



# District Dreamin'



## Dare to Dream!

**Incentive Period: 1st June through 31st October 2018 (open to all Consultants)**

**Consultants:** This is your dream opportunity to reach for District Manager! You can earn extra cash to use for whatever you want – like attending AAC 2018. If you're really up for a challenge, strive for the next level: California Dreamin'!

**DMs and above:** Paint a big dream for your team and mentor your Consultants to growth. When they earn the District Dreamin' Cash Bonus, you earn a Mentoring Bonus! If you do it FOUR times, pack your bags because you'll be on your way to Southern California for California Dreamin'!

You Do	You Get
<p><b>ICs at the Consultant Level as of 1st June 2018</b></p> <p><b>First*</b> Sponsor 2 new ICs who have a Start Date in June, July or August 2018 and who each achieve 500 PQV in their Start Period.</p> <hr/> <p><b>Then</b> Promote to District Manager as of 1st July, 1st August, or 1st September 2018</p>	<p><i>District Dreamin'</i></p> <p><b>\$250 Bonus</b> to New District Manager</p> <p>AND</p> <p><b>\$250 Mentoring Bonus</b> to Direct Promoting Manager</p>
<p><b>New ICs with a Start Date in June, July or August 2018</b></p> <p><b>First*</b> Sponsor 2 new ICs and who each achieve 500 PQV in their Start Period.</p> <hr/> <p><b>Then</b> Promote to District Manager within your Start Month + two full months.</p> <p>Start in June must promote by 1st September 2018            Start in July must promote by 1st October 2018            Start in August must promote by 1st November 2018**</p>	
<p><b>Earn Mentoring Bonus 4x</b></p> <p>Be the Promoting Manager to FOUR different new DMs promoted out from your Central District who earn the District Dreamin' Bonus.</p>	<p><i>California Dreamin'</i></p> <p>The trip of your Golden State dreams awaits you!            Experience the best of Southern California at a magical time, 6th–9th December 2018</p>

\*Sponsoring must occur **before** your promotion to District Manager.

\*\*Start Period is the Start Month plus one full month. When you sponsor a new IC with a Start Date in October, they will only have until 31st October 2018 to complete their qualifying 500 PQV, as that is the end of the incentive period.

## What else you need to know:

- This incentive is global. All can participate.
- Requirement for 500 PQV for newly sponsored ICs is cumulative in the Start Period (Start Month plus one full month).
- Bonuses will be paid out in the override payments the following month.
- Promoting Manager is the first upline Manager or Vice President who is paid at District Manager or above.
- Beginning 11th June 2018, track your progress in My Office > My Trackers > All Incentives.
- You must sponsor new ICs **before** you promote to DM for them to count. The new ICs have their full Start Period to achieve 500 PQV, even if the Start Period ends after your promotion.

## California Dreamin' Trip includes:

- Round-trip airfare from your hometown to Los Angeles
- Ground transportation to and from airport
- 3-night stay (double occupancy) at a four-star Southern California hotel
- Arbonne Welcome Reception
- Tour of Home Office followed by an afternoon in Laguna Beach and an oceanside dinner
- Tiffany & Co. exclusive shopping experience, including a \$1,000 Tiffany & Co. gift card
- Special dinners with Chief Executive Officer Kay Zanotti, Chief Sales Officer Ashely Good, and Managing Director Stian Mørck

## Frequently Asked Questions

### Q. Do re-promotes count for this incentive?

A. Yes, as long as the new DM had a Recognition Title of Consultant as of June 1, 2018.

### Q. Do upgrades from Preferred Client to Independent Consultant count?

A. Yes, upgrades will count as a new IC. Only the purchases made from the date of the upgrade and through the end of their Start Period count toward the 500 PQV requirement.

### Q. What happens if I sponsor two new ICs who achieve 500 PQV in their Start Period and then I promote in the same month? Does that count?

A. Yes, as long as the sponsoring requirement is met by the effective date of the promotion.

### Q. What happens if I sponsor two new ICs who achieve 500 PQV in their Start Period and then one of my newly sponsored ICs promotes to District Manager at the same time I promote to DM?

A. In this situation, you would receive both the bonus for promoting and the bonus for being the promoting manager.

### Q. If my Start Date is in August and I sponsor my two new ICs in October (my second full month), will they still have their Start Period to achieve their qualifying 500 PQV?

A. No, the incentive period ends 31st October. They will have only their Start Date through 31st October in this example.

## What else you need to know about the California Dreamin' Trip:

- The Home Office will conduct an audit to confirm the final results of the incentive. After that is completed, the Events team will contact the achievers to make travel arrangements.
- The California Dreamin' Incentive only covers costs associated with the Independent Consultant achiever who has earned the trip. Accommodations and arrangements will not be made for guests to attend the included events.
- This trip is not transferable. If you earn the trip and you are not able to attend, the trip is forfeited.



## Examples

**Janet has a Start Date of 10th July 2018**, and she sponsors new Independent Consultants David in July and Sally in August. Both of these new Consultants achieve the 500 PQV in their Start Period. Janet promotes to DM as of 1st October. Janet will earn the \$250 Bonus, which is paid out in October, and her promoting manager will also earn the \$250 Mentoring Bonus.

**Jerry has a Start Date of 4th May 2018**, and has the Recognition Title of Consultant as of 1st June 2018. He sponsors new Independent Consultant Sam in June, who achieves 500 PQV in his Start Period. Jerry promotes to DM as of 1st August, and then during the month of August, sponsors new IC Alice, who achieves 500 PQV during her Start Period. Jerry will not receive the Bonus, as the two new ICs must have a Start Date prior to his promotion date and Alice's Start Date was after his promotion.

**Mary has a Start Date of 5th December 2017**, and her Recognition Title as of 1st June 2018 is Consultant. She sponsors new Independent Consultants Sue and Debbie in the month of June. Sue achieves 500 PQV in the month of June, and Mary promotes to District Manager as of 1st July. Debbie achieves 500 PQV in the month of July, which is still within her Start Period. After the close of July, Mary will receive her \$250 Bonus in the August payments for her July business, and her Promoting Manager will receive a \$250 Mentoring Bonus at the same time.

## Bonus Amounts in All Markets

US	CA	UK	POL	AU	NZ	TW
\$200	\$240	£125	750 zł	\$250	\$290	NT\$ 7,000

Please refer to the SuccessPlan for full details on promotions and maintenance.

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