



COMPENSATION PLAN OVERVIEW

Getting Started

Individuals who join South Hill Designs to sell our product and build a business are known as Independent Artists (IAs). You become an IA for South Hill Designs by purchasing your Independent Artist Business Kit for \$59. There is no other purchase required.

You are then authorized to begin: • *booking parties* • *retailing south hill designs products* • *introducing others to the business opportunity*

In addition, you can become eligible to qualify for many other benefits the Compensation Plan has to offer.

ARTIST COMMISSIONS ON PERSONAL SALES

Earning Income

There are seven (7) different ways to generate revenue as an Independent Artist (IA) for South Hill Designs, and each one is generally cumulative:

Marketing Phase

1. Retail Sales Profits
2. High Volume Producer (HVP) Bonus*

Management Phase

3. Enroller Bonuses
4. Management Level Bonuses

Executive Phase

5. Leader Generation Bonuses
6. Lifestyle Bonuses
7. Executive Generation Bonuses

Personal Retail Sales (PRS) Or Group Retail Volume (GRV) In Current Month	Net Commission Rate, including 20% Base Plus High Volume Producer (HVP) Bonus*
\$0 to \$499 PRS	20% Commission
\$500 to \$999 PRS	or 25% Commission
\$1,000 to \$1,999 PRS or \$5,000 to \$9,999 GRV	or 30% Commission
\$2,000 to \$4,999 PRS or \$10,000 to \$19,999 GRV	or 35% Commission
\$5,000 PRS or \$20,000 GRV	or 40% Commission

*Grace Period: Qualifications for HVP commissions are calculated on a monthly basis, but with a one month grace period. For full explanation please see detailed compensation plan.

RETAIL COMMISSIONS AND MANAGEMENT BONUSES

Independent Artist In-Training	Independent Artist (IA)	Team Builder (TB)	Team Leader (TL)	Director (D)
Qualifications for Rank Promotions				
Purchase Independent Artist Business Kit 20% Commission for 1st \$1,000 PRS <i>Not eligible for High Volume Producer (HVP) Bonus</i>	Accumulate \$1,000 Retail Sales	Active* <i>plus</i> 2 Active IAs <i>plus</i> \$2,500 Total Group Bonus Volume (TGBV) in qualifying month	Active* <i>plus</i> 2 Active IAs <i>plus</i> 1 Qualified TB Leg (3 total Legs) <i>plus</i> \$10,000 TGBV in qualifying month <i>plus</i> Complete TL Training to become eligible for the Strategic Placement Option	Active* <i>plus</i> 2 Active IAs <i>plus</i> 2 Qualified TB Legs and 1 Qualified Team Leader Leg (5 total Legs) <i>plus</i> \$25,000 TGBV <i>plus</i> Complete Director Training
Monthly Maintenance				
▼ ▼ ▼	Be Active*	Active* <i>plus</i> 2 Qualified** Independent Artist Legs <i>or</i> \$2,500 TGBV	Active* and maintain structure above <i>or</i> \$7,500 TGBV	Active* and maintain structure above <i>or</i> \$15,000 TGBV <i>60% Rule***</i>
Retail Commission				
20% on initial \$1,000 training sales	20% up to 40%	20% up to 40%	20% up to 40%	20% up to 40%
Note: All Bonuses below calculated on assigned Bonus Value. BV = 80% of suggested retail value.				
Enroller Bonuses				
NA NA	E1- 6% BV NA	E1- 6% BV NA	E1- 6% BV E2- 6% BV	E1- 6% BV E2- 6% BV
Plus Enroller Earns a 10% Training Bonus on Enrollee's First \$1,000.				
Lifestyle Bonus				
NA	NA	NA	NA	NA
Management Level Bonuses				
Level-1 ➡	4% BV	4% BV	4% BV	4% BV
Level-2 ➡		4% BV	4% BV	4% BV
Level-3 ➡			4% BV	4% BV
Level-4 ➡				4% BV

*Active: To be considered "Active" you will be required to maintain a minimum of \$400 Personal Bonus Value (PBV) during the qualifying month.

**Qualified: A Qualified rank contains the appropriate number of Active or Qualified rank IAs or the appropriate Total Group Volume based on the 60% rule.

E2: Your second downline enrollee

Bonus Value (BV): All products sold carry an assigned "Bonus Value" (BV) generally equivalent to 80% of suggested retail value applicable to each particular product offering.

Personal Bonus Value (PBV): The accumulated BV of all products sold by you to retail customers and/or purchased for your personal use during a given pay period.

Total Group Bonus Volume (TGBV): The combined BV of your personal product sales and the product sales created by all your downline of IAs through unlimited depth.

EXECUTIVE BONUS SCHEDULE

Senior Director (SD)	Executive Director (ED)	National Director (ND)
Qualifications for Rank Promotions		
Active* <i>and</i> Qualified as a D <i>plus</i> Create 1 Qualified** D in downline Leg <i>plus</i> \$50,000 TGBV for 2 Consecutive Months	Active* <i>and</i> Qualified as a SD <i>plus</i> Create 2 Qualified** Ds in separate Legs <i>plus</i> \$100,000 TGBV for 2 Consecutive Months	Active* <i>and</i> Qualified as an ED <i>plus</i> Create 3 Qualified** Ds in separate Legs <i>plus</i> \$250,000 TGBV for 2 Consecutive Months
Monthly Maintenance		
Active and Qualified SD structure <i>or</i> \$30,000 TGBV <i>60% Rule***</i>	Active and Qualified ED structure <i>or</i> \$60,000 TGBV <i>40% Rule***</i>	Active and Qualified ND structure <i>or</i> \$150,000 TGBV <i>40% Rule***</i>
Leader Generation Bonuses		
Be SD or higher rank Qualified & Earn 2% of PGBV on all downline sales volume through unlimited depth that have not reached Senior Director rank.		
2% GBV	2% GBV	2% GBV
Lifestyle Bonuses		
\$250	<i>plus</i> \$250 (\$500 Total)	<i>plus</i> \$250 (\$750 Total)
Generation Bonuses		
3% GBV	3% GBV	3% GBV
2 nd Generation SD or higher ➡	3% GBV	3% GBV
3 rd Generation SD or higher ➡		3% GBV

Note: Active Status and Qualified Rank Requirements must be maintained in each Monthly Pay Period to be "Paid As" your earned rank designation.

*Active: To be considered "Active" you will be required to maintain a minimum of \$400 Personal Bonus Value (PBV) during the qualifying month.

**Qualified: A Qualified rank contains the appropriate number of Active or Qualified rank IAs or the appropriate Total Group Volume based on the 40% and 60% rules.

***40% Rule: No more than 40% of the Group Value can come from any one Leg.

***60% Rule: No more than 60% of the Group Value can come from any one Leg.

Total Group Bonus Volume (TGBV): The combined BV of your personal product sales and the product sales created by all your downline of IAs through unlimited depth.

south  hill
DESIGNS™