



# **SIMPLE MAN**

## Compensation Plan

2016

WELCOME TO

# SIMPLE MAN

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## Life is too short. Work hard and play harder.

Simple Man is dedicated to delivering the highest quality products to customers through a Distribution Channel that brings extraordinary income to families across the world. Like our name, we have kept our business model simple and effective so more people can see success faster and longer in our organization. We believe in big rewards to those who work hard and strive to do great things for themselves and their families.

### DO YOU WANT THOSE BIG REWARDS? LET'S FIND OUT HOW!

At Simple Man there are 6 main ways that you can build and earn a substantial income. Each of these ways requires building relationships and continuing to build on those relationships.

#### 1 PERSONAL SALES VOLUME (PSV)

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**20%**

Earn 20% commissions from all personal sales

#### 2 FAST START BONUS (FSB)

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**\$100**

Earn a one-time cash bonus when you reach Blue Brand Builder rank in your first 60 days

#### 3 TEAM DEVELOPMENT COMMISSIONS

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**10% - 1%**

Earn 10% to 1% on 7 levels deep within your organization

#### 4 RANK ADVANCEMENT

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**\$100-\$300**

Earn a one-time cash bonus when you advance in rank

#### 5 PURPLE BUILDER BONUS

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**\$200**

Earn a cash bonus for every Purple Brand Leader you develop on your 1<sup>st</sup> and 2<sup>nd</sup> levels

#### 6 GENERATION BONUS

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**1% - 3%**

Earn 1-3% of your total TGCV, 3 generations deep, once you reach Gold Brand Star

# A Few Terms To Remember

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## **ACTIVE**

An Independent Business Owner (IBO) that has enrolled with a qualifying Freedom Kick Starter kit purchase or who has maintained a \$180 in Personal Retail Volume (PRV) every month.

## **COMMISSIONABLE VOLUME (CV)**

Commissionable Volume (CV) is the volume on which commissions are paid. In this plan, the Commissionable Volume will be equal to 75% of the purchase price of each product unless otherwise disclosed.

## **COMPRESSION**

A company system process that allows IBOs to earn further down in levels if the levels above aren't Active. When an IBO on a level is not active, the system will ignore their placement and move every team member under the inactive IBO up a level to pay you commissions according to that specific level. Bonuses do not compress.

## **FAST START BONUS (FSB)**

The \$100 cash bonus is awarded to an Active IBO who reaches the Blue Brand Builder in their first 60 days from enrollment.

## **INDEPENDENT BUSINESS OWNER (IBO)**

A person who has successfully completed the enrollment process with Simple Man.

## **PERSONAL SALES VOLUME (PSV)**

The total retail sales of a single IBO from orders placed by them and by their personal customers (i.e., when orders are placed directly with Simple Man by customers).

## **PREFERRED CUSTOMER**

Your customer who enrolls in the Store-to-Door program with Simple Man.

## **QUALIFIED LEG**

A portion of the IBOs team that stems from that IBOs first level team. If an IBO has 5 team members on their first level, they have 5 legs. To be a qualified leg, that particular leg must have an Active IBO somewhere in that leg.

## **TOTAL GROUP COMMISSIONABLE VOLUME (TGCV)**

The sum of your CV and the CV of your entire team of IBOs, infinity levels deep.

## **TOTAL GROUP SALES VOLUME (TGSV)**

The sum of your PSV and the PSV of your entire team of IBOs, infinity levels deep.

# Getting Started

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**STEP**

**1**

## **BECOME AND REMAIN ACTIVE TO BE COMMISSION QUALIFIED**

When you enroll as a Simple Man IBO, you are commission qualified immediately for the calendar month that you enrolled. To remain active and to earn commissions from your team sales and bonuses, you must have a total of \$180 Personal Sales Volume (PSV) each month.

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**STEP**

**2**

## **EARN YOUR FAST START BONUS**

After enrollment as a Simple Man IBO, you have the next 60 days to obtain and enroll three (3) Preferred Customers. If you do so in your first 30 days, you will receive a one-time cash bonus of \$35. Fast Start Bonuses are also achieved when growing your team. See Step 3.

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**STEP**

**3**

## **GROW YOUR TEAM!**

When you enroll as an IBO with Simple Man, you are ranked as a White Brand Builder. As you grow your team and achieve other benchmarks, you will advance in rank and earn commissions from your team's efforts. You will earn 10% from your personally recruited IBOs and then 5% to 1% on each level of IBOs up to seven (7) levels afterward as you continue to rank up. The following pages detail the benchmarks and requirements for each rank as well as the team commission payouts. Additionally, when your personally sponsored IBO obtains and enrolls three (3) Preferred Customers in their first 30 days, you, as their sponsor, will get a one-time bonus of \$20.

# Simple Man Ranks

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## BUILDER

Ranks: White – Red

As a Brand Builder, you see the potential and you are making efforts to build a strong foundation within Simple Man.

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## LEADER

Ranks: Orange – Bronze

As a Brand Leader, you are consistently building, training and leading your Brand Team to success.

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## STAR

Ranks: Gold – Platinum+

As a Brand Star, you are watching your success unfold day after day. You continue to nurture and grow your team while reaping Simple Man rewards and more. Your continued success is based on you being a true leader, a star.

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## RANK CHART



# Builders

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## WHITE BRAND BUILDER

Active IBO

\*See complete compensation overview



## BLUE BRAND BUILDER

Active IBO

Must have 3 qualified legs

Paid on IBO levels 1–3

\*See complete compensation overview



## RED BRAND BUILDER

Active IBO

Must have 4 qualified legs

2 of the legs must be Blue

Paid on IBO levels 1–3

\*See complete compensation overview



# Leaders

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## ORANGE BRAND LEADER

Active IBO

Must have 4 qualified legs  
2 of the legs must be Blue, 1 Red

Paid on IBO levels 1-4

\*See complete compensation overview



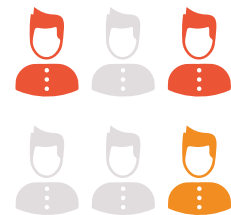
## PURPLE BRAND LEADER

Active IBO

Must have 6 qualified legs  
2 of the legs must be Red,  
1 Orange

Paid on IBO levels 1-5

\*See complete compensation overview



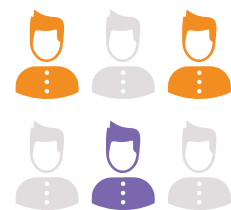
## YELLOW BRAND LEADER

Active IBO

Must have 6 qualified legs  
2 of the legs must be Orange,  
1 Purple

Paid on IBO levels 1-6

\*See complete compensation overview



## EMERALD BRAND LEADER

Active IBO

Must have 8 qualified legs  
2 of the legs must be Purple,  
1 Yellow

Paid on IBO levels 1-7

\*See complete compensation overview



# Stars

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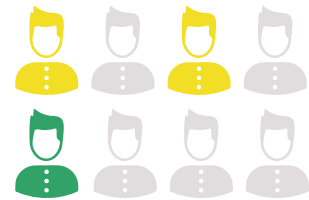
## BRONZE BRAND STAR

Active IBO

Must have 8 qualified legs  
2 of the legs must be Yellow,  
1 Emerald

Paid on IBO levels 1-7

\*See complete compensation overview



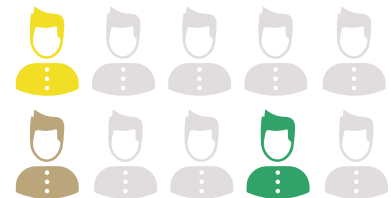
## GOLD BRAND STAR

Active IBO

Must have 10 qualified legs  
1 of the legs must be Yellow,  
1 Emerald, and 1 Bronze

Paid on IBO levels 1-7

\*See complete compensation overview



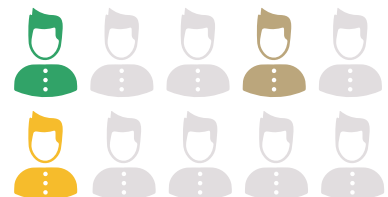
## PLATINUM BRAND STAR

Active IBO

Must have 12 qualified legs  
1 of the legs must be Emerald, 1  
Bronze, and 1 Gold

Paid on IBO levels 1-7

\*See complete compensation overview



## PLATINUM+ BRAND STAR

Active IBO

Must have 14 qualified legs  
2 of the legs must be Gold, and 1  
Platinum

Paid on IBO levels 1-7

\*See complete compensation overview





# Bonuses

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## FAST START BONUS (FSB)

Reach Blue Brand Builder rank in your first 60 days and earn a one-time cash bonus of \$100!



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## GENERATION BONUS

Beginning at Gold Brand Star rank, you will receive 1-3% of the TGCV of each Gold Brand Star or higher, up to 3 generations deep within each leg of your team.

## PURPLE BUILDER BONUS

When you reach Purple Brand Leader or higher you will earn a one-time \$200 cash bonus for each Purple Brand Leader you develop within your first two levels of your organization.

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## PERSONAL PURCHASES

All Brand IBOs earn 20% commissions on their own purchases.

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## RANK ADVANCEMENT BONUS

As you achieve more and more success with The Simple Man Brand and rank up, you will be able to earn a one-time bonus starting at Purple all the way up to Bronze. The one-time cash bonuses range from \$100 to \$300.

# Getting Paid

## HOW DO I GET PAID?

Commissions will be paid through PayQuicker. Upon enrollment as an IBO, you'll be notified from PayQuicker about your new account and that your prepaid card will be on its way soon.

## WHEN DO I GET PAID?

At Simple Man, we pride ourselves on paying our IBOs promptly. Who wants to wait for their money? Online sales are paid daily. FSBs, Team commissions, and other bonuses are paid by the 15th of each month for the previous month's efforts.

## COMPLETE COMPENSATION OVERVIEW

Keep it simple, keep it fun and get paid generously. whether you work part-time or full-time. It's your life!  
Work hard. Play harder.

		WHITE	BLUE	RED	ORANGE	PURPLE	YELLOW	EMERALD	BRONZE	GOLD	PLATINUM	PLATINUM+
REQUIREMENTS	Monthly PSV to remain active	\$180	\$180	\$180	\$180	\$360	\$360	\$360	\$600	\$600	\$600	\$600
	Active Legs	x	3	4 2 Blue	4 2 Blue 1 Red	6 2 Red 1 Orange	6 2 Orange 1 Purple	8 2 Purple 1 Yellow	8 2 Yellow 1 Emerald	10 1 Yellow 1 Emerald 1 Bronze	12 1 Emerald 1 Bronze 1 Gold	14 2 Gold 1 Platinum
	TGSV	x	\$750	\$2,500	\$5,000	\$15,000	\$35,000	\$70,000	\$150,000	\$300,000	\$550,000	\$1,250,000
COMMISSIONS	PSV Commissions	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
	Level 1	x	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
	Level 2	x	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
	Level 3	x	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
	Level 4	x	x	x	4%	4%	4%	4%	4%	4%	4%	4%
	Level 5	x	x	x	x	3%	3%	3%	3%	3%	3%	3%
	Level 6	x	x	x	x	x	2%	2%	2%	2%	2%	2%
BONUSES	Purple Builder Level 1	x	x	x	x	\$200	\$200	\$200	\$200	\$200	\$200	\$200
	Purple Builder Level 2	x	x	x	x	\$200	\$200	\$200	\$200	\$200	\$200	\$200
	Rank Advancement	x	x	x	x	\$100	\$150	\$200	\$300	x	x	x
	Generation 1 Bonus	x	x	x	x	x	x	x	x	1%	2%	3%
	Generation 2 Bonus	x	x	x	x	x	x	x	x	1%	2%	3%
	Generation 3 Bonus	x	x	x	x	x	x	x	x	1%	2%	3%

\*Terms & conditions apply and are subject to change.



