

COMPENSATION PLAN HIGHLIGHTS (US Version)



1 Challenge Pack Bonuses & Commissions

The best way to grow your business is to invite new customers and Coaches to your Beachbody Challenge™ Group with a Challenge Pack.

Earn up to 35% for each Challenge Pack sold. Each time your customer buys a non-Challenge Pack product from Team Beachbody®, you'll most often earn a 25% commission.

	Commission Earned
Challenge Packs	\$38–\$150
Retail	25%*
Memberships†	40%*

†40% commission is paid against Beachbody on Demand memberships purchased by your customers.

*Calculated based on Retail Volume.

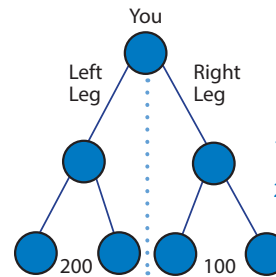
Example: What happens when you sell 3 Annual BOD & Shakeology™ Challenge Packs per month.

	Commissions		
	Month 1	Month 2	Month 3
CH PACK	3x50 \$150	3x50 \$150	3x50 \$150
SKG		\$97 ⁴⁴	\$97 ⁴⁴
SKG			\$97 ⁴⁴
Total Commissions	\$150	\$247⁴⁴	\$344⁸⁸

CH PACK = Challenge 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 each cycle, depending on rank.



1 CYCLE = 300 Balanced Volume Points

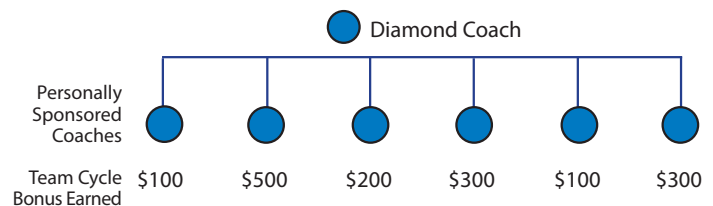
200 Strong Leg/100 Weak Leg

	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

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%



\$1,500 total Team Cycle Bonus earned by PS Coaches
= \$150 Matching Bonus 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 amongst all qualified Coaches for each pool.

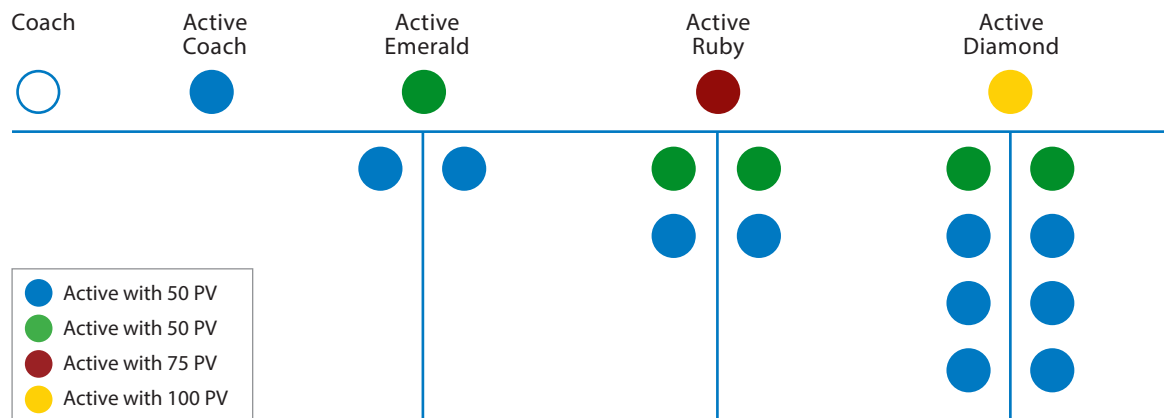
BONUS POOLS	
• 2 Star Diamond Pool – ½%‡	• 5 Star Diamond Pool – ½%‡
• 10 Star Diamond Pool – ½%‡	• 15 Star Diamond Pool – ½%‡

‡Bonus pool shares ½% of total quarterly volume generated



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 per leg	1 Emerald Coach per leg, 1 add'l Active Coach per leg	1 Emerald Coach per leg, 3 add'l Active Coaches per leg	See Compensation Plan for Star Diamond Organization Requirements



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 (current rates published in the Coach Online Office) 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.

Team Volume: Accrues from sales activity initiated by a Coach's downline Coaches—a downline Coach purchasing products for themselves and/or selling to their customers.

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 My Challenge Tracker. Through fitness, nutrition, peer support, and accountability, a Beachbody 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 "How to Earn" and "How to Advance in Rank" videos in the Training section of the Coach Office for more information.