

MEAMORA®

Success Plan Glossary



Titles and Acronyms

These Acronyms maybe referenced on some of the MEA reports

Customer – C

C

Host – H

H

Stylist – S

S

Lead Stylist –S1

S1

Senior Stylist S-2

S2

Leadership Titles

Star Stylist Leader – SSL

SSL

Exec Stylist Leader – ESL

ESL

Senior Executive Leader – SEL

SEL

Star Executive Leader – *EL

*EL

Senior Star Executive Leader – S*EL

S*EL

MEAMORA Success Plan

Requirement	Stylist	Lead Stylist	Senior Stylist	Star Stylist	Executive	Senior Executive	Star Executive	Senior Star Executive
Personal Sales (PS)	0–299.99	300	1,500	3,500	—	—	—	—
Personal Sales Required (Mentor Bonus)	—	300	300	300	300	300	300	300
Group Sales (CGS)	—	—	1,500	3,500	3,500	3,500	3,500	3,500
Leader Star Count	—	—	—	—	1	3	5	7

Selling & Sponsoring

Sales Earnings	Stylist	Lead Stylist	Senior Stylist	Star Stylist	Executive	Senior Executive	Star Executive	Senior Star Executive
Personal Discount	20%	25%	30%	35%	35%	35%	35%	35%
Stylist Mentor Bonus	—	5%	10%	15%	15%	15%	15%	15%
Lead Mentor Bonus	—	—	5%	10%	10%	10%	10%	10%
Senior Mentor Bonus	—	—	—	5%	5%	5%	5%	5%

Building & Duplicating

Generation Bonus	Stylist	Lead Stylist	Senior Stylist	Star Stylist	Executive	Senior Executive	Star Executive	Senior Star Executive
Level 1	—	—	—	4%	4%	4%	4%	4%
Level 2	—	—	—	—	4%	4%	4%	4%
Level 3	—	—	—	—	—	2%	2%	2%
Level 4	—	—	—	—	—	—	2%	2%

Rank Bonus	Stylist	Lead Stylist	Senior Stylist	Star Stylist	Executive	Senior Executive	Star Executive	Senior Star Executive
Rank Advancement Bonus	—	—	£50–60€ (Matched for Enroller)	£100–120€ (Matched for Enroller)	£250–300€	£500–600€	£1,000–1,200€	£3,000–3,600€
Consistency Bonus	—	—	—	—	£100–120€	£250–300€	£750–900€	£1,000–1,200€

Rank Advancement Entitlements & Process – Lead & Senior Stylist



RANK UP ANY TIME

Rank advancements can occur at any point in the calendar month. Entitlements start from the **exact date of advancement**.



ENTITLEMENTS BEGIN IMMEDIATELY

You will start receiving your new rank entitlements **from the date you rank advance**.



HELD FOR 3 CALENDAR MONTHS

Rank advancements and their entitlements are held for **three (3) full calendar months** following the month of advancement.



REQUALIFY OR ADVANCE TO CONTINUE

Requalify at the same rank or advance to a higher rank within the 3-month period to **continue your entitlements**.

*Paid as rank

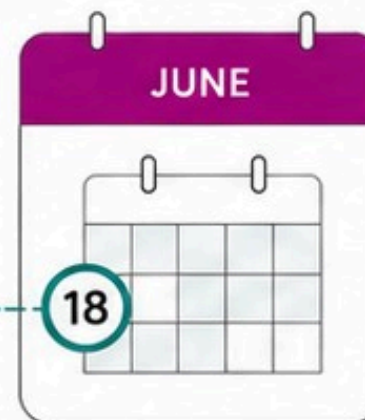
EXAMPLE

If a stylist rank advances to **LEAD STYLIST** on the **18TH OF JUNE**:



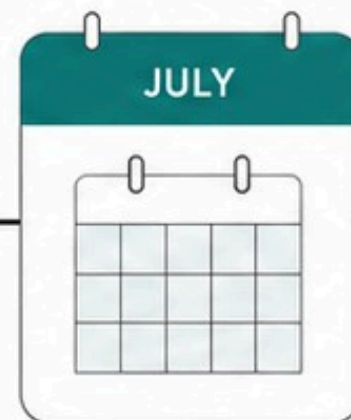
RANK ADVANCES TO LEAD STYLIST 18TH JUNE

Entitlements begin from this date.



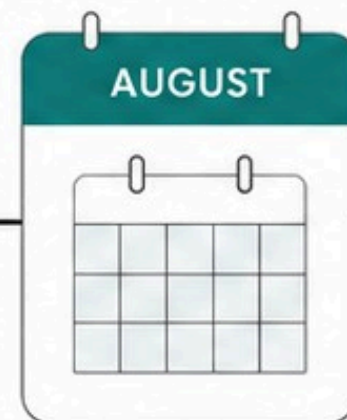
JUNE 18 – JUNE 30

Entitlements in effect from 18 June through the end of June.



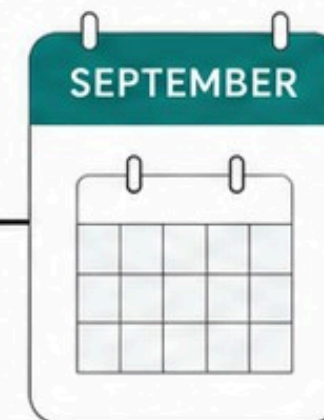
FULL MONTH

Entitlements in effect for the full month of July.



FULL MONTH

Entitlements in effect for the full month of August.



FULL MONTH

Entitlements in effect for the full month of September.



IF YOU DO NOT REQUALIFY OR ADVANCE

If you fail to requalify or rank advance within the 3-month period, **you will demote rank** and lose the associated entitlements.



IF YOU REQUALIFY OR ADVANCE

If you hold rank by requalifying at the same rank* or rank advance to a higher rank within the 3-month period, your **entitlements continue** without interruption.

*Paid as rank

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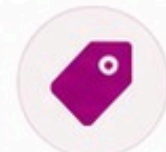
ENTITLEMENTS BY RANK

LEAD STYLIST



5%

MENTOR BONUS



25%

DISCOUNT ON PERSONAL SALES
(INCREASED FROM 20%)

SENIOR STYLIST



5%

MENTOR BONUS



10%

MENTOR BONUS



30%

DISCOUNT ON PERSONAL SALES
(INCREASED FROM 20%)

RANK ADVANCEMENT ENTITLEMENTS & PROCESS – STAR



RANK ADVANCEMENT EFFECTIVE DATE

For Star ranks and above, rank advancement status and associated entitlements take effect on the first day of the following calendar month.



RANK STATUS HELD FOR 3 MONTHS

Rank Status: Rank status is maintained for a period of three months. For example, if Star status is achieved on June 18, that status will be retained through July, August, September. During this period, eligibility for PS Commission and Mentor Bonus entitlements is maintained regardless of whether the monthly paid-as criteria of 300 PS and 3,500 GS are met. However, eligibility for the Generation Bonus requires the paid-as criteria to be met each month.

WHAT HAPPENS & WHEN



Qualify for Star Rank on **June 18**

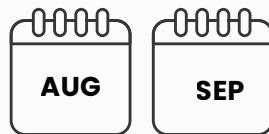
Although the qualification requirements are achieved on this date, the official Rank advancement does not take effect until **1 July**.



The qualification was built in June however, the breakaway Star Leg is created on **July 1**. Group Volume remains with the upline until 1 July. July 1 the Star Leader Leg breaks away with their group



July is the first official month of Star Rank. As of July 1 **PS Commissions are 35%**
Mentor Bonus is up to 15% - These are paid weekly.
During July the Star must meet the paid as criteria of **300PS - 3,500 GS** to receive your Generation Bonus.



Providing the Paid As criteria was met in July the Star will be paid Generation bonus at the beginning of **August** once the month of July has closed and been verified. Star Rank entitlements continue throughout August and September, provided they qualify at paid as rank. If they do not, they will not be entitled to generation bonus. PS / Mentor Bonus will continue but not Generation Bonus - This will compress up line to the upline.



The Star Rank was criteria was met on June 18, the changes in rank title and the establishment of the Breakaway Star Leader leg will not take effect until July 1. Starting on July 1, July will mark the official first month for the Star Leader leg, and all relevant Star Leader benefits will begin from that date. July is the initial month in which these benefits can be earned. As long as all qualification criteria are fulfilled, the generation bonus for July will be issued once the month's results have been confirmed and the July commission period has officially verified.

WHO GETS WHAT

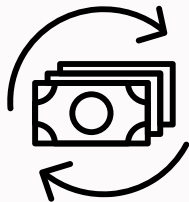


You meet the rank criteria in June, your promotion becomes effective on July 1. Until then, your qualified upline continues to receive the generation bonus.

As of July 1, you have achieved an established Star Rank and are now eligible to earn the generation bonus. If you fulfill the paid-as rank requirements during July, your generation bonus will be paid after the commission period for July concludes and the qualifications for the month have been verified

WHAT GETS PAID & WHEN

- Personal Sales Commissions
- Mentor Bonus
- Rank Advancement Bonus
- Generation Bonus
- Paid Weekly - Paid As Criteria Not Required
- Paid Weekly - Paid As Criteria Not Required
- Paid Once After Month Of Achievement
- Paid Monthly - Paid As Criteria Required



Rank Status: Rank status is maintained for three months once the rank criteria have been achieved. Starting on the first calendar day of the month following achievement. During this period, eligibility for Personal Sales Commission and Mentor Bonus entitlements is retained at that rank. To maintain these entitlements beyond the three-month period, the rank criteria must be achieved again or a higher rank must be attained. If the criteria are not met within the three-month period, rank status will revert to the highest rank achieved based on current qualifications. Eligibility for the Generation Bonus requires the applicable paid-as criteria to be met each calendar month.

Rank Requirements



Stylist Requirements

No monthly qualification

All Stylists need to sell 20PS in a 3 rolling calendar month period to keep their Stylist account open

What can you earn?

20% Retail Profit on all PS – **Paid Weekly**

Lead Stylist Requirements

Personal Sales (PS) 300

Monthly Qualification

Personal Sales(PS) 300

What can you earn?

25% Retail Profit on all PS – **Paid Weekly**

***Mentor Bonus – Paid Weekly**

5% On Stylists

*For details on how mentor bonus differential percentages are allocated and shared, please refer to the detailed explanation provided later in this glossary.



Rank Status: Rank status is maintained for a period of three months. For example, if Lead Stylist rank is achieved on June 18, that status will be retained through July, August, September. During this period, eligibility for PS Commission and Mentor Bonus entitlements is maintained regardless of whether the monthly paid-as criteria is met.

Rank Requirements



Senior Stylist

Promotion Requirements

Personal Sales (PS) 300

Group Sale(GS) 1,500

Monthly Qualification

Personal Sales (PS) 300

Group Sale(GS) 1,500

What can you earn?

30% Retail Profit on all PS – **Paid Weekly**

***Mentor Bonus – Paid Weekly**

10% on Stylists

5% on Lead Stylists

Rank Advancement Bonus

One time only £50/ 60€ in the month that you achieve it, plus £50 paid to upline same rank or higher rank

*For details on how mentor bonus differential percentages are allocated and shared, please refer to the detailed explanation provided later in this glossary.

Rank Status: Rank status is maintained for a period of three months. For example, if Senior Stylist rank is achieved on June 18, that status will be retained through July, August. September. During this period, eligibility for PS Commission and Mentor Bonus entitlements is maintained regardless of whether the monthly paid-as criteria is met.

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Rank Requirements



Promotion Requirements

Personal Sales (PS) 300

Group Sale (GS) 3,500

Monthly Qualification

Personal Sales (PS) 300

Group Sale (GS) 3,500

What can you earn?

35% Retail Profit on all PS – **Paid Weekly**

***Mentor Bonus – Paid Weekly**

15% on Stylists

10% on Lead Stylists

5% on Senior Stylists

Leadership Bonus

4% on your 1st Generation (Your PS and your own Group)

Rank Advancement Bonus

One time only £100/ 120€ Paid the month that you achieve it, plus £100/120€ match bonus paid to the upline providing they are a Star or higher rank

*For details on how mentor bonus differential percentages are allocated and shared, please refer to the detailed explanation provided later in this glossary.

Rank Status: Rank status is maintained for a period of three months. For example, if Star status is achieved on June 18, that status will be retained through July, August, September. During this period, eligibility for PS Commission and Mentor Bonus entitlements is maintained regardless of whether the monthly paid-as criteria of 300 PS and 3,500 GS are met. However, eligibility for the Generation Bonus requires the paid-as criteria of 300 PS and 3,500 GS to be met each month.

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Rank Requirements



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Promotion Requirements

Personal Sales (PS) 300
Group Sale (GS) 3,500
1 Qualified Star Leader leg

Monthly Qualification

Personal Sales (PS) 300
Group Sale (GS) 3,500
1 Qualified Leader leg

What can you earn?

35% Retail Profit on all PS – **Paid Weekly**

*Mentor Bonus – Paid Weekly

15% on Stylists
10% on Lead Stylists
5% on Senior Stylists

Generation Bonus – Paid Monthly

4% on your 1st Generation (Your PS and your own Group)
4% on your 2nd Generation breakaway Star Stylist groups

Rank Advancement Bonus One time only £250/ 300€ Paid the month that you achieve it
Consistency Bonus £100/120€ (Paid on a rolling 3 month period up to 4 times a year)

*For details on how mentor bonus differential percentages are allocated and shared, please refer to the detailed explanation provided later in this glossary.

Rank Status Executive +: Rank status is maintained for a period of three months. For example, if Executive status is achieved on June 18, that status will be retained through July, August, September. During this period, eligibility for PS Commission and Mentor Bonus entitlements is maintained regardless of whether the monthly paid-as criteria of 300 PS and 3,500 GS, and required amount of Star Leader legs are met. However, eligibility for the Generation Bonus requires the paid-as criteria to be met each month, therefore paid-as criteria of 300 PS and 3,500 GS, and required amount of Star Leader legs are required to be paid Generation Bonuses.

Rank Requirements



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Promotion Requirements

Personal Sales (PS) 300
Group Sale (GS) 3,500
3 Qualified Star Leader leg

Monthly Qualification

Personal Sales (PS) 300
Group Sale (GS) 3,500
3 Qualified Leader leg

What can you earn?

35% Retail Profit on all PS – **Paid Weekly**

*Mentor Bonus – Paid Weekly

15% on Stylists
10% on Lead Stylists
5% on Senior Stylists

Generation Bonus

4% on your 1st Generation (Your PS and your own Group)
4% on your 2nd Generation breakaway Star Stylist groups
2% on your 3rd Generation breakaway Star Stylist groups

Rank Advancement Bonus One time only £500/ 600€ Paid the month that you achieve it

Consistency Bonus £250/300€ (Paid on a rolling 3 month period up to 4 times a year)

*For details on how mentor bonus differential percentages are allocated and shared, please refer to the detailed explanation provided later in this glossary.

Rank Status Executive +: Rank status is maintained for a period of three months. For example, if Executive status is achieved on June 18, that status will be retained through July, August, September. During this period, eligibility for PS Commission and Mentor Bonus entitlements is maintained regardless of whether the monthly paid-as criteria of 300 PS and 3,500 GS, and required amount of Star Leader legs are met. However, eligibility for the Generation Bonus requires the paid-as criteria to be met each month, therefore paid-as criteria of 300 PS and 3,500 GS, and required amount of Star Leader legs are required to be paid Generation Bonuses.

Rank Requirements



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Promotion Requirements

Personal Sales (PS) 300
Group Sale (GS) 3,500
5 Qualified Star Leader leg

Monthly Qualification

Personal Sales (PS) 300
Group Sale (GS) 3,500
5 Qualified Leader leg

What can you earn?

35% Retail Profit on all PS – **Paid Weekly**

*Mentor Bonus – Paid Weekly

15% on Stylists
10% on Lead Stylists
5% on Senior Stylists

Generation Bonus

4% on your 1st Generation (Your PS and your own Group)
4% on your 2nd Generation breakaway Star Stylist groups
2% on your 3rd Generation breakaway Star Stylist groups
2% on your 4th Generation breakaway Star Stylist groups

Rank Advancement Bonus One time only £1000/ 1200€ Paid the month that you achieve it

Consistency Bonus £750/900€ (Paid on a rolling 3 month period up to 4 times a year)

*For details on how mentor bonus differential percentages are allocated and shared, please refer to the detailed explanation provided later in this glossary.

Rank Status Executive +: Rank status is maintained for a period of three months. For example, if Executive status is achieved on June 18, that status will be retained through July, August, September. During this period, eligibility for PS Commission and Mentor Bonus entitlements is maintained regardless of whether the monthly paid-as criteria of 300 PS and 3,500 GS, and required amount of Star Leader legs are met. However, eligibility for the Generation Bonus requires the paid-as criteria to be met each month, therefore paid-as criteria of 300 PS and 3,500 GS, and required amount of Star Leader legs are required to be paid Generation Bonuses.

Rank Requirements



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Promotion Requirements

Personal Sales (PS) 300
Group Sale (GS) 3,500
7 Qualified Star Leader leg

Monthly Qualification

Personal Sales (PS) 300
Group Sale (GS) 3,500
7 Qualified Leader leg

What can you earn?

35% Retail Profit on all PS – **Paid Weekly**

*Mentor Bonus – Paid Weekly

15% on Stylists
10% on Lead Stylists
5% on Senior Stylists

Generation Bonus

4% on your 1st Generation (Your PS and your own Group)
4% on your 2nd Generation breakaway Star Stylist groups
2% on your 3rd Generation breakaway Star Stylist groups
2% on your 4th Generation breakaway Star Stylist groups

Rank Advancement Bonus One time only £300/ 3600€ Paid the month that you achieve it

Consistency Bonus £1000/1200€ (Paid on a rolling 3 month period up to 4 times a year)

*For details on how mentor bonus differential percentages are allocated and shared, please refer to the detailed explanation provided later in this glossary.

Rank Status Executive +: Rank status is maintained for a period of three months. For example, if Executive status is achieved on June 18, that status will be retained through July, August, September. During this period, eligibility for PS Commission and Mentor Bonus entitlements is maintained regardless of whether the monthly paid-as criteria of 300 PS and 3,500 GS, and required amount of Star Leader legs are met. However, eligibility for the Generation Bonus requires the paid-as criteria to be met each month, therefore paid-as criteria of 300 PS and 3,500 GS, and required amount of Star Leader legs are required to be paid Generation Bonuses.

Key Definitions – Sales & Bonuses



- **Personal Sales (PS):** Every product has a Personal Sales (PS) value. All qualifications for commissions, bonuses and rank advancement are calculated using Personal Sales (PS).

- **Group Sales (GS):** Group Sales (GS) is the total Personal Sales (PS) generated by a Stylist and all Stylists within their group, down to—but not including—the next qualified Star (or above) in the downline.

- **Organisation Sales (OS):** Organisation Sales is the total Personal Sales (PS) generated by every Stylist within a Leader's entire group

- **Retail Profit – Stylist Orders:** When a Stylist places an order through Shopify and payment has been successfully processed, Retail Profit equivalent to the Stylist's Personal Discount is credited to the Stylist's Plum Tree account.

- **Retail Profit – Customer Orders:** When a Customer places an order through Shopify and payment has been successfully processed, the sponsoring Stylist receives Retail Profit equivalent to the Stylist's Personal Discount. Customer Orders and Event Orders are included in Stylist Retail Profit.

Paid Weekly.

- **Mentor Bonus:** Mentor Bonus is paid on a differential basis across the sales generated within a Leader's personally sponsored group.

Example:

- A Star receives a 35% Personal Discount.
- If a Lead Stylist receives a 25% Personal Discount, the Star earns a 10% Mentor Bonus on that Leader's group.
- If a Senior Stylist receives a 30% Personal Discount, the Star earns a 5% Mentor Bonus on that Leader's group.

Paid Weekly.

- **Generation Bonus:** Generation Bonus is paid monthly to qualified Stars and above who achieve the applicable Paid As qualification during the commission month. Generation Bonus is earned on qualified generations and calculated after the monthly commission period has closed and qualifications have been verified

Paid Monthly.

- **Rank Advancement Bonus:**

One time only. Paid relevant to Rank. Paid the month that you achieve it

- **Consistency Bonus:** Paid relevant to rank. Paid on a rolling 3 month period up to 4 times a year

Key Definitions – Sales & Bonuses



Generation Bonus – Who Gets Paid, What & When

Generation Bonus is paid monthly to qualified Stars and above who achieve the applicable Paid As qualification during the commission month.

- **Example Timeline**

18 June

A Stylist achieves the qualification requirements for Star. Although the rank has been achieved, the promotion does not become effective immediately. The Stylist remains within the qualified upline's group until 1 July. During June the qualified upline continues to receive the applicable Generation Bonus.

1 July

The promotion becomes effective. The Star Leg officially breaks away and becomes independent.

- The Stylist is officially recognised as a Star.
- The new Star Leg becomes eligible to earn Generation Bonus.
- The Star Leg no longer contributes Group Sales towards the upline's qualification.
- The qualified upline no longer receives Generation Bonus from the newly established Star Leg.

Throughout July

The Star must achieve Paid As criteria of 300 PS and 3,500 GS.

Beginning of August

Once July has closed and qualifications have been verified, the July Generation Bonus is paid. If Paid As criteria were not achieved, no Generation Bonus is payable and eligible bonus compresses to the next qualified upline.

Key Definitions – Sales & Bonuses



- **Mentor Bonus – Who Gets Paid, What & When**

In addition to personal sales commission, the compensation plan includes a Mentor Bonus, which ranges from 5% to 15%. The Mentor Bonus rewards you for introducing and mentoring people in the business. It allows you to earn between 5% and 15% on the personal sales of the people in your organisation. The exact percentage paid is based on the differential between your personal commission level and the commission level of the people within your team.

Mentor bonus is paid on group sales.

Star Leaders are not included in group sales for the purpose of mentor bonus calculations, as they are paid separately. The percentage of mentor bonus a leader earns depends on the difference between the leader's personal commission percentage and the commission percentage of the people within their organisation.

- **Example 1**

A leader is on 35% personal commission.

Within their organisation they have:

- A Stylist on 20%
- That Stylist sponsors another Stylist on 20%
- That Stylist sponsors another Stylist on 20%

Because no one in that line is qualifying for mentor bonus, all of the group's volume rolls up to the leader. The leader therefore receives the full 15% Mentor Bonus on the sales volume generated by everyone in that downline.

- **Example 2**

Now suppose the Stylist at the top of that line qualifies as a Lead Stylist.

The Mentor Bonus is then shared:

- The Lead Stylist receives 5% Mentor Bonus on their group sales.
- The leader above receives the remaining 10% Mentor Bonus on the same group sales.

The total Mentor Bonus paid remains 15%, but it is split between the two qualifying leaders according to their positions.

This differential approach ensures that Mentor Bonus is paid only once on the same group volume, with each qualifying leader receiving the percentage appropriate to their level.

Mentor Bonus



Earn **5% to 15%** Mentor Bonus on the personal sales of the people in your organisation.



The percentage you earn is based on the differential between your personal commission level and the commission level of the people within your team.

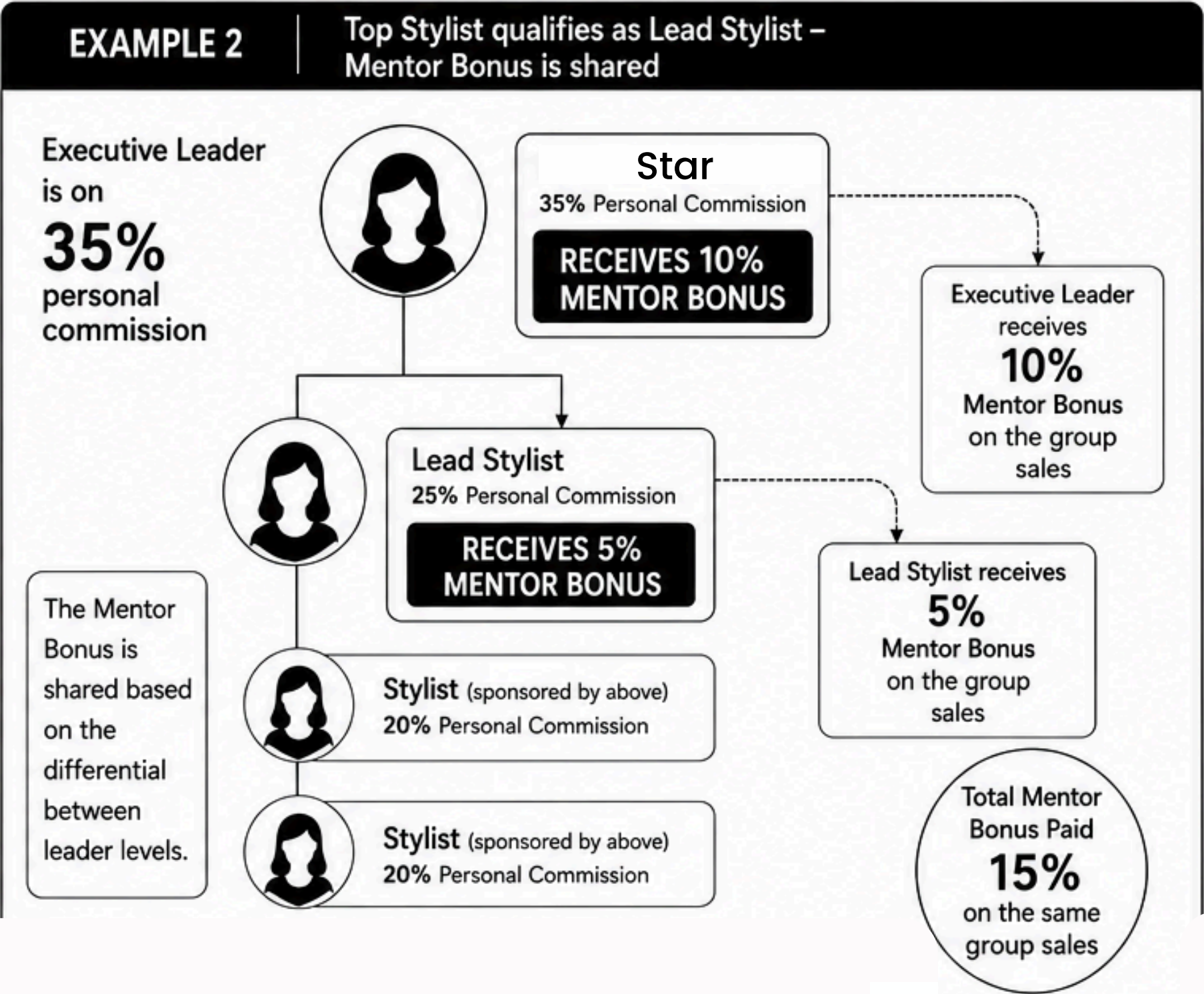
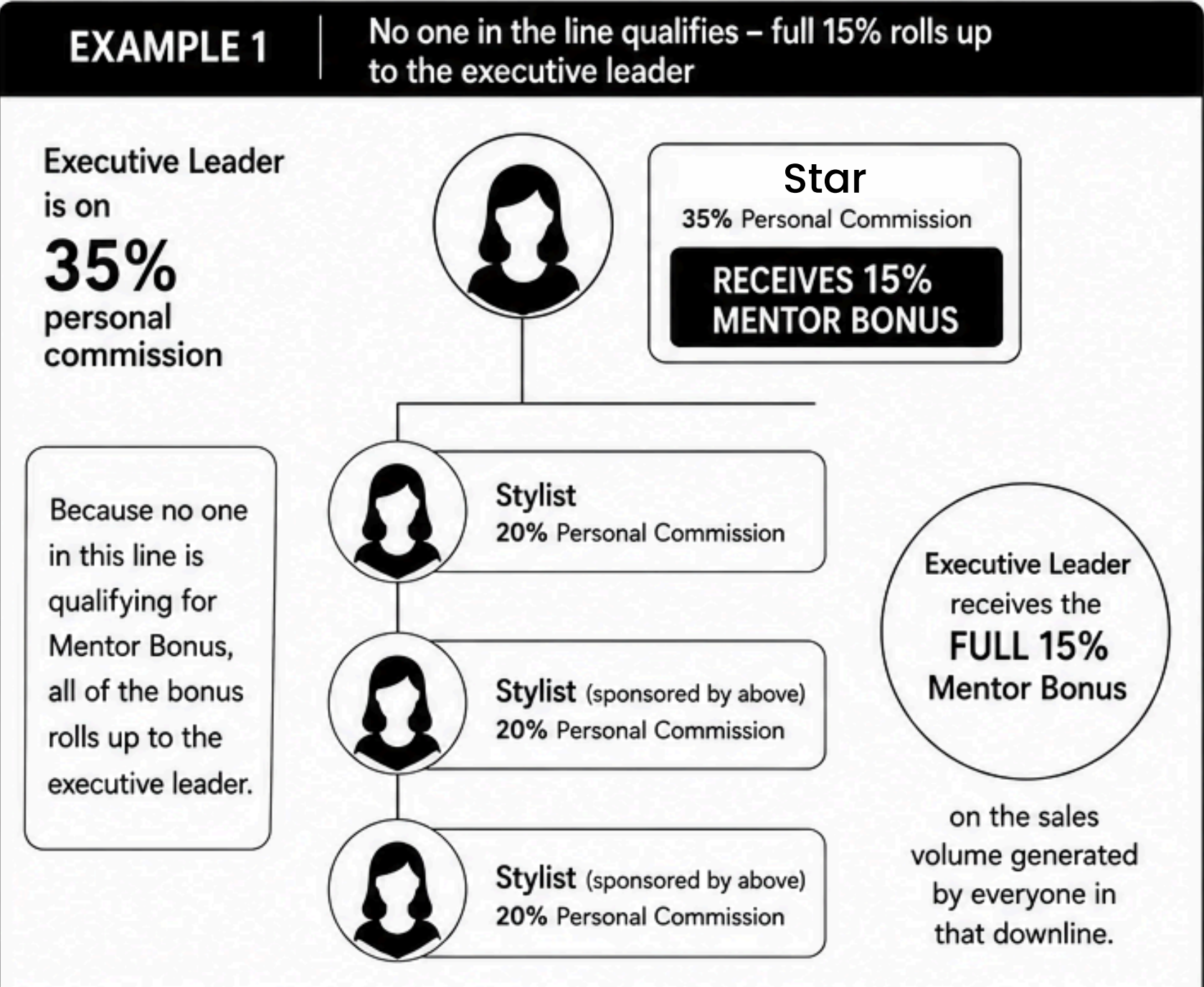


Mentor bonus is paid on group sales. **Star Leaders are not** included in group sales for this calculation.



Mentor bonus is paid only once on the same group, with each stylist or leader receiving the percentage appropriate to them.

TOTAL MENTOR BONUS
5% to 15%
of group sales



Key Definitions – Levels, Generations & Ranks



- **Levels**

Level 1 – Group

Level 2 – A Star and their group

Level 3 – The Star of L2 and their group

Level 4 – The Star of L3 and their group

Levels describe sponsorship **relationships only**.

Generation Bonus is determined by qualified Star Legs, not sponsorship levels.

- **Generations**

A Generation begins with the first qualified Star within a Star Leg and ends immediately before the next qualified Star begins.

Each additional qualified Star in that leg creates the next Generation.

- **Qualified Star Leg**

Each personally sponsored Stylist creates a separate Leader Leg.

A Qualified Star Leg is a leg containing a qualified Star that has achieved the required Paid As criteria for the commission month.

- **Rank Advancement – Executive & Above**

When a qualified Star promotes and becomes a separate Star Leg, that Star's Group Sales are no longer included in the upline Leader's Group Sales for Executive and above qualification.

- **Paid As Rank**

Once a rank has been achieved, that rank is protected for three calendar months.

During this period, eligibility for Personal Sales Commission and Mentor Bonus is maintained regardless of whether the monthly Paid As criteria are achieved.

Generation Bonus is only paid when the applicable **Paid As criteria** are achieved during the commission month.

If the rank criteria are not achieved again within the three-month protection period, rank status reverts to the highest currently qualified rank.

Key Definitions – Promotions & Compression



- **50% Rule for Promotion to Executive**

If a Star is promoted out from the Group then their Group Volume can only contribute 50% of the 3,500 Group Sales (GS) requirement required for the promotion to Exec. i.e. you must have 1750 from other legs in your Group.

50% Rule applies to promotions and monthly “Paid As” qualifications.

- **Grace Periods**

For the month after an Executive Leader has broken out a new Star Stylist leg, then the following month their GS for qualification is reduced to 1,750 (50% of 3,500).

If a newly promoted Exec qualifies for the Grace Period and breaks out a new Star in their first month as an Exec, the 50% rule applies to the Grace Period Group Sales (GS) requirement of 1,750. This means no more than 50% of the required GS can come from the newly promoted Star leg. As a result, the Exec needs to generate at least 875 GS from outside the newly promoted Star leg to satisfy the Grace Period GS requirement. **NB– This is for first time only – Not requalifications**

- **Compression**

Compression ensures that Generation Bonus is always paid to the next qualified Leader.

Only commission volume compresses.

Qualification volume does not compress. – **Example** – If an Executive Leader does not achieve the monthly Paid As qualification, any eligible Generation Bonus compresses to the next qualified upline Leader.

Qualification volume from that Leader Leg does not transfer to the upline Leader for rank qualification purposes.

Key Definitions – Adjustments



- **Returns & Commission Adjustments**

Where an order is returned during the same commission period in which it was placed:

- Personal Sales (PS) will be adjusted.
- Group Sales (GS) will be adjusted.
- Commission qualifications and bonuses may be recalculated.

If a return is processed after the commission period has closed, the adjustment will be applied in the following commission period.

- **Shipping charges.**

Stylists do not earn commission or retail discount on shipping costs paid by the customer.

Any shipping amount included in the order is excluded from commissionable sales calculations.

- **Reward Vouchers, Discount Vouchers.**

When a customer applies a reward voucher, discount voucher, or host reward voucher to an order, the voucher reduces the final checkout value of the order.

Stylists earn commission/ discounts based on the final purchase value after any applicable vouchers have been deducted. This adjusted value is the amount reflected in MEA and is used throughout the compensation plan, including Personal Sales, Group Sales, Organisation Sales, and all related bonus calculations.

- **Host reward vouchers.**

Host Reward vouchers are treated the same as all other reward and discount vouchers—they reduce the commissionable value of the order before commissions and bonuses are calculated.

Key Definitions – Currencies

Currency Conversion for Qualifications, Bonuses, Retail Discounts, and Mentor Bonuses

Qualifications and Monthly Bonuses

All qualifications and monthly bonus calculations are based on QV (Qualification Volume).

For orders placed in euros (€), both CV (Commission Volume) and QV are stored in Shopify as provided, and no currency conversion is performed during qualification calculations.

When monthly bonuses are paid, the system applies the configured currency multiplier for the payout currency. The current multipliers are:

- **GBP (£): 1.00 – EUR (€): 1.15**

These multipliers are system settings and may be updated when required.

Retail Discounts – Often referred to as commission

Retail discounts are generally calculated using the CV value of the order.

In most cases, the order currency matches the stylist's account currency, so no currency conversion is required. The applicable discount percentage is simply applied to the order's CV.

- **Example:**

A €100 CV order with a 20% retail discount results in €20 being credited to the stylist's balance.

If the order currency differs from the stylist's account currency, the system first converts the order CV using the applicable currency multiplier before calculating the discount.

Mentor / Generation Bonuses–

Mentor bonuses follow the same currency conversion process as retail discounts.

When the order currency differs from the mentor's account currency, the order CV is first converted using the applicable currency multiplier. The mentor bonus percentage is then applied to the converted CV amount to determine the final bonus.