

## UNDERSTANDING SALES POINTS

### CATEGORIES & VALUES

Sales Points (Qualifying Volume & Retail Volume) values are assigned to categories to adjust for varying product margin. You earn more commission when you sell higher margin product at full price than a lower margin product on final markdown. Below is a quick reference chart to understand the point value you'll earn for each product category. Product point value may vary based on current sales or promotions.

CATEGORY	POINTS MULTIPLIER (BASED ON REGULAR PRICE SALES)
SKINCARE & BEAUTY	1.04
JEWELRY	1
BAGS	.9
MISC. NON-JEWELRY*	.8
GIFT CARDS	.8
COVET	.7
APPAREL	.7
MARKDOWN ITEMS**	.6
POP-IN PARTNERS	VARIABLE RATE
KEEP HOME	.7

\*i.e., Poufs, Wallets, Scarfs and Display Items.

\*\*Markdown items will be redlined on the site and the .6 is based on the sale price vs the regular price.

ADDITIONAL PRV ADJUSTMENT CATEGORIES***	POINTS MULTIPLIER ON PRV ONLY (ADDED ON TOP OF CATEGORY LEVEL POINT MULTIPLIER)
S&D INSIDERS CLUB ORDERS AT FREE SHIP THRESHOLD	.8
ORDERS WITH S&D INSIDERS CLUB OR SUBSCRIBE TO SAVE CREDITS APPLIED	.8

\*\*\*PRV only on S&D Insiders Club orders will be adjusted to .8 on top of the category level multipliers if they hit the \$100 free ship threshold or credits are applied. PQV is unaffected. Charity items or items in a promotion may be further point adjusted to .6 of the as-sold prices. Check charity or promotion FAQ in the lounge for confirmation.

#### EXAMPLES

CATEGORY	US PRICE	CA PRICE	PQV	US PRV	CA PRV
SKINCARE	\$89	\$118	92.56 (US Price *1.04)	92.56 (US Price *1.04)	122.72 (CA Price *1.04)
JEWELRY	\$52	\$62	52 (US Price *1)	52 (US Price *1)	62 (CA Price *1)
BAGS	\$239	\$289	215.10 (US Price *.9)	215.10 (US Price *.9)	260.10 (CA Price *.9)
APPAREL	\$149	\$169	104.30 (US Price *.7)	104.30 (US Price *.7)	118.30 (CA Price *.7)
CHARITY	\$52	\$62	31.20 (US Price *.6)	31.20 (US Price *.6)	37.20 (CA Price *.6)

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### WHAT'S INCLUDED IN QV, RV & WV

All S&D Products have Sales Points, which apply towards Qualifying Volume (QV), Retail Volume (RV), and Wholesale Volume (WV). Sales Points are used to determine qualification and pay based on your level of achievement each month. Below is a quick reference chart to help you understand what is included For each Sales Point.

	QUALIFYING VOLUME (QV)	RETAIL VOLUME (RV)	WHOLESALE VOLUME (WV)
USED TO CALCULATE	Pay Level, Sample Discount & Incentives	Personal Retail Commission & Wholesale Volume	Referral Bonus & Line Commissions
CUSTOMER ORDERS	Always based on USD and varies depending on product category.	Based on local retail price and varies depending on product category.	65% of RV.
PERSONAL ORDERS	Varies based on product margin. QV is awarded before Ambassador 25% discount is applied.	Not Included because Personal Sales Commission is not paid on personal orders.	Awarded before the 25% Ambassador discount is applied based on 65% of what the RV would have been.
AMBASSADOR SAMPLE ORDERS (50% OFF)	Not Included		
HOSTESS ORDERS	Items where ½ off credit is used are excluded. Any balance owed after Rewards are applied is included (excluding ½ off credits). Items purchased at full retail without applying Rewards are included.		
STORE OR PRODUCT CREDIT PURCHASES	Net of Store Credit / Product Credit.		
GIFT CARDS	Included when a Gift Card is purchased, but not included when a Gift Card is redeemed. QV and RV are calculated at 80% of Gift Card value.		

## UNDERSTANDING SALES POINTS

### WHAT'S INCLUDED IN QV, RV & WV CONTINUED

	QUALIFYING VOLUME (QV)	RETAIL VOLUME (RV)	WHOLESALE VOLUME (WV)
USED TO CALCULATE	Pay Level, Sample Discount & Incentives	Personal Retail Commission & Wholesale Volume	Referral Bonus & Line Commissions
MARKETING MATERIALS		Not Included	
STARTER KITS		Not Included	
TAX/VAT		Not Included	
SHIPPING		Not Included	
DISCOUNTS		Not Included	
RETURNS/ ADJUSTMENTS	Subtracted out from total during the return period.		