1 Challenge Pack Bonuses & Commissions
One of the best ways to grow your business is to invite new customers and Coaches to your Beachbody Challenge Group on BODgroups with a Challenge Pack. Earn up to 35% for each Challenge Pack sold. Each time you sell your customer a non-Challenge Pack product from Team Beachbody, you’ll most often earn a 25% commission.* Please see FAQ 2466 and 2033 for more information.

2 Team Cycle Bonus
Earn from the sales of your entire downline organization (Binary Plan). Cycle whenever you have 300 Balanced Volume Points. Earn between $14 and $18 each cycle, and up to $12,000 each week, depending on rank.

3 Matching Bonus
Earn 5% or 10% on your Personally Sponsored Coaches’ Team Cycle Bonus.

4 Star Diamond Bonus
2 Star Diamonds and above are eligible to participate in four (4) Star Diamond Bonuses, paid out quarterly. Payouts are based on all volume generated by all Coaches in that quarter and divided among all qualified Coaches for each pool.

See Coach Policies & Procedures/Compensation Plan for all ways to earn.

*Bonus pool shares ½% of total quarterly volume generated. Please see FAQ 8080 for more information.
Team Beachbody Coach Rank Requirements

<table>
<thead>
<tr>
<th>Rank Requirements</th>
<th>Coach</th>
<th>Emerald</th>
<th>Ruby</th>
<th>Diamond</th>
<th>1–15 Star Diamond</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personal Volume Requirement</td>
<td>50</td>
<td>50</td>
<td>75</td>
<td>100</td>
<td>200</td>
</tr>
<tr>
<td>Organization Requirement</td>
<td>0</td>
<td>1 active Coach per leg</td>
<td>1 Emerald Coach per leg, 1 add’l Active Coach per leg</td>
<td>1 Emerald Coach per leg, 3 add’l Active Coaches per leg</td>
<td>See Compensation Plan for Star Diamond Organization Requirements</td>
</tr>
</tbody>
</table>

### Definitions

**Retail Volume (RV):** Retail Volume is a value assigned to each product in order to calculate Commissions in Bonus Points. It is equal to current US retail price for each product.

**Personal Volume (PV):** Accrues from all sales activity that the Coach initiates.

**Team Volume (TV):** Accrues from sales activity initiated by a Coach’s downline Coaches.

A Beachbody Challenge Group is a group of people who have committed to getting healthy by participating in a Beachbody workout program and engaging with the group on BODgroups. Through fitness, nutrition, peer support, and accountability, a Challenge Group plays a key role in helping your customers achieve their goals.

A Beachbody Challenge Pack is everything your customers need to reach their nutrition and fitness goals, at a significant discount. Most Challenge Packs include an annual Beachbody On Demand® membership, Shakeology and/or one or more of Beachbody’s other premium nutrition products, and the support of a Team Beachbody Coach.

Watch the Compensation Program Training Videos in the Training section of the Coach Office for more information.

Beachbody does not guarantee any level of success or income from the Team Beachbody Coach opportunity. Each Coach’s income depends on his or her own efforts, diligence, and skill. See our Statement of Independent Coach Earnings.