



Business Builder Roadmap

I want to build an Arbonne business!

GOAL:

Grow your team's RV (Retail Volume) so you move up the levels to higher commission rates, and those on your team achieve the same success.

Consultant:
consultants 4% on the purchases of your personally sponsored

District
Manager: 8% on the total sales of your entire group
(personal volume, personally-sponsored consultants' volume & their group volume)

Area
Manager: Up to 14% on the total sales of your group

Regional VP: Up to 17% on the total sales of your group

National VP: Up to 18% on the total sales of your group

First Goal: Consultant to District Manager

There are ***three ways*** to achieve the position of DM:

1. \$4,800 RV (your personal volume + volume of those you sponsor) in one month*
2. \$4,800 total RV over two consecutive months*
3. \$6,000 total RV over three consecutive months*

* **Additional criteria to promote to District Manager:**

- \$800 PRV (personal retail volume) in one month **OR** \$2,000 RV (your PRV + purchases of those you sponsor) in the first month of your qualification period.
- Minimum \$100 PRV each month of your qualification period.
- Minimum \$2,000 RV during the last month of your qualification period.
- Minimum \$800 PRV across your entire qualification period.

Month 1 (*start month*)

Month 2

Month 3

0-\$4,800 RV

0-\$4,800 RV

0-\$6,000 RV

ONE MONTH OPTION

\$100 min. PRV
\$800 min. PRV

TWO MONTH OPTION

\$100 min. PRV each month
Minimum \$2,000 RV each month

THREE MONTH OPTION

\$100 min. PRV each month
Minimum \$2,000 RV months 1 & 3 OR 800 PRV in month 1 and min. \$2,000 RV in month 3.

----- *-Minimum \$800 PRV accumulated across your entire qualification period -* -----

Refer to the Arbonne SuccessPlan for details.

Second Goal: District Manager to Area Manager

There are two ways to achieve the position of AM:

1. \$19,200 total RV over two consecutive months*
2. \$24,000 total RV over three consecutive months*

* **Additional criteria to promote to Area Manager:**

- Minimum \$100 PRV each month of your qualification period.
- Minimum \$8,000 RV during the first **and** last month of your qualification period.
- Minimum \$2,000 RV in **Central District*** each month of qualification period.
**Central District: you, your personally-sponsored consultants, and all other consultants sponsored by them.*
- **Note:** Maximum \$8,000 RV from each 1st Generation paid as DM's entire SuccessLine.
When a consultant reaches DM, he/she and all consultants beneath him/her promote out to form their own Central District, and now become your 1st Generation DM. When this happens, you are limited to taking \$8,000 RV from them across the 2 or 3-month qualification period toward achieving your AM level.

Month 1

Month 2

Month 3

0-\$19,200 RV

0-\$24,000 RV

TWO MONTH OPTION

\$100 min. PRV each month
Minimum \$8,000 RV each month
Minimum \$2,000 RV in Central District

THREE MONTH OPTION

\$100 min. PRV each month
Minimum \$8,000 RV months 1 & 3
Minimum \$2,000 in Central District.

Refer to the Arbonne SuccessPlan for more details.

Commonly Asked Questions

What if I forget to order my minimum \$100 PRV?

Arbonne wants you and your family to redirect \$65 per month (\$100 retail) to become “products of the product.” (get discounts by signing up for the AutoShip program). You can sell Arbonne’s products more effectively when you use them and experience “pure, safe and beneficial” for yourself. If you forget to order, you don’t get paid that month, and you forfeit your qualification status. If you think you may forget, you will want to sign up for the AutoShip program.

What’s the difference between Retail and Wholesale?

You qualify for the different management levels on Retail volume amounts, but you are paid commissions on the Wholesale volume amounts. The Wholesale figure = Retail x 0.65.

How is my check from Arbonne calculated?

You are paid on the level at which you START the month. A monthly check will always apply to volume within a single calendar month.

Can I skip over levels in terms of getting paid?

You must receive a check at each level you attain (C, D, A, R, etc.), regardless of your speed of qualification. If you advance from C to D to A in two months, your first month check is paid at C, your second check at D, and your third month check will be paid at A.

What if I’ve been buying product as a consultant and now want to be a Business Builder?

You can start building an Arbonne business at any point once you are a registered independent consultant. You will want to order your business tools to get started. When you do \$800 PRV in any one month, you will be in qualification for District Manager or if you do \$2,000 of group sales volume in one month. See further details on the requirements for District Manager.