

The Shaklee Dream Plan: 2011–2012 Incentives

The Shaklee Dream Plan: 2011-2012 Incentives

Welcome to the 2011-2012 Shaklee Incentive Year! Each year, we evaluate how we can make our incentives easier to understand, more rewarding, and more effective at driving the kinds of activities that help you build your business. That means that each year, as a result of our review of the previous year's program, you may see some programs evolve or change, or we may add new programs depending on the feedback we get from each of you and the needs of the business.

We hope you are excited about the array of programs and incentives that you can earn this year. There will also be many ways to communicate and share them with your team and with new people—presentations, flyers, e-cards, and videos. In addition to these tools that communicate the excitement of incentives, we know that it can also be extremely important to have a single place to look for the details and rules of all of these incentives, and that is the purpose of this booklet.

Here, you'll find the rules and qualifications for the GOLD Bonus program, the Power Bonus incentive, the *FastTRACK* Program, and all of the trips, prizes and recognition that you can earn in the Simple Points Program, as well as how to earn the perks and rewards that are available to Dream Plan Business Leaders—like the Car Program, New Directors Conference and Hometown Celebration for New Key Coordinators. You'll also find the details of the new Member Referral Program, designed to help business builders and leaders increase their volume by rewarding Members with product credits for their referrals.

We hope you find this information useful as you and your teams plan to achieve some of the most amazing incentives we have ever offered in Shaklee!

We look forward to recognizing your achievements in 2012!

Rich Higbee

Vice President, Field Development

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The Statement of Privileges and Responsibilities of Shaklee Family Members (*P&R*) is the legal document that outlines the rules and qualifications for the Dream Plan. In the event of a conflict between this document and the *P&R*, the *P&R* governs. Shaklee reserves the right to modify all or part of this document with a minimum of 30 days' notice as provided in the *P&R*.

Definitions

All capitalized terms have the meanings set forth in the Statement of Privileges and Responsibilities of Shaklee Family Members (*P&R*) unless otherwise specified in this document.

GOLD Bonuses

Distributors and above who are Gold Ambassadors are eligible to earn GOLD Bonuses as follows:

- A Gold Ambassador Bonus of \$50 will be paid to the Original Sponsor¹ on the purchase of a GOLD PAK.
- A Gold Ambassador Bonus of \$100 will be paid to the Original Sponsor on the purchase of a GOLD PLUS PAK.
- A Gold Ambassador Bonus of \$100 will be paid to the Original Sponsor on the purchase of a SUPER GOLD PAK.

A Gold Ambassador Bonus will be paid only on the first purchase of a GOLD PAK, regardless of whether it is a GOLD, GOLD PLUS or SUPER GOLD PAK, by any Shaklee Family Member.

GOLD Bonuses are always paid directly by Shaklee. Shaklee generally pays bonuses monthly, however you can be paid GOLD Bonuses weekly if you:

- Are registered for direct deposit² of your bonuses, and
- Are registered for online bonus statements, and
- Have an email address on file with Shaklee.

To be eligible to earn GOLD Bonuses, the Original Sponsor must hold the title of Distributor or higher and must be a Gold Ambassador (by purchase of a GOLD, GOLD PLUS or SUPER GOLD PAK or by paying the \$199 Gold Ambassador Fee). Gold Ambassador Status is renewable annually for \$29. If you choose not to renew, you will forfeit your Gold Ambassador status and will no longer be eligible to earn GOLD Bonuses, *FastTRACK* Bonuses (including 50% Matching Bonuses), or bonuses on the volume of your downlines in any of Shaklee's international markets. You do, however, remain eligible to qualify for all other bonuses as defined in the *P&R*. GOLD Bonuses do not roll up in the event the Original Sponsor is not eligible to be paid.

Power Bonuses

Distributors are eligible to earn a Power Bonus of \$150 for every 15 points they accumulate by personally sponsoring new Members, Distributors and Gold Ambassadors who reach the milestones below:

- 1 point for each new Member or Distributor in the USA or Canada with product orders totaling 50–99 PV

¹ The first sponsor of a Shaklee Family Member (i.e., the sponsor at the time the application of a Shaklee Family Member was accepted by Shaklee).

² If you wish to sign up for direct deposit, the *Electronic Funds Transfer – Direct Deposit Form* is available in the Library at www.myshaklee.com.

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- 2 points for each new Member or Distributor in the USA or Canada with product orders totaling 100 PV or more
- 5 points for each new Gold Ambassador in the USA or Canada with the purchase of a 250 PV GOLD PAK
- 10 points for each new Gold Ambassador in the USA or Canada with the purchase of a 500 PV GOLD PLUS PAK
- 10 points for each new Gold Ambassador with the purchase of a SUPER GOLD PAK
- 1 point for each new Gold Ambassador in Mexico with the purchase of a 1000-peso GOLD PAK
- 2 points for each new Gold Ambassador in Mexico with the purchase of a 2000-peso GOLD PAK

The required order volume or purchase of a GOLD, GOLD PLUS or SUPER GOLD PAK must be on record with Shaklee by the earlier of:

- Within 60 days of the sponsored Member's or sponsored Distributor's application date in Shaklee's records, or
- The last day of the last month for which the Distributor earning points is eligible for the Power Bonus³.

Distributors are eligible to earn Power Bonuses during their first three months in Shaklee (remainder of month of entry plus three full months). In addition, all Distributors (including Business Leaders), regardless of application date, are eligible to earn Power Bonuses from August 1, 2011 through November 30, 2011 (i.e., they will be treated as if their month of entry is August 2011).⁴ There is no limit to the number of Power Bonuses that can be earned in the time frame. Power Bonuses are always paid directly by Shaklee, and are paid weekly provided the Distributor meets the requirements in the GOLD Bonuses section to be paid weekly.

Example: Distributor Brian sponsors into Shaklee on August 17th, 2011. He has until November 30th to participate in the Power Bonus program. He sponsors Dana on August 29th and Dana places a 100 PV order October 15th. Brian earns 2 points toward his Power Bonus. He sponsors Eric on October 30th. Eric does not place an order until December 15th. Brian does not earn points toward his Power Bonus since he is no longer within his eligibility period, which ended November 30th.

Points will be awarded as a sponsored Member or Distributor reaches the milestones above, but the total points awarded for a sponsored Member or Distributors will be for the highest milestone they reach. In all cases, points are awarded to the Original Sponsor of the new Member or Distributor⁵.

Example: Distributor Lynn, who joined Shaklee on August 15, sponsors new Distributor Ken on September 1. Ken has a 50 PV order on September 1 and Lynn earns 1 point. Ken decides that his interest in the business warrants the purchase of a GOLD PLUS PAK on September 15. Lynn earns an additional 9 points on September 15, for a total of 10 points for sponsoring Ken with a GOLD PLUS PAK.

For each new rank achieved, beginning with Director, Distributors have another three months in which to earn Power Bonuses. The three-month period begins the month after the effective date of the promotion. If a Distributor or Business Leader promotes to a new rank before the three-month period for the previous rank (or ranks) has expired, then the expiration date will be extended by a full three months so that they do not "lose" any time in which to earn the Power Bonus.

³ Although one may upgrade to a GOLD, GOLD PLUS or SUPER GOLD PAK at any time, points toward Power Bonuses will only be issued if purchased within the timeframes listed here.

⁴ For those whose end date for eligibility for Power Bonuses is August 31st or later, their end date will be extended by three months.

⁵ Although a Member may accumulate points, they must become a Distributor to be eligible to earn Power Bonuses.

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Example: Terry promotes from Director to Senior Director effective December 2011 PV month. She is eligible to earn the Power Bonus through March 31, 2012. Terry promotes to Coordinator effective January 2012 PV month. Terry has an additional three months—through June 30, 2012—in which to earn the Power Bonus.

2011 – 2012 Points Program

Qualification Period: July 1, 2011–June 30, 2012

The points you earn in the Simple Points Program qualify you for multiple awards. You use the same points to qualify for the Dream 2012 Incentive Trip, the annual Top Achievers International Trip, recognition at Global Conference, and Team Up prizes. Some point categories are limited or do not count for specific incentives. Points required for each of these incentives are shown in their respective sections of this booklet.

You can earn points in a number of different categories tied to the growth and development of your business: Sponsoring, Rank Advancement, Leadership Development (Net Gain – First Generation and Net Gain – Business Group), and Special Master (Rank Advancement Recap). Plus you can earn extra points for the time you've been in Shaklee and for your donations of Shaklee Cares packs (and for Master Coordinators, for maintaining Paid As Master rank monthly).

Sponsoring Category

The more you sponsor new Members and Distributors—and the more you work with and motivate them to reach the milestones below—the more points you can earn:

Sponsoring Type	Points
New Gold Ambassador in the USA or Canada with purchase of a SUPER GOLD PAK	10 points
New Gold Ambassador in the USA or Canada with purchase of a GOLD PLUS PAK	10 points
New Gold Ambassador in the USA or Canada with purchase of a GOLD PAK	5 points
New Member/Distributor in the USA or Canada with product orders totaling 100 PV or more	2 points
New Member/Distributor in the USA or Canada with product orders totaling 50 -99 PV	1 point
New Distributor in Mexico with 2000-peso GOLD pack	2 points
New Distributor in Mexico with 1000-peso GOLD pack	1 point

The new Member or Distributor must reach the milestones above within 60 days of their application date in Shaklee's records. Points will be awarded as each milestone is reached, but the total points awarded will be for the highest milestone reached. Points will be awarded in the Qualification Period in effect at the time they are earned.

Example 1: Business Leader Ellen sponsors new Member Mary on July 1, 2011. Mary places a 50 PV order at the same time. Ellen earns 1 point. Mary purchases a GOLD PLUS PAK on August 1, 2011. Ellen earns an additional 9 points, for a total of 10.

Example 2: Business Leader Frank sponsors new Member Murray on June 15, 2012. Murray places a 50 PV order on June 30, 2012. Murray places a second 50 PV order on August 10, 2012. Frank will earn 1 point in the July 1, 2011–June 30, 2012 Qualification Period and one point in the July 1, 2012–June 30, 2013 Qualification Period.

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Autoship Points

The points earned for any new Member, Distributor or Gold Ambassador⁶ will be doubled if they maintain a 100 PV Autoship order for a minimum of 3 months, not necessarily consecutive. The three orders must be in different months and each individual order must be for at least 100 PV. The three Autoship orders must be completed by September 30, 2012 for new Members, Distributors and Gold Ambassadors sponsored July 1, 2011 through June 30, 2012. The points will be applied to the Qualification Period in which the third Autoship order is completed.

Example: Business Leader Nancy sponsors Distributor Peter, who purchases a GOLD PLUS PAK, on July 1, 2011. Nancy receives 10 Personal Sponsoring Points. Peter has a 100 PV Autoship Order in each of August, September and November. In November, after Peter has completed his third Autoship Order, Nancy receives an additional 10 Personal Sponsoring Points (for a total of 20) for Peter.

Example: Business Leader Nancy sponsors Distributor Rex, who purchases a GOLD PLUS PAK, on April 1, 2012. Rex has a 100 PV Autoship Order in each of May, June and July 2012. In July, after Rex has completed his third Autoship Order, Nancy receives an additional 10 Personal Sponsoring Points for Rex. Because the points are earned in July 2012, they will count in the 2012–2013 Qualification Period.

Personal and Group Sponsoring Points

The Original Sponsor of the new Member or Distributor is awarded the Personal Sponsoring points. If the Original Sponsor is not a Business Leader at the time the points are awarded, then Group Sponsoring Points will be awarded to each Member or Distributor upline until a Business Leader is reached⁷. For purposes of awarding points upline, the chain of Original Sponsors will be used (i.e., Original Sponsor of Original Sponsor, Original Sponsor of Original Sponsor of Original Sponsor, and so forth as applicable).

Example: Business Leader Matt sponsors Distributor Drew, who sponsors Distributor Kevin. (Matt is the Original Sponsor of Drew and Drew is the Original Sponsor of Kevin.) Kevin purchases a GOLD PAK when he joins Shaklee. Drew receives 5 Personal Sponsoring Points and Matt receives 5 Group Sponsoring Points.

Example: Continuing the example above, Business Leader Matt sponsors Distributor Chris, who purchases a GOLD PAK, and places him under Kevin. Chris's Original Sponsor is Matt. Matt receives 5 Personal Sponsoring Points. Neither Drew nor Kevin receives Sponsoring Points for Chris.

Example: Continuing the example above, Chris sponsors Becky, who purchases a GOLD PAK. Chris is the Original Sponsor of Becky and receives 5 Personal Sponsoring Points. Matt is the Original Sponsor of Chris and receives 5 Group Sponsoring Points. Neither Drew nor Kevin receives Sponsoring Points for Becky.

Sponsoring Point Carryover

For those sponsored during the Qualification Period who do not earn the full 350 points required to qualify for the Dream 2012 Incentive Trip, Sponsoring Points earned from March 1, 2012 through June 30, 2012 will be carried over to the next Qualification Period. Although the carried over points will count toward qualification for the Dream 2013 Incentive Trip, 2013 Top Achievers International Trip and 2013 Global Conference Recognition, they do not count toward qualification for Team Up prizes.

⁶ Autoship points are awarded only for new Members, Distributors and Gold Ambassadors in the U.S. and Canada.

⁷ Although a Member may accumulate points, they must become a Distributor or higher in order to earn incentive trips, recognition or Team Up prizes as specified in the requirements for each of those programs.

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Rank Advancement Category

To earn Rank Advancement Points, you must achieve and be paid as the new rank for a total of three consecutive months⁸, without use of Volume Grace Months or waivers. If you used Rank Advancement Points to qualify for the Dream 2012 Incentive Trip and/or the 2012 Top Achievers International Trip, you must be paid as the new rank the month before the trip(s).

New rank is determined according to the Five-Year Rule, meaning that the rank achieved must meet one of the following criteria:

- A first-time, never before achieved rank, or
- A Paid As Rank that was held only prior to July 2006 PV month, or
- A Paid As Rank that was held no more than two months from July 2006 through June 2011, not necessarily consecutively. (A month in which a Volume Grace Month or waiver was used counts as a month in which Director rank was held.)

Rank Advancement Points will be awarded only once for any given rank, and will be awarded at the conclusion of the three-consecutive month period. Points will count for the Qualification Period in effect at the time the points are awarded. New Rank Points expire at the end of the Qualification Period and cannot be carried over to the next Qualification Period or incentive trip.

New Rank Achieved	Points
Director	30 (45 if <i>FastTRACK</i>)
Senior Director	50 (75 if <i>FastTRACK</i>)
Coordinator	75
Senior Coordinator	100
Executive Coordinator	150
Senior Executive Coordinator	175
Key Coordinator	200
Senior Key Coordinator	225
Master Coordinator	250
Senior Master Coordinator	275
Presidential Master Coordinator	300

Leadership Development (Net Gain) Category

Earn points as you develop new leaders in your organization.

First Generation Net Gains

For each First Generation Net Gain, you earn points the first month that you achieve the Net Gain, and additional points as you maintain the Net Gain for three, five and seven months. The months do not have to be consecutive.

- Your base for First Generation Net Gains achieved during the 2011–2012 Qualification Period is the highest number of First Generation leaders held in any month during the period July 2009–June 2011 PV month. A Net Gain is an increase in the number of First Generation leader you have over your base. For

⁸ Month of promotion plus two additional months for Director through Senior Executive Coordinator. Three consecutive months at the Paid As Title, ending with the month of promotion for Key Coordinator and higher (because those ranks require a three-month qualification period for appointment).

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example, if your base is 3 First Generation Business Leaders, you will achieve one Net Gain when you have a total of 4 First Generation Business Leaders.

- Points are determined according to the total number of First Generation leaders, and are not related to the promotion of any particular leader.
- No points are awarded in any month in which you have a Volume Grace Month or waiver, nor does a month in which you have a Volume Grace Month or waiver count as a month in which you maintained a Net Gain. (A First Generation Business Leader with a Volume Grace Month or waiver still counts as a First Generation leader for calculating Net Gains.)
- Net Gain Points expire at the end of the Qualification Period and cannot be carried forward to the 2012–2013 Qualification Period.
- If you achieved a Net Gain during the Qualification Period but have not yet held the Net Gain for three, five or seven months, the holding period for the Net Gains will cross into the next Qualification Period, and the points will be awarded, when earned, in the next Qualification Period.
 - If you achieved a First Generation Net Gain during the 2009–2010 Qualification Period, and did not complete the full seven months’ maintenance in either the 2009–2010 Qualification Period or during the 2010–2011 Qualification Period, you will be awarded the points, when earned, in the 2011–2012 Qualification Period.
 - If you achieved a First Generation Net Gain during the 2010–2011 Qualification Period, and did not complete the full seven months’ maintenance in the 2010–2011 Qualification Period, you will be awarded the points, when earned, in the 2011–2012 Qualification Period.

Months Held	Points
One Month	25
Three Months	40
Five Months	50
Seven Months	60

Business Group Net Gains

For each Business Group Net Gain, you also earn points the first month you achieve the Net Gain, and additional points as you maintain the Net Gain for three, five and seven months. The months do not have to be consecutive.

- For the 2011-2012 Qualification Period, your Business Group will extend to six generations.
- Your base for Business Group Net Gains achieved during the 2011–2012 Qualification Period⁹ is the highest number of First, Second, Third, Fourth, Fifth and Sixth Generation leaders (in total) held in any month during the period July 2009–June 2011 PV month. A Net Gain is an increase in your six-generation Business Group Count over your base. For example, if your base is 10 leaders in your six-generation Business Group, you will achieve one Net Gain when you have a total of 11 leaders in your six-generation Business Group.
- No points are awarded in any month in which you have a Volume Grace Month or waiver, nor does a month in which you have a Volume Grace Month or waiver count as a month in which you maintained a Net Gain. (A downline Business Leader with a Volume Grace Month or waiver still counts as a Business Leader for calculating Net Gains.)

⁹ The use of six generations pertains to Net Gains where month 1 of the net gain is in the 2011-2012 Qualification Period. Maintenance of net gains achieved in prior qualification periods is based on four generations because the net gains were originally achieved based on four generations.

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- Points are determined according to the total number of First, Second, Third, Fourth, Fifth and Sixth Generation leaders (i.e., your six-generation Business Group), and are not related to the promotion of any particular leader.

Months Held	Points
One Month	5
Three Months	10
Five Months	15
Seven Months	20

First Generation and Business Group Net Gain Points are awarded cumulatively—meaning, when you achieve a Net Gain and hold for the full seven months, you are awarded the total value of the points and not just the difference.

Example: Joe achieves a First Generation Net Gain in August 2011 and holds it for the full seven months without taking any Volume Grace Months or waivers. He accumulates a total of 175 points for his First Generation Net Gain (25 points in Month 1, 40 additional points in Month 3, 50 additional points in Month 5 and 60 additional points in Month 7). Likewise, if Joe achieves a Business Group Net Gain, he will get 50 points (5 points in Month 1, 10 additional points in Month 3, 15 additional points in Month 5 and 20 additional points in Month 7). All points are awarded in the Qualification Period in which they are earned.

Special Master Coordinator Category

Rank Advancement Recap

Paid As Master Coordinators¹⁰, Senior Master Coordinators and Presidential Master Coordinators earn Special Master Points when a Business Leader within six generations earns Rank Advancement Points.

- The points are awarded after the new rank achiever qualifies and maintains for three consecutive months (i.e. at the same time the new rank achiever is awarded the Rank Advancement Points).
- Full Special Master Points are awarded to the first Paid As Master Coordinator, Senior Master Coordinator, or Presidential Master Coordinator upline from the new rank achiever. Half points are awarded to any other Paid As Master, Senior Master or Presidential Master within six generations above the new rank achiever.
- Special Master Points expire at the end of the Qualification Period and cannot be carried over to the next Qualification Period.

New Rank Achieved	Full Points	Half Points
Director	10	5
Senior Director	20	10
Coordinator	30	15
Senior Coordinator	40	20
Executive Coordinator	50	25
Senior Executive Coordinator	60	30
Key Coordinator	70	35
Senior Key Coordinator	80	40

¹⁰ In any month in which a Lifetime Master Coordinator is not a Paid As Master Coordinator or higher, they will still be awarded Rank Advancement Recap Points, when applicable.

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New Rank Achieved	Full Points	Half Points
Master Coordinator	90	45
Senior Master Coordinator	100	50
Presidential Master Coordinator	110	55

Special Master Rank Advancement Recap Points do not count toward qualification for Team Up prizes.

Miscellaneous Category

Longevity Points

You earn one point for every full year you have been in Shaklee¹¹ through June 30, 2011 plus one point for the year you will complete during the Qualification Period.

Shaklee Cares Points

You earn one point for your donation of any of the available Shaklee Cares packs. A maximum of 10 points may be earned.

Master Maintenance Points

Five points are awarded for each month that you are a Paid As Master Coordinator¹², Senior Master Coordinator, or Presidential Master Coordinator.

Points in the Miscellaneous Category do not count toward qualification for Team Up prizes.

Dream 2012 Incentive Trip

Trip Qualification Period: July 1, 2011–June 30, 2012

Trip Dates: October 23–28, 2012

How to Qualify:

- You must have at least 50 points in the Sponsoring Category, at least 10 of which are for Personal Sponsoring. –and –
- You must be a Paid As Senior Director or higher for at least three months during the Trip Qualification Period and, once achieved, cannot drop below that Paid As Rank during the Trip Qualification Period or the month prior to the trip.

If you qualify for the trip, in part, with Rank Advancement Points, you must hold the Paid As Rank achieved in the month prior to the trip.

Points Required

Qualification Type	Required Points
Qualify – Incentive Trip for two people in one room	350 points

¹¹ Based on your application date on file in Shaklee's records.

¹² In any month in which a Lifetime Master Coordinator is not a Paid As Master Coordinator or higher, they will nevertheless be awarded Master Maintenance Points.

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Qualification Type	Required Points
Bring a Friend – Incentive Trip for three people, in one room	550 points
Bring Another Friend – Incentive Trip for four people, in one room	750 points
Double Qualify – Incentive Trip for four people, in two rooms	850 points

- A maximum of 150 Sponsoring Points may be counted toward trip qualification (including qualifying to bring additional people or double-qualifying).
- A maximum of 150 Special Master (Rank Advancement Recap) Points may be counted toward trip qualification (including qualifying to bring additional people or double-qualifying).

In all cases, at least one attendee must be on Shaklee's records as a member of the qualifying distributorship. Trip awards are non-transferrable and must be taken in the year earned. A Business Leader who qualifies for the trip will be assigned only one of the qualification types listed above, which will be based upon their point total. As long as one attendee is on Shaklee's records as a member of the qualifying distributorship, he/she may choose whomever they would like to attend as the second (third or fourth depending on their level of qualification) person to accompany them on the trip.

Presidential Master Coordinators

A Presidential Master Coordinator, who is paid as a Presidential Master Coordinator for at least nine months during the Qualification Period, and in the month prior to the Dream 2012 Incentive Trip, automatically qualifies for the trip.

Qualification includes two people (at least one must be on Shaklee's records as a member of the qualifying distributorship). In order to qualify for extra people in their room or for a second room, they must accumulate 550, 750 or 850 points as described above.

2012 Top Achievers International Trip

Trip Qualification Period: July 1, 2011–June 30, 2012

Trip Dates: November 27–December 4, 2012

How to Qualify:

- Meet all qualifications above for the Dream 2012 Incentive Trip, and
- Earn at least 1000 points during the Trip Qualification Period. (A maximum of 150 Sponsoring Points and a maximum of 150 Special Master Rank Advancement Recap Points may be counted toward the 1000 points.)
- Earn an extra 100 points (for a total of 1100 points) to qualify for a once in a lifetime excursion. (A maximum of 150 Sponsoring Points and a maximum of 150 Special Master Rank Advancement Recap Points may be counted toward the 1100 points.)

Business Leaders who qualify for the Top Achievers International Trip also double qualify to attend the Dream 2012 Incentive Trip. You do not have to choose one or the other.

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Global Conference Recognition

Build your business, grow your organization, and be recognized for your achievements at the 2012 Global Conference.

Qualification Period: July 1, 2011–June 30, 2012

2012 Star Achiever Categories

There are five main Star Achiever Categories. You earn points exactly the same way that you earn them for the Dream 2012 Incentive Trip and Team Up, but there are no limits to the number of points that can be earned in any given category—especially in the Sponsoring and the Master Rank Advancement Recap categories, both of which are capped for the Dream and Top Achievers International Trips.

Category	Minimum Points
Sponsoring	150 Points
Rank Advancement	N/A ¹³
Leadership Development (Net Gain) First Generation	350 Points
Leadership Development (Net Gain) Business Group	300 Points
Special Master (Rank Advancement Recap)	150 Points

Special “Wall of Honor” Categories and Awards

Top Achievers 2012

- All Business Leaders who earn at least 1000 points during the Qualification Period and qualify for the 2012 Top Achievers International Trip will be recognized as 2012 Top Achievers.
- The Business Leader team who earns the most points will receive the ***Distributor of the Year Award***.

Leadership Top 10

- The top 10 Business Leader teams that have added the greatest number of Net Gains on their recap (i.e., have accumulated the greatest number of Net Gain First Generation and Net Gain Business Group Points) during the Qualification Period.
- The Business Leader team that has added the greatest number of Net Gains on their recap will receive the ***Leader of the Year Award***.

Growth Top 10

- The top 10 Business Leader teams with the greatest increase in OV over the prior Qualification Period.
- The Business Leader team with the greatest increase in OV over the prior Qualification Period will receive the ***Growth Producer of the Year Award***.

Fortune Top 10

- The top 10 Business Leader teams that have earned the highest income during the Qualification Period.

¹³ All new rank achievers who achieve their appointed rank by June 2012 will be recognized. You do not need to have held your new rank for three consecutive months to be recognized at Global Conference (except for the ranks of Key and above which require 3 months of maintenance before you are appointed at that rank), but you must be paid as the new rank in June 2012. New rank is defined on pages 6–7 of this booklet.

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- The Business Leader team that has earned the highest income during the Qualification Period will receive the ***Income Earner of the Year Award***.

Sponsoring Top 10

- The top 10 Business Leader teams that have accumulated the greatest number of Sponsoring Points during the Qualification Period.
- The Business Leader team that has accumulated the greatest number of Sponsoring Points will receive the ***Sponsor of the Year Award***.

Rising Stars Top 10

- The top 10 fastest growing new¹⁴ Business Leader teams who earn the highest income during the Qualification Period.
- The new Business Leader team who earns the highest income during the Qualification Period will receive the ***Rookie of the Year Award***.

In recognition of their outstanding achievement, the number one achiever in each of the six special categories will have their name included on the "Wall of Honor" at the Shaklee Global Headquarters in Pleasanton, California.

Team Up

Team Up and take action to earn quarterly prizes and earn points toward the Dream 2012 Incentive Trip and Global Conference Recognition at the same time.

Register Your Team

Registration is required and is free of charge. Teams must register at www.myshaklee.com by the end of the second month of each quarterly qualification period:

Quarter	Qualification Period	Team Registration Deadline
First Quarter	July 1, 2011–September 30, 2011	August 31, 2011
Second Quarter	October 1, 2011–December 31, 2011	November 30, 2011
Third Quarter	January 1, 2012–March 31, 2012	February 29, 2012
Fourth Quarter	April 1, 2012–June 30, 2012	May 31, 2012

Teams may consist of from two to six Business Leaders and/or business builders of any rank. We strongly encourage you to form teams of six as that will greatly increase your chances of qualifying for a prize. You may participate on only one team for each quarterly qualification period, but may change teams at the beginning of each new quarter.

You must participate on a team to earn Team Up prizes, whether team prizes or individual prizes.

¹⁴ A new Business Leader for purposes of this category is someone who became a Business Leader for the first time during the Qualification Period or who met the Five-Year Rule and became a Business Leader during the Qualification Period.

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Qualifying for Team Up Prizes

Team Prizes

For a team to win a prize, each member of the team must achieve a minimum of 50 points during the quarterly qualification period. For the July 1, 2011–September 30, 2012 quarter, teams with aggregate points of 300 or more qualify for team prizes (one prize per team member):

500 Points – Top Tier Prize

400 Points – Second Tier Prize

300 Points – Third Tier Prize

Top Ten Individual Prizes

One prize to each of the 10 Business Leaders who have accumulated the greatest number of individual Team Up points for the quarter. To qualify, you must be a registered member of a Team Up team and you must have at least 150 individual Team Up points for the quarterly qualification period.

Visit www.myshaklee.com for prize details as they change each quarter.

Team Up Points

Points are earned the same way as for the Dream 2012 Trip and for Global Conference Recognition. Points count toward the quarterly qualification period in which they are earned. Points earned in the following categories count for Team Up (there is no limit to the number of points that can be earned):

- Sponsoring
- Rank Advancement
- Business Development (Net Gain) First Generation
- Business Development (Net Gain) Business Group

Points earned in the Special Master (Rank Advancement Recap) and Miscellaneous (Longevity, Shaklee Cares, and Master Rank Maintenance) Categories do not count for Team Up, nor do Sponsoring Points carried over from the 2011-2012 Qualification Period.

New Director Conference

Upcoming Conference Dates

October 19–22, 2011

May 16–19, 2012

September 19–22, 2012

Eligibility: Business Leaders in the Dream Plan who are first time Directors, or who meet the Five-Year Rule (as defined on page 7 of this booklet), are eligible to qualify for the New Director Conference.

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Qualifications: Earn a total of 18,000 CV¹⁵ in any six-consecutive month period within your first 12 months as a Director (month of promotion plus eleven months)¹⁶. The entire qualification must be completed by the end of the 12th month. The Business Leader must be a Director or higher during each month of the qualification period and in the month prior to the conference. The qualification period must be completed no later than the PV month that is two months prior to the calendar month of the conference. Qualified Business Leaders may attend either the first scheduled conference for which they are eligible, or the one after that.

Example: To attend a May conference, a Business Leader must promote no later than the previous October and complete the six-month qualification period no later than March.

Example: To attend a September conference, a Business Leader must promote no later than the previous February and complete the six-month qualification period no later than July.

Conference: Training and recognition are the key components of the event. Qualification is for two people and includes airfare, hotel, local transportation, and some meals.

Future Masters Retreat

2012 Retreat Dates: January 19-21, 2012

The Future Masters Retreat is designed to help Executive Coordinators and above reach the rank of Master Coordinator. It consists of training from successful leaders in Shaklee on specific topics such as goal setting, overcoming obstacles, maximizing earnings, etc., that will help move the Executive, Senior Executive, Key and Senior Key Coordinator to Master Coordinator and above.

Eligibility: New (first time) Executive Coordinators who are in the Dream Plan are eligible for the Future Masters Retreat.

Qualifications: You must be a fully qualified, Paid As Executive Coordinator for three consecutive months. You must complete the three consecutive months no later than the PV month that is two months prior to the calendar month of the Retreat. In addition, you must be a Paid As Executive Coordinator or higher in the month prior to the retreat.

Retreat Details: Shaklee will pay airfare, hotel and some meals for you and another person of your choice to attend the Future Masters Retreat. If you choose to bring someone who is not on Shaklee's records as a member of your distributorship, that individual must be a Business Leader in Shaklee and must attend all meetings while attending the conference.

Buying In: All Executive Coordinators and above may register for and attend the Future Masters Retreat on a buy-in and space available basis.

¹⁵ **CV:** A Business Leader's Unencumbered Group Volume (as defined in the Statement of Privileges and Responsibilities of Shaklee Family Members), plus the Personal Group Volume of each First Generation Leader, up to a maximum of 2000 per First Generation Leader. (Same as Car Volume).

Unencumbered Group Volume: A Business Leader's Personal Group Volume, excluding the Personal Group Volume of a First Generation Director in the month the First Generation Director promotes.

¹⁶ A Business Leader may qualify by accumulating 18,000 CV in as few as three months. All other requirements listed above apply.

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New Key Coordinator Hometown Celebration

We are coming to your hometown to host a reception in your honor! We want to tell everyone in your community about your achievements, so we will alert the media and make it known that you are earning cars, money and trips while living the Shaklee dream.

Eligibility: New (first time) Key Coordinators who are in the Dream Plan are eligible for the New Key Coordinator Hometown Celebration.

Qualifications: You must be a fully qualified, Paid As Key Coordinator for three consecutive months and promote to Key Coordinator as per the *P&R*. In addition, you must be a Paid As Key Coordinator in the month of the Celebration.

Hometown Celebration Details: Food, fun and friendship with 25 guests selected by the Key Coordinator, with recognition on site and a press release to local media. The date and time for the Celebration will be jointly determined by the new Key Coordinator and Shaklee and will be held in the Key Coordinator's city in Shaklee's records, unless an alternate location is approved by Shaklee.

New Master Coordinator Pinning

Time to pack your bags and head to San Francisco and the Napa Valley to be pampered at a world-famous five-star resort in California's glorious wine country. Then it's off to Shaklee Global Headquarters for a red carpet celebration and ceremony, including an invitation to a once-in-a-lifetime dinner—all in your honor!

Eligibility: New (first time) Master Coordinators are eligible for the New Master Coordinator Pinning.

Qualifications: You must be a fully qualified, Paid As Master Coordinator for three consecutive months and promote to Master Coordinator as per the *P&R*. In addition, you must be a Paid As Master Coordinator in the month of the trip.

Master Coordinator Pinning Details: The trip includes airfare for two to San Francisco, private limousine transfers, two nights hotel in San Francisco and Napa, official pinning at Shaklee Global Headquarters, lunch with the Sales team, meetings with Shaklee department heads, dinner with Shaklee executives and a very special dinner with Roger and Sloan Barnett.

Car Bonus Program

General Information

Eligibility

Business Leaders in the Dream Plan are eligible for the Car Bonus Program. Business Leaders must first complete a three-month qualification period, and are then eligible to earn the car bonus for their program when monthly requirements for their program are met. Business Leaders may participate in the Car Bonus Program for each rank only once.

Registration

Business Leaders wishing to participate in the Car Bonus Program must send to Shaklee a completed Car Program Registration Form, along with documentation of car lease or purchase, and a picture of the Business Leader with their car, within six months after the qualification period is completed.

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The date of purchase or lease inception must be within the last 12 months as of the time registration is submitted to Shaklee. The car may be either a new car or certified pre-owned car with model year within the last three years (e.g., If the registration is submitted in 2011, then the model year can be 2009, 2010, 2011 or 2012).

Drive-Off or Down Payment Assistance

Business Leaders may request to have Shaklee reserve six months' of Car Bonuses for them, which they may use to pay the "drive-off" charges on a car lease or the down payment on the purchase of a car. Business Leaders who wish to request this option will indicate that on the Car Program Registration form. The remaining period during which monthly car bonuses can be earned will be reduced by the number of months that bonuses have been placed on reserve, and will start in the month after Shaklee receives documentation of the purchase or lease of a car.

Senior Director Car Program

Qualification Period: Hold Paid As Senior Director rank or higher, and have a minimum of 5000 Car Volume¹⁷ for each of 3 consecutive months.

Monthly Car Bonus: Once registration in the program has been accepted by Shaklee, the Business Leader will earn \$225 per month for a non-hybrid car or \$250 per month for a hybrid car for up to 36 months, in each month in which the Business Leader has at least 5000 Car Volume.

If the Business Leader has less than 5000 Car Volume, or uses a Volume Grace Month or waiver, in any given month, no Car Bonus will be paid for that month.

Rank Increases Beyond Senior Director: Senior Directors who achieve the rank of Senior Coordinator or higher during the 36 months they are in the Senior Director Car Program, will earn the Car Bonus amount for the Senior Coordinator (or applicable) Car Program in any month in which they are a fully qualified, Paid As Senior Coordinator or higher and meet the Car Volume requirement for the Car Program corresponding to that rank. This does not impact the Business Leader's eligibility to then participate in the Senior Coordinator Car Program, once the 36 months in the Senior Director Program have passed.

Senior Coordinator Car Program

Qualification Period: Hold Paid As Senior Coordinator rank or higher, and have a minimum of 7000 Car Volume for each of 3 consecutive months.

Monthly Car Bonus: Once registration in the program has been accepted by Shaklee, the Business Leader will earn \$325 per month for a non-hybrid car and \$375 per month for a hybrid car for up to 36 months, in each month in which the following qualifications are met:

- 1) The Business Leader is a fully qualified, Paid As Senior Coordinator or higher, and
- 2) The Business Leader has 7000 Car Volume.

If the Business Leader's Paid As Title falls below Senior Coordinator in any given month, the Business Leader will earn a Car Bonus of \$225 for a non-hybrid car or \$250 for a hybrid if the Business Leader has at least 7000 Car Volume that month.

If the Business Leader's Car Volume falls below 7000, or if a Volume Grace Month or waiver is used, in any given month, no Car Bonus will be paid for that month.

¹⁷ **Car Volume:** A Business Leader's Unencumbered Group Volume (as defined in the Statement of Privileges and Responsibilities of Shaklee Family Members), plus the Personal Group Volume of each First Generation Leader, up to a maximum of 2000 per First Generation Leader.

Unencumbered Group Volume: A Business Leader's Personal Group Volume, excluding the Personal Group Volume of a First Generation Director in the month the First Generation Director promotes.

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Rank Increases Beyond Senior Coordinator: Senior Coordinators who achieve the rank of Senior Executive Coordinator or higher during the 36 months they are in the Senior Coordinator Car Program, will earn the car bonus amount for the Senior Executive Coordinator (or applicable) Car Program in any month in which they are a fully qualified, Paid As Senior Executive Coordinator or higher and meet the Car Volume requirement for the Car Program corresponding to that rank. This does not impact the Business Leader's eligibility to then participate in the Senior Executive Coordinator Car Program, once the 36 months in the Senior Coordinator Program have passed.

Senior Executive Coordinator Car Program

Qualification Period: Hold Paid As Senior Executive Coordinator rank or higher, and have a minimum of 9000 Car Volume for each of 3 consecutive months.

Monthly Car Bonus: Once registration in the program has been accepted by Shaklee, the Business Leader will earn \$400 per month for a non-hybrid car or \$450 per month for a hybrid car for up to 36 months, in each month in which the following qualifications are met:

- 1) The Business Leader is a fully qualified, Paid As Senior Executive Coordinator or higher, and
- 2) The Business Leader has 9000 Car Volume.

If the Business Leader's Paid As Title falls below Senior Executive Coordinator in any given month, the Business Leader will earn \$325 for a non-hybrid car or \$375 for a hybrid if the Business Leader has at least 9000 Car Volume.

If the Business Leader's Car Volume falls below 9000, or if a Volume Grace Month or waiver is used, in any given month, no Car Bonus will be paid for that month.

Rank Increases Beyond Senior Executive Coordinator: Senior Executive Coordinators who achieve the rank of Senior Key Coordinator or higher during the 36 months they are in the Senior Executive Coordinator Car Program, will earn the Car Bonus amount for the Senior Key Coordinator (or applicable) Car Program in any month in which they are a fully qualified, Paid As Senior Key Coordinator or higher and meet the Car Volume requirement for the Car Program corresponding to that rank. This does not impact the Business Leader's eligibility to then participate in the Senior Key Coordinator Car Program, once the 36 months in the Senior Executive Coordinator Program have passed.

Senior Key Coordinator Car Program

Qualification Period: Hold Paid As Senior Key Coordinator rank or higher, and have a minimum of 13000 Car Volume for each of 3 consecutive months.

Monthly Car Bonus: Once registration in the program has been accepted by Shaklee, the Business Leader will earn \$450 per month for a non-hybrid car or \$500 per month for a hybrid car for up to 36 months, in each month in which the following qualifications are met:

- 1) The Business Leader is a fully qualified, Paid As Senior Key Coordinator or higher, and
- 2) The Business Leader has 13000 Car Volume.

If the Business Leader's Paid As Title falls below Senior Key Coordinator in any given month, the Business Leader will earn a Car Bonus of \$400 for a non-hybrid or \$450 for a hybrid if the Business Leader has at least 13000 Car Volume for the month.

If the Business Leader's Car Volume falls below 13000, or if a Volume Grace Month or waiver is used, in any given month, no Car Bonus will be paid for that month.

Rank Increases Beyond Senior Key Coordinator: Senior Key Coordinators who achieve the rank of Master Coordinator or higher during the 36 months they are in the Senior Key Coordinator Car Program, will earn the Car Bonus amount for the Master Coordinator Car Program in any month in which they are a fully qualified, Paid As Master Coordinator or higher and have at least 15000 Car Volume. This does not impact the Business Leader's

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eligibility to then participate in the Master Coordinator Car Program, once the 36 months in the Senior Key Coordinator Program have passed.

Master Coordinator Car Program

Qualification Period: Hold Paid As Master Coordinator rank or higher, and have a minimum of 15000 Car Volume for each of 3 consecutive months.

Monthly Car Bonus: Once registration in the program has been accepted by Shaklee, the Business Leader will earn \$500 per month for a non-hybrid car or \$600 per month for a hybrid car for up to 36 months, in each month in which the following qualifications are met:

- 1) The Business Leader is a fully qualified, Paid As Master Coordinator or higher, and
- 2) The Business Leader has 15000 Car Volume.

If the Business Leader's Paid As Title falls below Master Coordinator in any given month, the Business Leader will earn a Car Bonus of \$450 for a non-hybrid or \$500 for a hybrid if the Business Leader has at least 15000 Car Volume for the month.

If the Business Leader's Car Volume falls below 15000, or if a Volume Grace Month or waiver is used, in any given month, no Car Bonus will be paid for that month.

Presidential Master Coordinator Car

Eligibility: Business Leaders in the Dream Plan.

Qualification Period: Hold Paid As Presidential Master Coordinator title for three consecutive months and promote to the appointed title of Presidential Master Coordinator, then continue to hold as a Paid As Presidential Master Coordinator for an additional three consecutive months (total of six consecutive months).

Presidential Master Coordinators who meet the qualification will be awarded a top of the line Mercedes S400 Hybrid.

FastTRACK

The *FastTRACK* rules in this section apply to those with an application date of August 1, 2011 or later, as well as to Members, Distributors and Associates who have never held the rank of Director or higher or who meet the requirements of the Five-Year Rule on page 7 of this booklet.

Those whose application date is prior to August 1, 2011, except as indicated above, may continue to qualify for *FastTRACK* bonuses up to Executive Coordinator, so long as they are within the timeframes for achieving them, according to the previously published rules. Those who have yet to achieve the rank of Key Coordinator are eligible to qualify for the *FastTRACK* Key Coordinator bonus according to the rules published here, so long as they are still within the first 24 months after their application date. Likewise, those who have yet to achieve the rank of Master Coordinator are eligible to qualify for the *FastTRACK* Master Coordinator bonus according to the rules published here, so long as they are within the first 36 months after their application date.

Eligibility

FastTRACK is open to all new Shaklee Members, Distributors and Gold Ambassadors. In addition, Members, Distributors and Associates who joined Shaklee prior to August 1, 2011 are eligible (and will be treated as if the month they joined Shaklee was August 2011) if they have never been Directors before or if they meet the Five-Year Rule, as defined on page 7 of this booklet..

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Before earning any *FastTRACK* reward, one must become a Gold Ambassador¹⁸.

***FastTRACK* Director**

Requirements

- Reach the rank of Director within three full months following the month you join Shaklee, and
- Maintain Paid As Rank for three consecutive months (including the month of promotion) plus the month prior to Global Conference, with no Volume Grace Months or waivers.

Reward

- Two Global Conference registrations (\$500 value). Registrations must be used by members of the qualifying distributorship.

***FastTRACK* Senior Director**

Requirements

- Reach the rank of Senior Director within six full months following the month you join Shaklee, and
- Maintain Paid As Rank for three consecutive months (including the month of promotion) with no Volume Grace Months or waivers.
- First Generation leaders who count for rank qualification must also maintain without use of Volume Grace Months or waivers (a fully qualified Business Leader in the same Business Leader Leg—a “back-up” for the First Generation leader in a Volume Grace Month—can also count for rank qualification purposes).

Reward

- \$1,000 Bonus

Matching Bonus

The Original Sponsor of a *FastTRACK* participant who earns the *FastTRACK* Senior Director Bonus may qualify for a 50% matching bonus of \$500 by meeting the following requirements:

- Be a Gold Ambassador, and
- Be a Director or above during the same three consecutive months during which the participant is maintaining the newly achieved Senior Director rank (i.e., the month that qualifications are achieved, plus the two months that follow). No Volume Grace Months or waivers may be used during this time.

In the event that the Original Sponsor does not meet the requirements above, the Matching Bonus will be paid to the Original Sponsor of the Original Sponsor if they meet the requirements (or to the Original Sponsor of the Original Sponsor of the Original Sponsor and so forth until an Original Sponsor is reached who meets the requirements).

***FastTRACK* Coordinator**

Requirements

- Reach the rank of Coordinator within nine full months following the month you join Shaklee, and

¹⁸ One may become a Gold Ambassador either by purchasing a GOLD, GOLD PLUS or SUPER GOLD PAK, or by paying the Gold Ambassador fee of \$199.

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- Maintain Paid As Rank for three consecutive months (including the month of promotion) and in the month before the incentive trip with no Volume Grace Months or waivers.
- First Generation leaders who count for rank qualification must also maintain without use of Volume Grace Months or waivers (a fully qualified Business Leader in the same Business Leader Leg—a “back-up” for the First Generation leader in a Volume Grace Month—can also count for rank qualification purposes).

Rewards

- \$3,000 bonus
- Automatic Qualification for the Dream Incentive trip for two¹⁹

Matching Bonus

The Original Sponsor of a *FastTRACK* participant who earns the *FastTRACK* Coordinator Bonus may qualify for a 50% matching bonus of \$1,500 by meeting the following requirements:

- Be a Gold Ambassador, and
- Be a Director or above during the same three consecutive months during which the participant is maintaining the newly achieved Coordinator rank (i.e., the month that qualifications are achieved, plus the two months that follow). No Volume Grace Months or waivers may be used during this time.

In the event that the Original Sponsor does not meet the requirements above, the Matching Bonus will be paid to the Original Sponsor of the Original Sponsor if they meet the requirements (or to the Original Sponsor of the Original Sponsor of the Original Sponsor and so forth until an Original Sponsor is reached who meets the requirements).

FastTRACK Senior Coordinator

Requirements

- Reach the rank of Senior Coordinator within 12 full months following the month you join Shaklee, and
- Maintain Paid As Rank, including a special qualification for *FastTRACK* Senior Coordinators of 5000 Organizational Volume Outside the Strongest Leg, for three consecutive months (including the month of promotion) with no Volume Grace Months or waivers.
- First Generation leaders who count for rank qualification must also maintain without use of Volume Grace Months or waivers (a fully qualified Business Leader in the same Business Leader Leg—a “back-up” for the First Generation leader in a Volume Grace Month—can also count for rank qualification purposes).

Rewards

Up to \$5,000 in cash bonuses, paid as follows:

- Hold for three consecutive months per the requirements above - \$2,500
- Hold for a fourth month (does not need to be consecutive) - \$2,500

¹⁹ If you become a *FastTRACK* Coordinator and complete your maintenance period within the 2011-2012 Qualification Period, but do not reach the 350 points required for the 2012 Dream Trip, you will automatically qualify for the 2012 trip. If you qualify with 350 points for the 2012 trip and start your maintenance period for *FastTRACK* Senior Coordinator on or before June 30, 2012 but complete the maintenance period after June 30, 2012, you must have the required points for the 2013 trip. (In other words, you may not automatically qualify for a second trip based on the same activity that qualified you for the first trip.)

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Matching Bonus

The Original Sponsor of a *FastTRACK* participant who earns the *FastTRACK* Senior Coordinator Bonus may qualify for a 50% matching bonus of \$2,500 when the following requirements are met:

- The Original Sponsor must be a Gold Ambassador, and
- The Original Sponsor must be a Director or above during the same three consecutive months during which the participant is maintaining the newly achieved Senior Coordinator rank (i.e., the month that qualifications are achieved, plus the two months that follow). No Volume Grace Months or waivers may be used during this time,

In the event that the Original Sponsor does not meet the requirements above, the Matching Bonus will be paid to the Original Sponsor of the Original Sponsor if they meet the requirements (or to the Original Sponsor of the Original Sponsor of the Original Sponsor and so forth until an Original Sponsor is reached who meets the requirements).

The Matching Bonus will be paid as follows:

- \$1,250 after your new Senior Coordinator has held for three consecutive months per the requirements above.
- \$1,250 after your new Senior Coordinator has held a fourth month (does not need to be consecutive).

FastTRACK Executive Coordinator

Requirements

- Reach the rank of Executive Coordinator within 15 full months following the month you join Shaklee, and
- Maintain Paid As Rank, including a special qualification for *FastTRACK* Executive Coordinators of having 10,000 Organizational Volume Outside the Strongest Leg, for six consecutive months (including the month of promotion), and in the month before the Top Achievers International Trip, with no Volume Grace Months or waivers.
- First Generation leaders who count for rank qualification must also maintain without use of Volume Grace Months or waivers (a fully qualified Business Leader in the same Business Leader Leg—a “back-up” for the First Generation leader in a Volume Grace Month—can also count for rank qualification purposes).

Rewards

- Up to \$25,000 in cash bonuses, paid as follows:
 - Hold for six consecutive months per the requirements above - \$10,000
 - Hold for a seventh month (does not need to be consecutive) - \$5000
 - Hold for an eighth month (does not need to be consecutive) - \$5000
 - Hold for a ninth month (does not need to be consecutive) - \$5000
- Automatic Qualification for the Top Achievers International Trip for two²⁰

²⁰ If you become a *FastTRACK* Executive Coordinator and complete your maintenance period within the 2011-2012 Qualification Period, but do not reach the 1000 points required for the 2012 Top Achievers International Incentive Trip, you will automatically qualify for the 2012 trip. If you qualify with 1000 points for the 2012 trip and start your maintenance period for *FastTRACK* Executive Coordinator on or before June 30, 2012 but complete the maintenance period after June 30, 2012, you must have the required points for the 2013 trip. (In other words, you may not automatically qualify for a second trip based on the same activity that qualified you for the first trip.)

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Matching Bonus

The Original Sponsor of a *FastTRACK* participant who earns the *FastTRACK* Executive Coordinator Bonus may qualify for a 50% matching bonus of up to \$12,500 when the following requirements are met:

- The Original Sponsor must be a Gold Ambassador, and
- The Original Sponsor must be a Director or above during the same six consecutive months during which the participant is maintaining the newly achieved Executive Coordinator rank (i.e., the month that qualifications are achieved, plus the five months that follow), and in the months that the new Executive Coordinator maintains for their seventh, eighth and ninth month. No Volume Grace Months or waivers may be used during this time.

In the event that the Original Sponsor does not meet the requirements above, the Matching Bonus will be paid to the Original Sponsor of the Original Sponsor if they meet the requirements (or to the Original Sponsor of the Original Sponsor of the Original Sponsor and so forth until an Original Sponsor is reached who meets the requirements).

The Matching Bonus will be paid as follows:

- \$5000 after your new Executive Coordinator has held for six consecutive months per the requirements above.
- \$2500 after your new Executive Coordinator has held a seventh month (does not need to be consecutive).
- \$2500 after your new Executive Coordinator has held an eighth month (does not need to be consecutive).
- \$2500 after your new Executive Coordinator has held a ninth month (does not need to be consecutive).

FastTRACK Key Coordinator

Requirements

- Reach the rank of Key Coordinator within 24 full months following the month you join Shaklee, and
- Maintain paid as rank, including the Dream Plan requirement for Key Coordinators of having 25,000 Organizational Volume Outside the Strongest Leg, for six consecutive months (the three consecutive months required for promotion to Key Coordinator plus the immediately following three months), with no Volume Grace Months or waivers.
- First Generation leaders who count for rank qualification must also maintain without use of Volume Grace Months or waivers (a fully qualified Business Leader in the same Business Leader Leg—a “back-up” for the First Generation leader in a Volume Grace Month—can also count for rank qualification purposes).

Rewards

- Up to \$25,000 in cash bonuses, paid as follows:
 - Hold for six consecutive months per the requirements above - \$10,000
 - Hold for a seventh month (does not need to be consecutive) - \$5000
 - Hold for an eighth month (does not need to be consecutive) - \$5000
 - Hold for a ninth month (does not need to be consecutive) - \$5000

There are no Matching Bonuses paid at the Key and Master Coordinator ranks.

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FastTRACK Master Coordinator

Requirements

- Reach the rank of Master Coordinator within 36 full months following the month you join Shaklee, and
- Maintain paid as rank, including the Dream Plan requirement for Master Coordinators of having 50,000 Organizational Volume Outside the Strongest Leg, for six consecutive months (the three consecutive months required for promotion to Master Coordinator plus the immediately following three months), with no Volume Grace Months or waivers.
- First Generation leaders who count for rank qualification must also maintain without use of Volume Grace Months or waivers (a fully qualified Business Leader in the same Business Leader Leg—a “back-up” for the First Generation leader in a Volume Grace Month—can also count for rank qualification purposes).

Rewards

- Up to \$25,000 in cash bonuses, paid as follows:
 - Hold for six consecutive months per the requirements above - \$10,000
 - Hold for a seventh month (does not need to be consecutive) - \$5000
 - Hold for an eighth month (does not need to be consecutive) - \$5000
 - Hold for a ninth month (does not need to be consecutive) - \$5000

There are no *FastTRACK* bonuses paid at the Senior Executive Coordinator or Senior Key Coordinator ranks. Additionally, there are no Matching Bonuses paid to the Original Sponsor at the Key or Master Coordinator ranks.

Member Referral Program

Members who refer friends and family to Shaklee will receive a one-time \$25 product credit for each and every person they refer who purchases \$25 in Shaklee products. Those friends and family will benefit from a one-time 15% discount on Shaklee products. Those same people will also have the opportunity to Join Shaklee FREE with the purchase of Shaklee Vitalizer®, so they can continue to take advantage of the 15% discount (Member Price).

Eligibility

In order to participate in the program you must be a Member. (Distributors and above benefit by expanding their groups and growing their volume as their Members refer others, but are not eligible to participate in the program itself.)

How the Program Works

Shaklee Members will have access to a Referral Center on the myshaklee.com website, which they access when they login to Shaklee. This website will contain information on the program and provide directions on how to invite people using an embedded email link or links to place on Facebook and Twitter. This link will identify the referring Member so that the person who is referred to Shaklee does not need to enter an ID number or any other information about the Member who referred them.

By accessing this link, the prospect will be taken to a page with information about the 15% offer. This link with the embedded information will be activated as soon as the recipient clicks through it to Shaklee’s landing page. When this happens, a “cookie” will be set and the recipient will be “tied” to the referring Shaklee Member. This is how we will identify whether or not someone is qualified to take advantage of the promotion (this offer is only redeemable one time per recipient).

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- To ensure proper credit, orders must be placed by clicking through the Referral Link provided.
- If the prospect bookmarks the offer page and accesses it without going through the original link, or if the prospect deletes the cookies from their computer after accessing the offer page, Shaklee will not be able to tie the prospect to the referring Shaklee Member and the prospect will, instead, be seen as an unattached lead and handled through the normal lead generation process.

15% Off First Order

The offer to the prospect will be 15% off their first Shaklee order (not including shipping and handling or taxes). This is a one-time offer only. Once someone takes advantage of the offer, they cannot take advantage of it again – even if they receive another offer from another person.

Join Free with Vitalizer

Prospects will be given the option to gain free membership in Shaklee with the purchase of Shaklee Vitalizer. This will entitle them to continue to purchase Shaklee products at 15% off (Member Price), as well as providing additional benefits such as special promotions and the ability to earn product credits from the people they refer.

Product Credits for Referring Members

Referring Members will receive a \$25 product credit for every prospect they refer who purchases a minimum \$25 (at Member Price) order from Shaklee. Product credits will not be issued for orders less than \$25. Only one product credit is allowed per referral.

- Product credits can be combined. For example, if a Member refers five people who each purchase \$25 in Shaklee products, the Member will earn \$125 in product credits.
- Product credits are kept “on account” for the Member. If, for example, a Member has \$125 in product credits and the total product cost of their order is \$111, the difference of \$14 will be kept on account for use on another order.
- Product Credits may not be used for sales aids, taxes, or shipping & handling.
- When product credits are redeemed, the PV on the order will be reduced by the same percentage as the amount of product credit used in relation to the dollar total of the products on the order (excluding sales aids, shipping and handling and taxes).
- Product credits expire one year from the date of issuance.

Web Only

This program is available on web orders only. It is not available for phone, fax or mail orders (either for prospects responding to the offer(s) or for Members using the product credits they have earned). A Member with available product credits will be prompted to use them during online order checkout. Product credits may not be redeemed on phone, fax or mail orders.

Tracking Product Credits

- Members who earn product credits will see the amount of product credits earned on their myshaklee.com page.
- The Business Leader of record will be able to view their leads in the Leads tab in Contacts at myshaklee.com. An alert will bring to their attention that they have new leads. The Business Leader will receive a sponsoring alert for those prospects who join Shaklee. This will give them the information they need to work with their Members and Distributors to use these referrals in building their own organizations.