

Shaklee Star Club Incentive Trip

Qualification Period: January 1, 2023 to December 31, 2023

Qualification Requirements:

1 Points

Achieve 250 Points → Qualify as a VIP Bronze Elite for a trip for one person

Achieve 350 Points → Qualify as a VIP Silver Elite for a trip for two people (in one room)

2 Sponsoring Requirements

You must have a minimum of 40 points in the Star Club Bonus Points Category, a minimum of 40 points in the Ambassador Sponsoring Points Category, and a minimum of 10 Loyalty Points.

3 Rank Requirements

For the Star Club Trip, you must be a Paid As Director or higher for at least four consecutive months within the Qualification Period AND, once that requirement is met, your Paid As Rank may NOT fall below Director for the remainder of the Qualification Period and all succeeding months through the month prior to the Star Club Trip. A month in which a Volume Grace Month or waiver was used does not count as a month in which Director rank was held.



Earn points and qualify for this exclusive getaway when you build your business! You earn points by doing the following:

SPONSORING

★ Star Club Bonus Points

Earn points each time you earn a \$75 Star Club Bonus. Each \$75 Star Club Bonus you receive for personally sponsoring three new Members or Ambassadors with a product order of \$150 or more in a calendar month will also earn you 10 VIP Elite Points. You may earn up to a maximum of 150 points in this category.

Earn a \$75 Star Club Bonus → 10 Points

👤 Ambassador Sponsoring Points

Each time you sponsor a brand-new Ambassador, or upgrade an existing Member to Ambassador, with a qualifying product order of \$150 or more, you will earn 10 VIP Elite Points. You may earn up to a maximum of 150 points in this category.

Sponsor a New Ambassador → 10 Points

RETENTION

👤 Loyalty Points

Earn 1 point when a new Member or Ambassador (that you personally sponsored in 2023) places a Loyalty Order of \$100 or more. Earn 1 point every month they do! You may earn up to a maximum of 150 points in this category.

Monthly Qualifying Loyalty Order → 1 Point

🏆 Activity Points

Activity points may be offered during the incentive year as a way for you to gain additional Points. There are currently four different ways for you to earn points in this category:

Conference Registration Activity Points

Meology™ Assessment Activity Points

Loyalty Order Activity Points

Quarterly Incentive Activity Points

TEAM BUILDING

👤 Rank Advancement Points

To earn Rank Advancement Points, you must achieve the new Paid As Rank and maintain for three additional consecutive months (for a total of four consecutive months), without personal use of Volume Grace Months or waivers, during this incentive year.

Achieve Director → 30 Points

Achieve Senior Director → 50 Points

Achieve Coordinator → 75 Points

Achieve Senior Coordinator → 90 Points

Achieve Executive Coordinator → 110 Points

Achieve Senior Executive Coordinator → 145 Points

Achieve Key Coordinator → 180 Points

Achieve Senior Key Coordinator → 210 Points

Achieve Master Coordinator → 250 Points

Achieve Senior Master Coordinator → 275 Points

Achieve Presidential Master Coordinator → 300 Points

👤 Business Leader Development Points

Earn 50 points for each NEW Director, Senior Director, or Coordinator you develop in your personal group during the Qualification Period.

Each NEW Business Leader Rank Advancement → 50 Points



Please refer to the back of this document for important notes in each category. For full program details, rules, and restrictions, go to events.shaklee.com and the 2023–2024 Shaklee Incentive Booklet.

Shaklee Star Club Incentive Trip



SPONSORING

Star Club Bonus Points

For all qualifiers, a minimum of 40 personal Star Club Bonus Points is required. A maximum of 150 points may be earned in this category.

To earn a Star Club Bonus, you must help three new people join as Members or Ambassadors within a calendar month, each with a product purchase of \$150 or more (excluding taxes, shipping, Membership fees, and/or a Business Starter Kit).

You must be the Original Sponsor (at the time of purchase) of the new Member or Ambassador.

Ambassador Sponsoring Points

For all qualifiers, a minimum of 40 personal Ambassador Sponsoring Points is required. A maximum of 150 points may be earned in this category.

Each brand-new Ambassador, or existing Member that upgrades to Ambassador, with a qualifying product order of \$150 or more earns the Original Sponsor 10 VIP Elite Trip Points. A qualifying product order is an order of \$150 or more in the US or Canada, exclusive of all taxes, fees, shipping, and any other promotional discounts applied.

RETENTION

Loyalty Points

For all qualifiers, a minimum of 10 Loyalty Points is required. For the first qualifying Loyalty Order placed each month by a new Member or Ambassador (someone you have personally sponsored in 2023), you will earn 1 VIP Elite Point. A maximum of 150 points may be earned in this category.

- A Loyalty Order is a product order of \$100 or more in the US and \$150 or more in Canada.
- Only the first qualifying Loyalty Order placed each month by each new Member or Ambassador will earn a point.

Activity Points

Conference Registration Activity Points

- You must register, and attend, the 2023 Shaklee Conference to earn 15 Activity Points. A maximum of 15 points per Shaklee ID may be earned for conference attendance.

Meology™ Assessment Activity Points

- Adult Meology Assessments must be taken by someone with a unique new email address who has never taken the Meology Assessment before and who was not a Member or Ambassador before January 1, 2021.
- A maximum of 15 points per Shaklee ID may be earned for Meology Assessments.

Loyalty Order Activity Points

- To earn 1 Loyalty Order Activity Point in a month, a Loyalty Order must be scheduled and ship no later than the final day of that month.
- You may only earn 1 Loyalty Order Activity Point per month.

Tracking Your Points

Shaklee does all the work for you! You don't have to worry about keeping track of your own points. To track your points, log in to Shaklee.com, click on "My Business," and in the "All Trackers and Incentives" section, click on "VIP Elite Program." Your "Tracker" is there and you will see your point total, your targets, and your breakdown of points toward earning this amazing trip!

RETENTION

Rank Advancement Points

To earn Rank Advancement Points, you must achieve the new Paid As Rank and maintain for three additional consecutive months (for a total of four consecutive months), without personal use of Volume Grace Months or waivers, during this incentive year.

New rank is determined according to the 2-Year Incentive Rule, which means a first-time, never-before-achieved rank, OR a Paid As Rank that was held only prior to January 2021 PV month, OR a Paid As Rank that was held for less than four consecutive months from January 2021 through December 2022. A month in which a VGM or waiver was used does not count as a month in which Director rank was held.

Rank Advancement Points will be awarded only once during this Incentive year for any given rank, at the conclusion of the four-consecutive-month period during this incentive year.

Points must be earned by December 2023 PV month to count for the January 1, 2023–December 31, 2023 Qualification Period.

New Rank Points expire at the end of the Qualification Period and cannot be carried over to the next Qualification Period or incentive trip.

Business Leader Development Points

Each NEW Director, Senior Director, or Coordinator you develop during the Incentive period will earn you 50 VIP Elite Points.

To qualify as a NEW Director, Senior Director, or Coordinator, they must never have held the rank previously. This means if someone previously held the rank of Director, you will only receive Development points if they become a Senior Director or Coordinator.

- The new rank must be held for four consecutive months during the Qualification Period to earn points.
- You may earn points for all three ranks for a single person. An Ambassador that has never held the title of Director that advances to Coordinator during the Qualification Period (and holds that rank for four consecutive months) will earn you 150 points total.

Business Leader Development Points will be awarded at the conclusion of the four-consecutive-month period during this incentive year.

Notes

In all cases, at least one attendee must be on Shaklee records as a member of the qualifying Shaklee Business.

Trip awards are nontransferable and must be taken in the year earned.

No Shaklee VIP Elite Points may be earned from a reorganization, rollup, or sponsorship line movement. Shaklee reserves the right to determine in its sole discretion whether an award of points is appropriate.

Eligible Key Coordinators and above may qualify for the 2024 Trip under the alternate Leadership Qualifications in lieu of qualifying by points. To be eligible for these alternative qualifications, you must be the Paid As rank of Key Coordinator or higher for a minimum of four months during January–December 2022. Further information about this category can be found in the 2023–2024 Shaklee Incentive Booklet.

The highest reward you can earn is a trip for two in one room.