

## Personal Sales Commissions

### WEEKLY COMMISSION

25%

Total commission opportunity of **25%-40%** on personal sales

### MONTHLY RADIANCE REWARDS

Monthly Sales	Monthly Commission Bonus	Monthly Product Credit
\$1,000	–	\$50
\$2,500	+3%	\$100
\$5,000	+5%	\$150

### MONTHLY STAR COMMISSION

Lifetime Sales	Monthly Commission Bonus
\$50,000	+2%
\$100,000	+5%
\$250,000	+10%

## Team Sales Commissions

*Coaching Path* →

Ambassador    Senior Ambassador    Team Leader    Senior Team Leader    Manager    Senior Manager    Director    Senior Director    Executive Director

### MONTHLY QUALIFICATIONS

	Ambassador	Senior Ambassador	Team Leader	Senior Team Leader	Manager	Senior Manager	Director	Senior Director	Executive Director
Personal Qualifying Sales	\$0	\$250	\$500	\$750	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Qualified Branch		1	2	3	4	6	8	12	16
Team Qualifying Sales				\$3,000	\$8,000	\$18,000	\$40,000	\$40,000	\$40,000
Branch Leadership					1 Team Ldr+	2 Team Ldrs+	2 Mgrs+	3 Mgrs+	6 Mgrs+
Organizational Qualifying Sales								\$150,000	\$300,000

### COACHING COMMISSIONS (Paid on LCS)

	Ambassador	Senior Ambassador	Team Leader	Senior Team Leader	Manager	Senior Manager	Director	Senior Director	Executive Director
Level 1		6%	8%	10%	12%	14%	16%	18%	20%
Level 2				5%	6%	7%	8%	9%	10%
Level 3					2%	3%	4%	5%	6%



In addition to earning commissions, Ambassadors can earn the opportunity to travel internationally on **Reward Trips** to experience the people and culture of the Artisan communities with whom Noonday partners

### LEADERSHIP BONUSES

Generation 1	\$250	\$500	\$500
Generation 2		\$250	\$500
Generation 3			\$250

## Sales Terms

**Radiance Rewards:** Additional commission and product credit earned by reaching PQS thresholds in a calendar month; paid on all PCS within the current month

**Star Commission:** Permanent monthly commission bonus earned by reaching LPQS thresholds; paid on all PCS going forward

**Personal Qualifying Sales (PQS):** Sales (excluding Hostess Rewards) after discounts, before tax and shipping; used for qualification purposes (e.g. Radiance Rewards, Star Status, and Paid-As title achievement)

**Personal Commissionable Sales (PCS):** Personal Qualifying Sales adjusted for any items with a commissionable value below the full retail value; used to calculate commission earnings

**Lifetime PQS (LPQS):** Career PQS less returns

**Total Team Sales (TTS):** Aggregate PQS of Level 1 through Level 3

**Team Qualifying Sales (TQS):** TTS, subject to Maximum Branch Contribution

**Organization Qualifying Sales (OQS):** Combined PQS of downline, infinite levels deep

**Team Commissionable Sales (TCS):** 70% of the aggregate PCS for Level 1 through Level 3

**Level Commissionable Sales (LCS):** 70% of PCS at each Level of a Team; used to calculate monthly Coaching Commission earned at each Level

## Organization Terms

**Level:** Horizontal structure of an Organization

**Branch:** Vertical structure of an Organization; initiated by each Level 1 Ambassador

**Coach:** Ambassador who enrolled another Ambassador; Ambassador with an active Ambassador on Level 1 through Level 3

**Team:** All Ambassadors on a Coach's Level 1 through Level 3

**Organization:** Ambassadors in your downline, infinite levels deep

**Generation:** The Organization of a Paid-As Senior Manager or above to the next Paid-As Senior Manager or above

## Coaching Path Terms

**Paid-As Title:** Coaching Title achieved based on monthly qualifications; determines potential Coaching Commissions and Leadership Bonuses

**Peak Title:** Your highest Paid-As Title ever achieved

**Promote:** To reach a new Peak Title

**Qualified:** Status of an Ambassador who sells \$250 or more in monthly PQS

**Qualified Branch:** A Branch with at least one Qualified Ambassador on Level 1 through Level 3

**Maximum Branch Contribution (MBC):** Rule that limits any one branch to 50% of TQS for Paid-As Title qualification

**Branch Leadership:** Highest Paid-As Title on each Branch from Level 1 through Level 3

**Coaching Commission:** Monthly commission earned based on Paid-As Title achievement; paid on Level Commissionable Sales, ranging from Level 1 through Level 3

**Leadership Bonus:** Monthly bonus available with Paid-As Title achievement of Director or above; paid on each Branch with a Generation