

There are three primary earning opportunities with **OPTAVIA** which correlate to the three levels of Competency in our business plan:

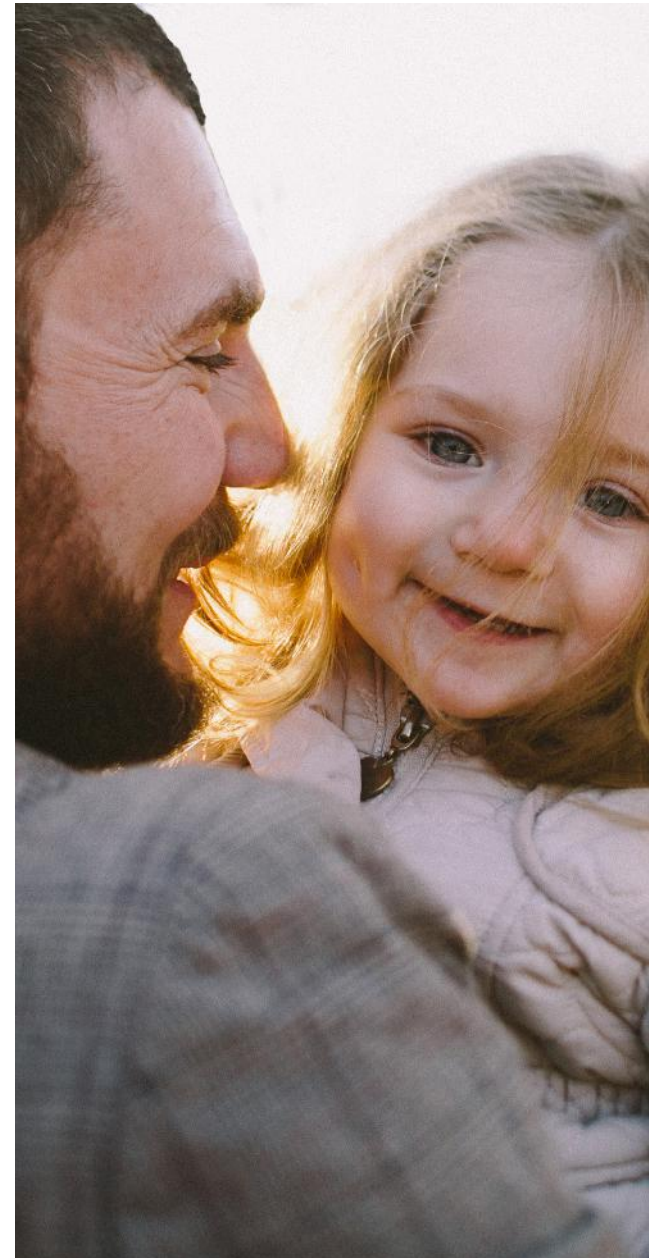
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| Ⓐ Client support income to reward OPTAVIA Coach Competency | Ⓑ Team building income to reward Business Coach Competency | Ⓒ Leadership Development income to reward Business Leader Competency |
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Related to these three earning opportunities are nine different avenues of earning income:

- I. Client Acquisition and Support (**OPTAVIA** Coach Competency)
 - Client Support Commissions
 - Client Support Bonus
 - Coach Consistency Bonus
 - Coach Accelerator Bonus
- II. Coach Sponsoring and Team Building (Business Coach Competency)
 - Accelerator Assist Bonus
 - Team Growth Bonus
 - Fully Integrated Business Coach Bonus
- III. Leadership Development (Business Leader Competency)
 - Executive Director Generation Bonus
 - Elite Leadership Bonus

The **OPTAVIA** Compensation Plan is designed to reward:

- Client Acquisition and Support
- Coach Sponsorship and Mentorship
- Team Building and Duplication
- Advanced Team Building and Leadership Development
- Mastery at each level of Competency



COACH SPONSORING AND TEAM BUILDING: FULLY INTEGRATED BUSINESS COACH CONSISTENCY BONUS



A Business Coach has reached a level of mastery when he/she has achieved the level of Fully Integrated Business Coach (FIBC). This is attained when a Qualified Executive Director achieves:

- 6,000 in Frontline Qualified Volume (FQV)
- Five (5) Qualified Senior Coach Teams
- 15,000 in Group Qualified Volume (GQV) in a Monthly Bonus Period.

A Business Coach who meets these qualifications for three (3) consecutive months will be paid a \$1,000 bonus.

A Business Coach can begin this three-month cycle in any month and has the opportunity to earn this bonus up to a maximum of four times in a 12-month period.