1. **Challenge Pack Bonuses & Commissions**

One of the best ways to grow your business is to invite new customers, Preferred 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.

### Example: What happens when you sell 3 Shakeology Challenge Packs per month.

<table>
<thead>
<tr>
<th>Team Cycle Bonus</th>
<th>Commissions</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CP PACK</strong></td>
<td><strong>Month 1</strong></td>
</tr>
<tr>
<td></td>
<td>3x50</td>
</tr>
<tr>
<td><strong>SKG</strong></td>
<td>$9744</td>
</tr>
<tr>
<td><strong>Total Commissions</strong></td>
<td>$150</td>
</tr>
</tbody>
</table>

*40% commission is paid against Beachbody On Demand memberships sold to your customers. *Calculated based on Retail Volume.

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.

Please see FAQ 1466 for more information.

3. **Matching Bonus**

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

Please see FAQ 1529 for more information.

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.

### BONUS POOLS

- 2 Star Diamond Pool – ½%
- 10 Star Diamond Pool – ½%
- 5 Star Diamond Pool – ½%
- 15 Star Diamond Pool – ½%

*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><strong>Personal Volume Requirement</strong></td>
<td>50</td>
<td>50</td>
<td>75</td>
<td>100</td>
<td>200</td>
</tr>
<tr>
<td><strong>Organization Requirement</strong></td>
<td>0</td>
<td>1 active Coach or Preferred Customer per leg</td>
<td>1 Emerald Coach or Preferred Customer per leg</td>
<td>1 Emerald Coach or Preferred Customer 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.

Earning Volume (EV): Accrues from all sales activity initiated by your customers and your Preferred Customers. It is used to determine eligibility for a Team Cycle, Matching, and Star Diamond bonus.

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

Preferred Customer: A purchaser of Beachbody products or membership services, including but not limited to the Preferred Customer Membership Fee. Each Preferred Customer is assigned to a Coach and is also placed in the Genealogy. However, they may not sign up Coaches or other Customers. Further, Preferred Customers cannot receive Commissions or Bonuses.

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 Taining 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.