



# REDUCED SUCCESSPLAN QUALIFICATION PROGRAM

## Effective until January 2013

Arbonne is helping you build your business with Reduced Qualifications! Qualifications for District, Area, Region and Nation titles have been reduced by 20%. Take advantage of this opportunity to promote to Manager or Vice President at reduced qualification levels.

Rank	Regular Qualification Levels (QV)	Reduced Qualification Levels (QV)
District	2,500	2,000
Area	10,000	8,000
Region	40,000	32,000
Nation	160,000	128,000

**District Manager:** A minimum of 800 Personal Qualifying Volume (PQV) or 2,000 Qualifying Volume (QV), plus 4,800 QV in one month, 4,800 QV in two months or 6,000 QV in three months

**Area Manager:** 19,200 QV in two months or 24,000 QV in three months

**Regional Vice President:** 76,800 QV in two months or 96,000 QV in three months

**National Vice President:** 307,200 QV in two months or 384,000 QV in three months

This reduction applies to one-, two- and three-month qualification requirements and related programs, such as Pick-up Credits, Promotion Credits and the maximum volume allowed from each 1st Generation in the qualification process.

The Reduced Successplan Qualification Program does not apply to bonus requirements such as Manager and VP Cash Bonuses or the Mercedes-Benz Cash Bonus Program.

Please review the following pages for more information and Frequently Asked Questions (FAQs).

# QUALIFICATIONS

## District Manager

### One-, two- or three-month qualification options:

- When you accumulate 800 PQV — your personal sales — or 2,000 QV in a month, you will automatically enter into qualification for District Manager.

### and to complete qualification:

- 4,800 QV in one month, 4,800 QV over two consecutive months, or 6,000 QV over three consecutive months.
- QV will be accumulated over the entire qualification period.
- Minimum 2,000 QV in the last month of the qualification period.
- Minimum 800 PQV accumulated in the qualification period.
- If applicable, Pick-up Credit of 500 QV for one or more personally sponsored, promoted, paid-as District Manager or above, 1st Generation, each month.

## Area Manager

### Two- or three-month qualification options:

- 19,200 QV over two months or 24,000 QV over three months.
- Minimum 8,000 QV in the first and the last month of the qualification period, and
- Minimum 2,000 QV in Central District each month of the qualification period.
- QV will be accumulated over the entire qualification period.
- If applicable, Pick-up Credit of 2,000 QV for one or more promoted, paid-as Area Manager or above, 1st Generation District, each month.
- Maximum 8,000 QV from each 1st Generation paid-as District Manager's entire SuccessLine, excluding volume from 1st Generation Districts' promoted-out Area Managers, during the qualification period. If your 1st Generation District Manager promotes to Area Manager during your qualification period, the 2,000 QV Pick-up Credit is included in the maximum 8,000 QV that may be counted over the qualification period.

## Regional Vice President

### Two- or three-month qualification options:

- 76,800 QV over two months or 96,000 QV over three months.
- Minimum 32,000 QV in the first and the last month of the qualification period.
- QV will be accumulated over the entire qualification period.
- If applicable, Pick-up Credit of 8,000 QV for one or more promoted, paid-as Regional Vice President or above, 1st Generation Area, each month.
- Maximum 32,000 QV from each 1st Generation, paid-as Area Manager's SuccessLine, excluding volume from 1st Generation Areas' promoted-out Regional Vice Presidents, during the qualification period. If your 1st Generation Area Manager promotes to Regional Vice President during your qualification period, the 8,000 QV Pick-up Credit is included in the maximum 32,000 QV that may be counted over the qualification period.

## National Vice President

### Two- or three-month qualification options:

- 307,200 QV over two months or 384,000 QV over three months.
- Minimum 128,000 QV in the first and the last month of the qualification period.
- QV will be accumulated over the entire qualification period.
- If applicable, Pick-up Credit of 32,000 QV for one or more promoted, paid-as National Vice President, 1st Generation Region, each month.
- Maximum 128,000 QV from each 1st Generation, paid-as Regional Vice President's SuccessLine, excluding volume from 1st Generation Regions' promoted-out National Vice Presidents, during the qualification period. If your 1st Generation Regional Vice President promotes to National Vice President during your qualification period, the 32,000 QV Pick-up Credit is included in the maximum 128,000 QV that may be counted over the qualification period.

## Promotion Credits

Available to Regional and National Vice Presidents who have promoted-out Regions and Nations from their Central Regions and Nations, respectively. These Promotion Credits are automatically added to Central Region and Nation volume on a monthly basis.

- For each RVP promoted-out from your Central Region, 8,000 QV counts toward monthly QV maintenance requirement.
- For each NVP promoted-out from your Central Nation, 32,000 QV counts toward monthly Nation QV maintenance requirement.



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## FREQUENTLY ASKED QUESTIONS (FAQs)

**Q: When does this Reduced SuccessPlan Qualification Program end?**

**A:** The Reduced SuccessPlan Qualification Program will be in effect until January 2013. When the program ends, the maintenance and qualification requirements will return, so we encourage you to promote under the Reduced SuccessPlan Qualification Program and continue your focus and activity to build your organization to the original maintenance levels.

**Q: Is the Reduced SuccessPlan Qualification Program applied to both maintenance and qualifications for Managers and VPs?**

**A:** Yes. The Reduced SuccessPlan Qualification Program is applied to both maintenance and qualifications for Managers and VPs.

**Q: Does qualification for the Mercedes-Benz Cash Bonus Program temporarily change with the Reduced SuccessPlan Qualification Program?**

**A:** No. The Reduced SuccessPlan Qualification Program does not apply to bonus requirements such as the Mercedes-Benz Cash Bonus Program. Managers and Vice Presidents are eligible for the Mercedes-Benz Cash Bonus Program per the performance levels outlined in the current SuccessPlan Policies & Procedures Manual.

**Q: Does qualification to receive my Manager and/or VP Cash Bonus temporarily change with the Reduced SuccessPlan Qualification Program?**

**A:** No. The Reduced SuccessPlan Qualification Program does not apply to bonus requirements such as Manager and VP Cash Bonuses. Managers and Vice Presidents are eligible for Cash Bonuses per the performance levels outlined in the current SuccessPlan Policies & Procedures Manual.

**Q: Will I still receive recognition gifts for promoting?**

**A:** Yes. If you qualify under the Reduced SuccessPlan Qualification Program, you will receive the same recognition gifts as those who qualified with the current SuccessPlan Policies & Procedures Manual.

**Q: Is the Reduced Successplan Qualification Program available in all countries?**

**A:** Yes. This limited-time qualification program is available in all countries and will be effective until further notice. Please refer to each country's Reduced SuccessPlan Qualification Program for country-specific details.

**Q: What is the monthly PQV requirement?**

**A:** You must maintain 150 PQV in order to receive your bonuses and overrides.