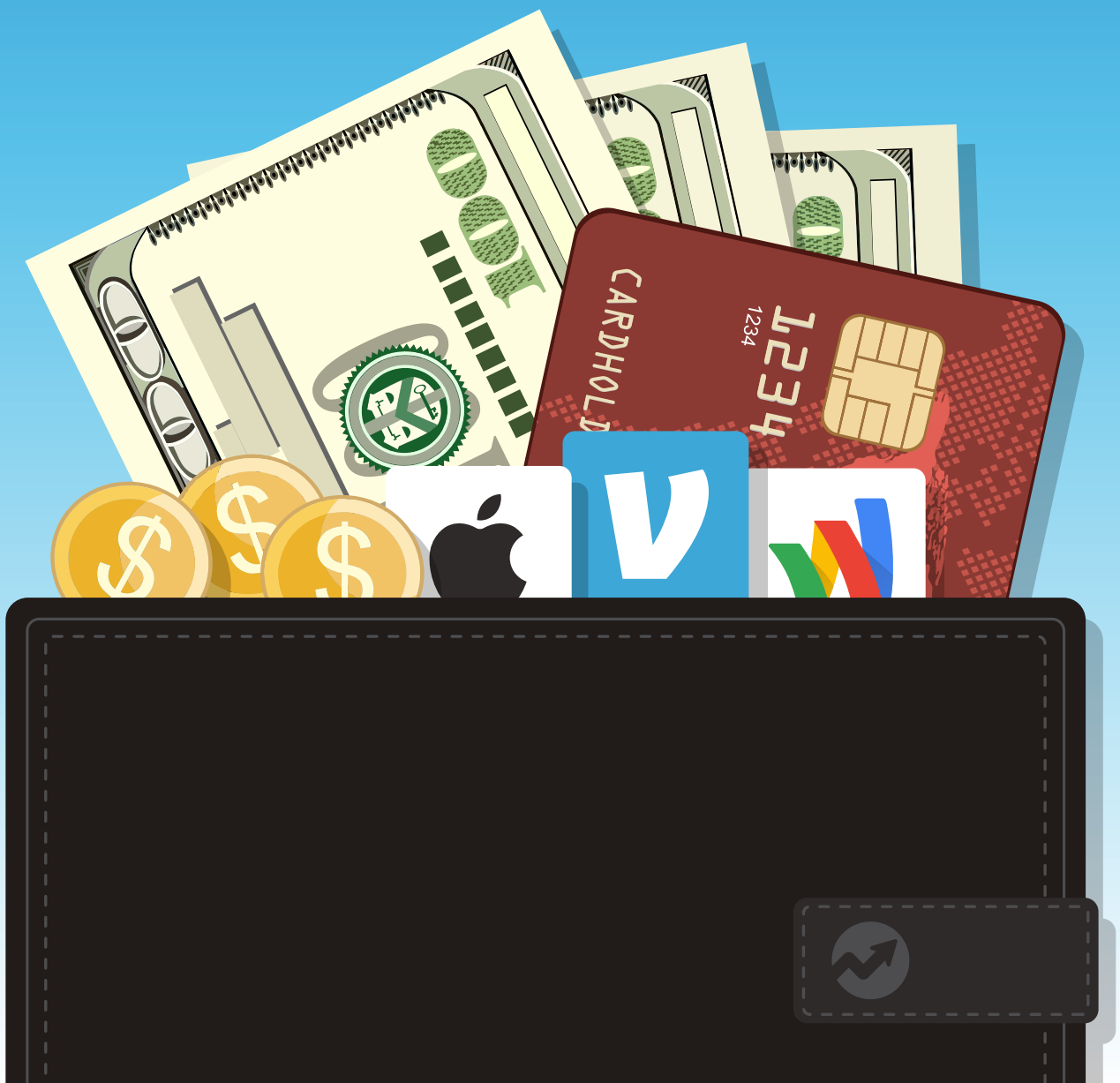
DEFAULT COMPENSATION PLAN DETAILS



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DEFAULT COMPENSATION PLAN DETAILS

Waiver and Release of Liability

If you use the example compensation plan that is outlined herein, or any part of it, you assume any and all risk, including but not limited to financial loss, costs and damages, and/or expenses, resulting from the use of it. You hereby release and forever discharge DirectScale, its affiliates, managers, members, agents, staff and/or representatives from any and all liability, damages, costs and expenses including but not limited to commissionable income, organizational growth and/or any other damages or loss as a result of using this example compensation plan.

Definitions

ENROLLER:
The person responsible for introducing a new member to the business. Enrollers are eligible to qualify for financial bonuses, including the Fast Start and Enroller Bonuses.

SPONSOR:
A new member's direct upline and main support. The sponsor may also be the enroller.

CV: (Commission Volume)
This volume is set up in Inventory for each item sold. It can be customized to fit your business.

QV: (Qualifying Volume)
This volume is set up in Inventory for each item sold. It can be customized to fit your business.

PV: (Personal Volume)
The QV of all the orders placed by the associate and their personally enrolled customers in the current commission period.

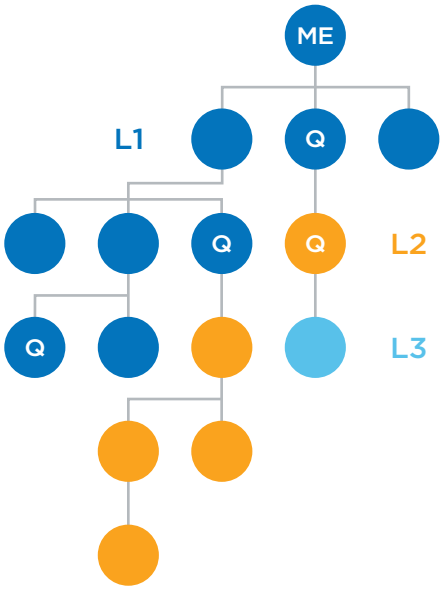
GV: (Team Sales)
All of the PV from the associate and their entire tree organization.

LEG:
Each personally sponsored member is considered first level and a separate leg within an Organization.

LV: (Leg Volume)
@ GV, The number of legs and the amount of monthly GV required for each leg to qualify for each rank.

MAX PER LEG:
The maximum amount of volume that can come from one leg in your organization.

COMPRESSION:
When a distributor quits or is terminated, his downline moves up one level, thus filling the empty space he left, and "compressing" the company's downline by one level.

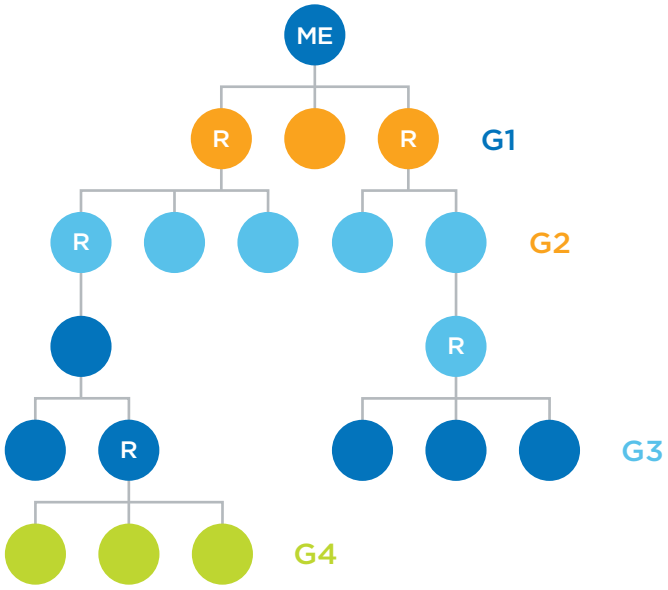


Level 1:
Everyone personally sponsored and everyone compressed on the rule of **Q**ualified is included in Level 1. (See "**L1**" in the diagram to the left. Note that "**Q**" members and their siblings are in **L1**.)

Level 2:
7: These levels include everyone in my organisation starting at the end of the last level until you reach another person **Q**ualified. (See "**L2**" and "**L3**" in the diagram to the left. Note that "**Q**" members and their siblings and non-qualified children are included in the same level.)

Generation 1:
The diagram to the left includes everyone compressed in my organization at the rank of Ruby in my Generation 1.

Generation 2:
The diagram includes everyone in my organization starting at the end of Generation 1 until you reach and include the next person at the rank of Ruby.



Unilevel:
This is a term used to define the percentage of commission earned for each level.

STANDARD UNILEVEL COMP PLAN

Basic Commission Rules

Qualifying members with 100 PV earn 8% on the PV of each member on Level 1 within their organization, 5% on Level 2, and 4% on Levels 3–5 depending on rank achieved that month. (See the Generation Bonus table, below.)

Generation Bonus

Percentage of CV from all orders in your generation.

Additional Bonus Rules

Level Bonus	Qualified	Bronze	Silver	Gold	Ruby	Emerald	Platinum	Diamond	Black Diamond	Double Black Diamond
Gen 1	8	8	8	8	8	8	8	8	8	8
Gen 2		5	5	5	5	5	5	5	5	5
Gen 3			4	4	4	4	4	4	4	4
Gen 4				4	4	4	4	4	4	4
Gen 5					4	4	4	4	4	4
Gen 6						1	1	1	1	1
Gen 7							1	1	1	1

Matching Bonus 1:
Percentage of everyone's unilevel check in your Generation 1.

Matching Bonus 2:
Percentage of everyone's unilevel check in your Generation 2.

Ranks

Ranks are earned depending on two possible qualifications:

1. Personal Volume
The QV of an order from your own purchases and your personally enrolled customer's purchases

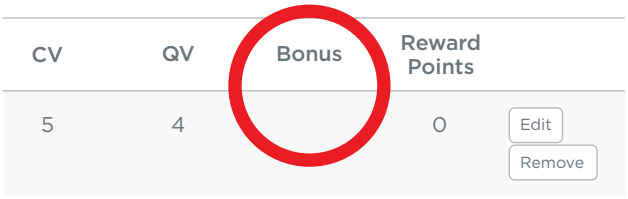
2. Team Volume
The QV from all orders in your organization. Team volume can also be restricted per leg of your organization with the Max Per Leg . See the limits in the chart below.

How to Qualifiy	Qualified	Bronze	Silver	Gold	Ruby	Emerald	Platinum	Diamond	Black Diamond	Double Black Diamond
Personal Volume	100	100	100	100	100	100	100	100	100	100
Team Volume		500	2,000	4,000	10,000	35,000	100,000	250,000	750,000	1,000,000
Max Per Leg				1,000	4,000	14,000	40,000	100,000	300,000	400,000

ADDITIONAL BONUS OPPORTUNITIES

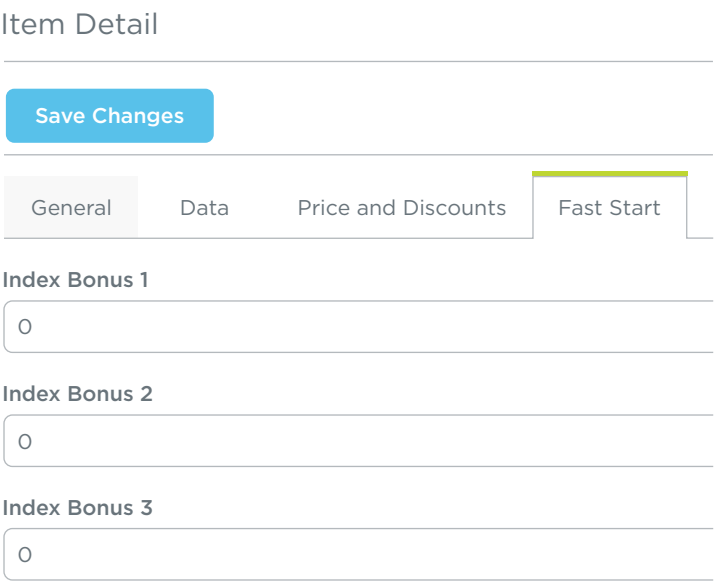
Enroller Bonus

Depending on your inventory configuration of the Bonus field, an associate can earn a bonus when a new associate purchases the product at enrollment. The screenshot below is taken from the inventory setup > Price/Discounts tab.



Fast Start Bonus

You can earn a generation bonus depending on inventory configuration fast start fields, Gen 1 goes to your Enroller, Gen 2 goes to your enroller's enroller, etc. The screenshot below is taken from the inventory setup > Fast Start tab.



Match Bonus

Paid a percentage of everyone's "Generation Bonus" check in your generation.

Matching Bonus	Qualified	Bronze	Silver	Gold	Ruby	Emerald	Platinum	Diamond	Black Diamond	Double Black Diamond
Gen 1					20	25	25	25	25	25
Gen 2							10	15	20	25

Commission Periods

Weekly Bonuses (Monday–Sunday)
- Enroller Bonus
- Fast Start Bonus

Monthly Bonuses
- Generation Commission
- Match Bonus

About DirectScale, Inc.

Based in Lindon, Utah, DirectScale has been setting the standard for social and direct sales industry software platforms since 2013. DirectScale's powerful SaaS platform boasts fully configurable management tools that are vital to not only running, but to efficiently tracking and growing a business.

With its focus on providing an intuitive and impactful customer experience to both corporate clients and independent sellers, DirectScale has revolutionized the way direct selling businesses can be launched and managed.

The platform is fully extensible using open APIs and therefore able to meet the needs of corporate users and independent sellers. DirectScale is committed to helping both organizations and their distributors plan for and drive growth. Its vast experience in the direct sales and software industries have proven time and again that the company truly understands how to help clients succeed. To learn more or request a demo, visit **directscale.com**.

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