

COMPENSATION PLAN HIGHLIGHTS (CA)



1 Total-Solution 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 e} ,l yd} y.,y} | Pack. Earn up to 35% for each Total-Solution Pack sold.

Each time you sell your customer a non-e} ,l yd} y.,y} | Pack product from Team Beachbody®, you'll most often earn a 25% commission.* Please see [FAQ 2466](#) and [2033](#) for more information.

	Commission Earned
e} ,l yd} y.,y} Packs	Bonus Points 38–150
Retail	25*
Memberships†	40*

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

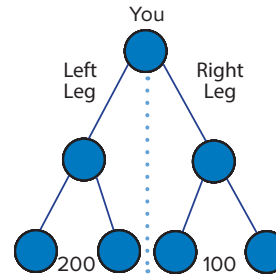
Example: What happens when you sell 3 Annual BOD & Shakeology® e} ,l yd} y.,y} | Packs per month.

	Commissions		
	Month 1	Month 2	Month 3
TS PACK	3x50 150	3x50 150	3x50 150
SKG		97 ⁴⁴	97 ⁴⁴
SKG			97 ⁴⁴
Total Commissions	150	247 ⁴⁴	344 ⁸⁸

TS PACK = e} ,l yd} y.,y} | Pack, SKG = Shakeology

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 Bonus Points each cycle, and up to 12,000 Bonus Points each week, depending on rank.



1 CYCLE = 300 Balanced Volume Points
200 Strong Leg/100 Weak Leg

	Coach	Emerald	Ruby	Diamond	1 Star	2 Star	3 Star	4 Star	5 Star	6 Star	7 Star	8 Star	9 Star	10–15 Star
Team Cycle Bonus	NA	14 per cycle, up to 250 per week	16 per cycle, up to 1,000 per week	18 per cycle, up to 2,000 per week	18 per cycle, up to 3,000 per week	18 per cycle, up to 4,000 per week	18 per cycle, up to 5,000 per week	18 per cycle, up to 6,000 per week	18 per cycle, up to 7,000 per week	18 per cycle, up to 8,000 per week	18 per cycle, up to 9,000 per week	18 per cycle, up to 10,000 per week	18 per cycle, up to 11,000 per week	18 per cycle, up to 12,000 per week

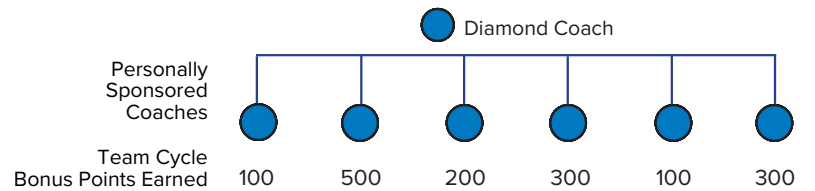
Please see [FAQ 1466](#) for more information.

3 Matching Bonus

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

	Coach	Emerald	Ruby	Diamond & Above
Matching Bonus	NA	NA	5%	10%

Please see [FAQ 1529](#) for more information.



1,500 total Team Cycle Bonus Points earned by PS Coaches = 150 Matching Bonus Points to Diamond Coach

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.

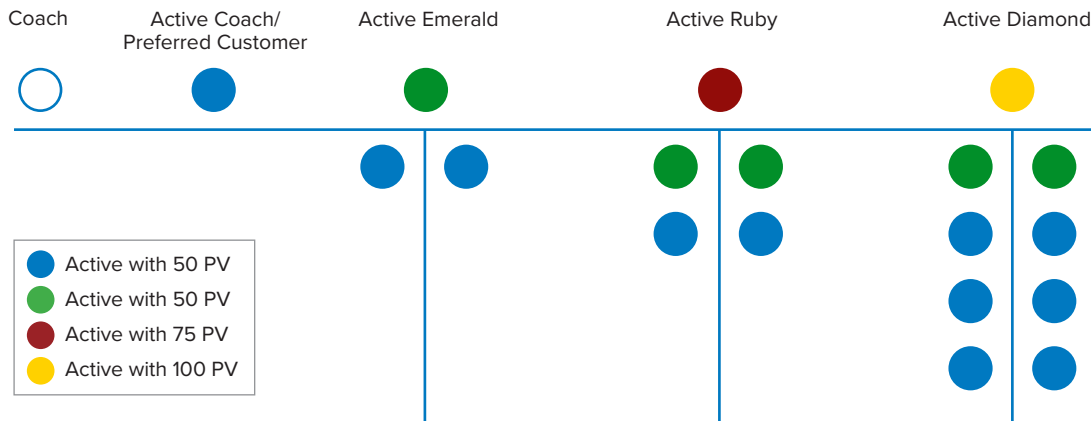
BONUS POOLS	
• 2 Star Diamond Pool – ½%†	• 5 Star Diamond Pool – ½%†
• 10 Star Diamond Pool – ½%†	• 15 Star Diamond Pool – ½%†

†Bonus pool shares ½% of total quarterly volume generated.
Please see [FAQ 8080](#) for more information.



Team Beachbody Coach Rank Requirements

Rank Requirements	Coach	Emerald	Ruby	Diamond	1–15 Star Diamond
Personal Volume Requirement	50	50	75	100	200
Organization Requirement	0	1 active Coach or Preferred Customer per leg	1 Emerald Coach per leg, 1 add'l Active Coach or Preferred Customer per leg	1 Emerald Coach per leg, 3 add'l Active Coaches or Preferred Customers per leg	See Compensation Plan for Star Diamond Organization Requirements



Please see [FAQ 1512](#) for more information.

Definitions

Bonus Points (BP): Points used to determine commissions/bonuses to be paid to a Coach each Bonus Earning Period. Bonus Points are a universal currency (1 Bonus Point is equal to 1 US Dollar) to which the Company multiplies a currency conversion rate (see [FAQ 976](#) for more details) to determine the amount paid to a Coach.

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.

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](#).