

Cash Bonuses: Gold Leaders and Above

Team Growth Bonus

Every quarter you are eligible for a cash reward based on a percentage of increased sales from the same quarter of the prior year based on **first line** sales volume. To be eligible you must:

- Be Gold, Platinum or Diamond level at the end of the calendar quarter(s).
- Have first line team growth of at least \$500 compared to the same quarter of the prior year.
- Attend the most recent Party Palooza in person and Virtual Lead Strong Conference**.

Leader Level	Reward*
Gold	5% of increased sales
Platinum	10% of increased sales
Diamond	15% of increased sales

**At your expense, if applicable.

“It’s a funny thing about life; if you refuse to accept anything but the best, you very often get it.”

-W. Somerset Maugham

Ways to Earn Cash

This is your business. You determine the cash you make. You set your own goals, work at your own pace and reap the rewards of your efforts and results.

Sell crazy delicious, incredibly easy-to-prepare food

Earn up to 40% commission on your sales through:

- Facebook, Zoom or other digital parties
- Tastings
- Catalog sales
- Fundraisers
- Business gifts
- Open house, expos and vendor shows
- One-to-one
- Your tastefullysimple.com website

Receive a 10% credit on account for sales less than \$100 per month.

Monthly Sales	Commission	Monthly Cash	Monthly Parties	Possible Qualification
\$3,000+	40%	\$1,200+	6+	
\$2,000	35%	\$700	4	
\$1,500	30%	\$450	3	
\$1,000	25%	\$250	2	
\$500	20%	\$100	1	Sponsoring and sales leads
\$250	15%	\$37	-	Brand Advocate Bonus*
\$100	15%	\$15	-	

- Commission: Receive two direct deposits or checks each month
- Parties are based on 2021 averages and closed parties \$200 or more; tasting parties average \$603. (Online parties average \$511.)
- Monthly cash: Before expenses
- Brand Advocate Bonus
 - Online Order Bonus. Each month, Tastefully Simple will put 5% of the total Part One Retail sales amount of orders placed on tastefullysimple.com without a consultant toward the online order bonus.
 - Amazon Order Bonus. Tastefully Simple will also put 5% of the net sales made on Amazon.com toward the Amazon Order Bonus.

Help others start their TS business

Be rewarded for sharing your passion for Tastefully Simple products with people who want to do what you do. As you sponsor others and grow your team sales, you have the potential to earn monthly commissions and advance as a leader.

Leader Level	Minimum Team Sales	Your Minimum Personal Sales	First Line Commission	Second Line Commission	Third Line Commission
Copper	\$1,000	\$500	3%		
Bronze	\$2,000	\$500	5%		
Silver	\$5,000	\$1,000	5%	3%	
Gold	\$10,000	\$2,000	5%	3%	1%
Platinum	\$20,000	\$2,000	6%	3%	1%
Diamond	\$40,000	\$2,000	7%	3%	1%

- "First line" means people you personally sponsored. "Second line" refers to the people in your first line who sponsored someone. "Third line" are those sponsored consultants by your second line.
- Minimum team and personal sales may also be reached cumulatively* for quarterly promotions. See myHQ/Compensation and Programs.
- Your personal sales do not count toward team sales.
- Like any business, income is dependent on your efforts, expenses and productivity. For additional information, see myHQ/Business Policies or call 866.448.6446.

tastefullysimple.

Cash Bonuses: New Consultants

Fast Start

During your first 10 weeks in business **earn cash bonuses of \$250 or more** in addition to your sales commission. Here's how:

Sell

Sell \$250 (Part One Retail) or more every two weeks to earn all five sales bonuses. (If you miss a segment, you do not qualify for the remaining bonuses.) You will be invited to an exclusive congratulatory call with Jill and other achievers! That's not all though ... you'll also be recognized as a Rising Star Consultant and walk the stage at Party Palooza!

Sponsor

For each new consultant you sponsor, who sells \$250 within their first two weeks, you earn a **\$50 bonus**. This reward is unlimited so sponsor away! You are eligible for this regardless if you have met the sales portion levels of Fast Start.

Timeframe	Activity	Amount	Reward
Weeks 1-2	Sell	\$250 or more	\$50
Weeks 3-4	Sell	\$250 or more	\$25
Weeks 5-6	Sell	\$250 or more	\$25
Weeks 7-8	Sell	\$250 or more	\$25
Weeks 9-10	Sell	\$250 or more	\$125
Weeks 1-10	Sponsor	one or more new consultants*	\$50 each

*Your new consultant must sell \$250 or more within their first two weeks.

Congratulatory Call with Jill! + **risingSTAR CONSULTANT**

2021 Data
On average, consultants that complete all 5 segments of Fast Start experience **4 times more in sales during their first 10 weeks, and 6 times more in sales during their first year than those that don't.**

Leader Fast Track**

Be rewarded for moving up the leader ladder quickly! Earn cash when you promote to Copper Leader or above within your first full quarter of being a consultant. Promote more than one level and earn each leader bonus.



**Leaders who qualify for Leader Fast Track are not eligible for the Leader Ladder Cash.

Cash Bonuses: Leaders

Leader Ladder Cash

Earn cash when you move up the leader ladder and promote to new levels. You will also have the opportunity to:

- earn free Party Palooza registration reimbursement.
- walk the stage at Party Palooza.



risingSTAR LEADER

You will be recognized at Party Palooza as a Rising Star Leader when you promote any two levels for the first time within the same recognition year, plus you earn Leader Ladder Cash. Example:

January Promote to Copper Leader \$50 bonus
April Promote to Bronze Leader \$100 bonus

Leader Builder Bonus*

Earn cash when a consultant you sponsored promotes to a new leader level for the first time. You will also be recognized at Party Palooza.



*You must be at the same level as or higher than your first-line consultant.

Shining in Leadership

Earn \$500 cash for modeling your balanced business of selling, sponsoring and leading. You are also recognized on stage at Party Palooza.

Activity	Amount	Time Frame	Reward
Sell	\$24,000 or more	July 1 – June 30	\$500 cash
Sponsor	10 new consultants*	April 1 – June 30	
Promote	2 first-line first-time Copper Leaders or above**	July 1 – June 30	

Earn \$1,000 when you are a first-time earner.

• If you have earned Shining in Leadership in the past, you are not eligible for the double bonus.
• See details on myHQ/Compensation & Programs or call 866.448.6446.
*Must join between April 1, 2022 and June 30, 2023, and achieve \$1,000 Part One Retail career sales. If your new consultant counted with \$1,000 in 2022, they will not count in 2023.
**Must remain at new level or higher as of July 1 of recognition year.