process can continue until you reach a Master Cycle.

MASTER CYCLE (MC) A Master Cycle occurs every time a CBC reaches a total of 300 consecutive paid cycles. When the 300th cycle has been paid, the cycle counter resets and the CBC carries forward up to 5,000 TV in the CBC's strong leg and all TV in the CBC's weak leg.

MATCHING CHECK BONUS (MCB) As you step up to Ruby Coach or Diamond Coach status and you personally sponsor other Emerald or higher-level Coaches, you can earn a 5 to 10% Matching Check Bonus on the weekly Team Cycle Bonus checks earned by them. Every time one of your Coaches cycles and gets paid, so can you!

COACH ACHIEVEMENT RANKS: There are a total of eight (8) Coach achievement ranks in the Coach Compensation Plan.

COACH This is the first level of the Coach Compensation Plan.

EMERALD COACH An Active Coach who personally sponsors one active Coach (50 PV) in each of their left and right Coach legs.

RUBY COACH An Active Coach who develops and maintains one personally sponsored Emerald Coach or higher in each of his or her left and right Coach legs.

DIAMOND COACH An Active Coach who sponsors and maintains a total of eight (8) personally sponsored Active Coaches between his or her left and right Coach legs, with at least one Emerald Coach (or higher rank) and three active Coaches in each leg.

2-STAR DIAMOND COACH An Active Diamond Coach who has personally sponsored at least two Diamond Coaches—one Diamond Coach in his or her right Coach leg and one Diamond Coach in his or her left Coach leg.

5-STAR DIAMOND COACH An Active Diamond Coach who has personally sponsored five other Diamond Coaches—two Diamond Coaches in one Coach leg of his or her CBC and three Diamond Coaches in the other Coach leg.

10-STAR DIAMOND COACH An Active Diamond Coach who has personally sponsored 10 Diamond Coaches, with five Diamond Coaches in one Coach leg of his or her CBC and five Diamond Coaches in the other Coach leg.

SUPER-STAR DIAMOND COACH An Active Diamond Coach who has personally sponsored 15 Diamond Coaches, with five Diamond Coaches in one Coach leg of his or her CBC and five Diamond Coach in the other Coach leg of his or her CBC, plus five more Diamond Coaches anywhere in his or her Beachbody downline organization.