

OUR OPTAVIA COMPENSATION PLAN

We are so fortunate to have a company that pays us well as we assist our family, friends, and even strangers to get Healthy.

Here are some of the Highlights!

- We are paid **15%** of our total **Frontline Compensation Volume*** (FCV) each week. The qualifying period is Monday - Sunday.
- As we acquire new clients and build our **Frontline Qualifying Volume**** (FQV), we are rewarded with raises along the way with a **MONTHLY BONUS!** *(This is paid out mid month following the qualification period)*
 - ◆ Five clients with a minimum of \$1,200 (*Senior Coach Level*)= **5% Bonus**
 - ◆ Each time you add \$1,200 up to a total of \$6,000 = additional **2% Bonus for each segment**
- There is also a **3% bonus** added when you are **Certified**.
 - ◆ We recommend that you get Certified the month you reach \$2,400 FQV (*Manager Level*).
 - ◆ The cost is \$200 to be Certified. *(Talk to your Health Coach for more information!)*
- Once you reach \$2,000 in FQV, you begin your qualification period for a **CONSISTENCY BONUS**.
 - ◆ Three consecutive months **Average** staying above \$2,000 per month...
 - \$2,000 = \$250 Bonus
 - \$4,000 = \$500 Bonus
 - \$6,000 = \$1,000 Bonus

Some Things to Remember...

1. All orders are placed through our website...so **no inventory**.
2. We are **always a Client of our Coach**...so **every fueling that we eat** is ordered through our Health Coach!
3. We **TEAM coach**...so you are never alone!!

***COMPENSATION VOLUME (CV)** – the value assigned to any product/item in the OPTAVIA product portfolio for the purposes of compensation calculation. All products have a Compensation Volume, ranging from 0% to 100%, of the product price. All commissions and bonuses are paid on Compensation Volume.

****QUALIFYING VOLUME (QV)** – the amount assigned to an item to determine rank and bonus qualification. Qualifying Volume is used to standardize the duplication model to ensure that the level of effort for qualification remains the same over time and across markets.

MONTHLY BONUS

Client Support Compensation

FQV	Health Coach Less than \$1,200	Senior Coach \$1,200	Manager \$2,400	Associate Director \$3,600	Director \$4,800	Executive Director \$6,000
Client Support Commissions	15%	15%	15%	15%	15%	15%
Client Support Bonus	N/A	5%	7%	9%	11%	13%
Certification Bonus	3%	3%	3%	3%	3%	3%
Total Max Client Support Compensation	18%	23%	25%	27%	29%	31%

COACH CONSISTENCY BONUS

Must be Certified to Qualify ➔ Rolling 3 months

\$2,000 FQV/Month Minimum	\$4,000 FQV/Month Average <i>\$12,000 Minimum total for 3 rolling months</i>	\$6,000 FQV/Month Average <i>\$18,000 Minimum total for 3 rolling months</i>
\$250	\$500	\$1,000

\$2,000 (Month 1)

\$2,000 (Month 2)

\$2,000 (Month 3)

\$6,000

\$ 2,000 (Month 1)

\$ 4,000 (Month 2)

\$ 6,000 (Month 3)

\$12,000

\$ 5,000 (Month 1)

\$ 6,000 (Month 2)

\$ 7,000 (Month 3)

\$18,000

\$2,000 (Month 1)

\$1,999 (Month 2)

Start Over



OPTAVIA 2019 U.S. INCOME DISCLOSURE STATEMENT*

2019 ANNUAL INCOME RANGES OF ALL INDEPENDENT OPTAVIA COACHES

RANGE	% OF INDEPENDENT OPTAVIA COACHES	AVERAGE NO. OF MONTHS IN THE BUSINESS	MEDIAN NO. OF MONTHS IN THE BUSINESS
NO EARNINGS	21.66%	12	12
\$0.01 - \$100.00	8.16%	15	12
\$100.01 - \$250.00	11.88%	13	9
\$250.01 - \$500.00	11.34%	16	11
\$500.01 - \$1,000.00	11.80%	19	12
\$1,000.01 - \$2,500.00	13.08%	20	12
\$2,500.01 - \$5,000.00	7.32%	22	14
\$5,000.01 - \$7,500.00	3.11%	24	15
\$7,500.01 - \$10,000.00	1.82%	24	16
\$10,000.01 - \$15,000.00	2.19%	24	17
\$15,000.01 - \$20,000.00	1.54%	26	19
\$20,000.01 - \$30,000.00	2.10%	30	21
\$30,000.01 - \$50,000.00	2.19%	36	24
\$50,000.01 - \$100,000.00	1.24%	44	31
\$100,000.01 - \$200,000.00	0.36%	50	39
\$200,000.01+	0.21%	89	78

*Based on 2019 Annual Income Ranges of ALL Independent OPTAVIA Coaches operating in the U.S. under the U.S. Compensation Plan.

These figures are not guarantees or projections of expected earnings or profits, and the income levels represented do not include expenses independent OPTAVIA Coaches may have incurred in building their businesses. OPTAVIA makes no guarantee of financial success. Success with OPTAVIA results from successful sales efforts, which require hard work, diligence, skill, persistence, competence, and leadership.