



Ayela's Consultant Opportunity

| | Consultant | Manager | Senior Manager | Director | Senior Director |
|----------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|
| Qualifications | Purchase a quick start kit and complete the consultant agreement | Be active AND have 1 active team member | Be active AND have 3 active, personally sponsored team members AND \$2,000 in personally sponsored team sales for 3 months | Be active AND have 3 active teams (2 of which must be at the Senior Manager level) AND \$10,000 in TTWV (total team wholesale value) for 3 months | Be active AND have 4 active Directors AND \$15,000 in TTWV (total team wholesale value) for 6 months |
| Maintain | 1 purchase per calendar year | Maintain Manager level qualifications | Maintain Senior Manger level qualifications AND \$5,000 in TTWV (total team wholesale value) each month | Maintain Director level qualifications AND \$12,000 monthly TTWV (total team wholesale value) each month | Maintain Senior Director level qualifications AND \$25,000 monthly TTWV (total team wholesale value) each month |
| Commission | 25% | 27% | 29% | 31% | 35% |
| Bonus #1: Sponsor new team members and earn a team building bonus (paid every 2 weeks) | 10% of kit cost | 10% of kit cost | 10% of kit cost | 11% of kit cost | 12% of kit cost |
| Bonus #2: Achieve \$2000 in Personal Sales each calendar month (bonus paid on wholesale value) | N/A | 10% | 10% | 10% | 10% |
| Team Bonus – 1st level (Based on wholesale value) | | | | | |
| | | 3% | 4% | 4.5% | 5% |
| Team Bonus – 2nd level (Based on wholesale value) | | | | | |
| | | | 2% | 3% | 4% |
| Team Bonus – 3rd level (Based on wholesale value) | | | | | |
| | | | | 2% | 3% |
| Team Bonus – 4th level (Based on wholesale value) | | | | | |
| | | | | | 2% |

Glossary

Active Consultant: At least \$300 in personal retail sales per calendar month

Team Member: All personally sponsored Consultants

Team: All personally sponsored Consultants plus all the Consultants whose line of sponsorship resulted from and came through you.

Commission: The amount of profit you make when you directly sell a product or on orders submitted through your personal web link or website. Varies by level.

Personal Retail Value (PRV): The total amount of sales at retail price upon which you earn a commission.

Wholesale value (WV): The base cost of a product minus the consultants commission. This is the basis for personal sales bonuses.

Total Team Wholesale Value (TTWV): The total wholesale value of your entire team. This is the basis for team bonuses.

Paid As Rule: Ayela recognizes the hard work and effort it takes to earn a promotion. Once you've achieved your promotion, you will maintain your title indefinitely. However, for bonus qualification, you will be **PAID AT** the level that you maintain on a monthly basis.