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# THE BUSINESS OPPORTUNITY PLAN

nutrimetics

WWW.NUTRIMETICS.COM

# TERMINOLGY

## What is Volume Rebate?

At all levels of the BOP you can earn up to 45% Volume Rebate on your Personal Sales BV - refer to table below for Volume Rebate earnings

Personal Sales BV		Rebate	Volume Rebate*	
From	To	%	Minimum	Maximum
50	499.99	20%	\$10	\$100
500	999.99	25%	\$125	\$250
1000	1999.99	30%	\$300	\$600
2000	2999.99	35%	\$700	\$1,050
3000	3999.99	40%	\$1,200	\$1,600
4000	no limit	45%	\$1,800	no limit

\*Volume Rebate includes GST

## BONUS VALUE (BV)

Every product carries a Bonus Value (may be nil) that is used to calculate the Bonus payable. When applicable, the BV equals the Recommended Retail Price (RRP), excluding GST, on which Volume Rebates and Bonus are paid

## RECOMMENDED RETAIL PRICE (RRP)

Refers to the price at which Nutrimeritics recommends products are sold to consumers and includes GST

## SALES UNIT

Refers to a group headed by an ESM or above, who has elevated from a Consultant's Personal Group

## REASSIGNMENT

When minimum requirements are not met to sustain the existing status level, reassignment will occur where you will be reassigned to the status level you are maintaining

## FLOWBACK

When an elevation occurs from your personal group or when a reassignment occurs back into your personal group, there are minimum requirements that must be met to count the persons volume - refer to flowback table on page 19

# TERMINOLGY

## PRODUCT REBATE

When placing a personal order of 200 BV or more, Consultants can take advantage of Product Rebate and can purchase products at 50% discount (excludes new products or products featured in a set). Product rebate will be available when you are placing an order and ready to check out. See table below:

Spend 200 BV	Select 1 product from the list
Spend 350 BV	Select 2 products from the list
Spend 500 BV	Select 3 products from the list
Spend 1,000 BV	Select 6 products from the list
Spend 2,000 BV	Select 9 products from the list
Spend 3,000 BV	Select 12 products from the list
Spend 4,000 BV	Select 15 products from the list

## GLship - GROUP LEADER (GL)

Refers to a Group Leaders downline team who consists of Consultants

## SGLship - SENIOR GROUP LEADER (SGL)

Refers to a Senior Group Leaders downline team who consists of Consultants or Group Leaders

## SMship - SALES MANAGER (SM)

Refers to a Sales managers downline team who consists of Consultants, Group Leaders or Senior Group leaders

## ESMship - EXECUTIVE SALES MANAGER (ESM)

Refers to a Executive Sales managers downline team who consists of Consultants, Group Leaders, Senior Group leaders or Sales Managers

## SDship - SALES DIRECTOR (SD)

Refers to a Sales Directors downline team who consists of Consultants, Group Leaders, Senior Group leaders, Sales Managers or Executive Sales Managers and are not part of another SDship

## ESDship

Refers to an Executive sales director downline team who consists of Consultants, Group Leaders, Senior Group leaders, Sales Managers, Executive Sales Managers or Sales Directors and are not part of another ESDship

# CONSULTANT (CON)

## How do I achieve this level?

1. Go to [nutrimetics.com](http://nutrimetics.com) and select JOIN US.
2. Ensure to agree to the terms and conditions as listed in the join process.
3. Enjoy all the benefits as a Nutrimetics CONSULTANT

## What will I earn?

### 1) Volume Rebate

Refer to Page 1 of this document to view the Volume Rebate table and potential earnings

### 2) Sponsor Bonus

- Achieve a minimum of 500 BV Personal Sales and Personally sponsored Consultants also must achieve a minimum of 500 BV Personal Sales
- Earn 4% on your personally sponsored consultants Personal Sales for their first 12 months

*When a Consultant elevates to GL+, sponsor bonus no longer applies*

## What are my minimum requirements to remain as a Consultant?

- Place at least 1 BV order every 6 months
- If you refrain from making any orders for a consecutive 6-month period, your account will transition to an inactive status. You can reactivate it by placing an order during the 7th or 8th month

## Other Benefits:

- Refer to Page 2 of this document for Product Rebate programme
- When NEW Consultants join, in their first 60 days they have the opportunity to earn rewards for Personal Sponsoring and Personal Sales

*Refer to the current Rewards Programme for more information*

# GROUP LEADER (GL)

## How do I achieve this level?

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 2,500 BV in Group Sales and,
- Have 3 personally sponsored Active Consultants

## What will I earn?

### 1) Volume Rebate

Refer to Page 1 of this document to view the Volume Rebate table and potential earnings

### 2) Group Bonus

- Earn 3% on the BV sales of your **GLship**, including your **Personal Sales**, when minimum requirements for Group Leader are met.
- Your **GLship** consists of all Consultants in your downline who hold the title of **CON**

## What are my minimum requirements for Group Leader?

### Achieve the following in one calendar month out of 4:

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 2,500 BV in Group Sales

## What happens if I do not meet the minimum requirements of Group Leader?

After 4 months of not meeting the minimum requirements above, your status will be assigned to Consultant

## Other Benefits:

- Refer to Page 2 of this document for Product Rebate programme
- Upon elevating to Group Leader, you will earn on your Group Sales in your qualifying month

# SENIOR GROUP LEADER (SGL)

## How do I achieve this level?

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 5,000 BV in Group Sales and,
- Have 5 personally sponsored Active Consultants

## What will I earn?

### 1) Volume Rebate

Refer to Page 1 of this document to view the Volume Rebate table and potential earnings

### 2) Group Bonus

- Earn 4% on the BV sales of your **SGLship**, including your **Personal Sales**, when minimum requirements for Senior Group Leader are met.
- Your **SGLship** consists of all Consultants in your downline who hold the title of **CON or GL**

## What are my minimum requirements for Senior Group Leader?

### Achieve the following in one calendar month out of 4:

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 5,000 BV in Group Sales

## What happens if I do not meet the minimum requirements of Senior Group Leader?

After 4 months of not meeting the minimum requirements above, your status will be assigned to the level at which you are maintaining

## Other Benefits:

- Refer to Page 2 of this document for Product Rebate programme
- Upon elevating to Senior Group Leader, you will earn on your Group Sales in your qualifying month

# SALES MANAGER (SM)

## How do I achieve this level?

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 10,000 BV in Group Sales and,
- Have 10 personally sponsored Active Consultants

## What will I earn?

### 1) Volume Rebate

Refer to Page 1 of this document to view the Volume Rebate table and potential earnings

### 2) Group Bonus

- Earn 5% on the BV sales of your **SMship**, including your **Personal Sales**, when minimum requirements for Sales Manager are met.
- Your **SMship** consists of all Consultants in your downline who hold the title of **CON, GL or SGL**

## What are my minimum requirements for Sales Manager?

### Achieve the following in 2 calendar months out of 4:

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 10,000 BV in Group Sales

## What happens if I do not meet the minimum requirements of Sales Manager?

After 3 months of not meeting the minimum requirements above, your status will be assigned to the level at which you are maintaining

## Other Benefits:

- Refer to Page 2 of this document for Product Rebate programme
- Upon elevating to Sales Manager, you will earn on your Group Sales in your qualifying month
- Receive an invitation to attend monthly Company Leadership Meetings

# EXECUTIVE SALES MANAGER (ESM)

## How do I achieve this level?

### For 2 consecutive months, achieve the following:

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 15,000 BV in Group Sales and,
- Have 10 personally sponsored Active Consultants

## What will I earn?

### 1) Volume Rebate

Refer to Page 1 of this document to view the Volume Rebate table and potential earnings

### 2) Group Bonus

- Earn 7% on the first 20,000 BV
- Earn 5% on the remainder of the BV sales of your own personal ESMship

Your **ESMship** consists of all Consultants in your downline who hold the title of **CON, GL, SGL or SM**

### 3) Downline Bonus

When an ESM elevates from your personal ESMship, you will continue to earn on the sales generated from their ESMship (to a maximum of 20,000 BV):

- 7% on the first 10,000 BV
- 4% on the next 10,000 BV

### 4) Leadership Bonus

- When an ESM elevates from your personal ESMship, they become a sales unit.
- You will earn a \$200 Leadership Bonus monthly, when you and your sales unit/s header meet the minimum requirements of Executive Sales Manager



# EXECUTIVE SALES MANAGER (ESM)

## 5) Elevation Bonus

- This is paid to first time elevation ONLY from your personal ESMship
- If a double or triple elevation occurs, you are entitled to receive the elevation bonus for each
- Upline ESM must maintain own ESMship to receive the elevation bonus in the month in which the elevation occurs.

Elevation Bonus	
Elevated to	Bonus (exc GST)
GL	\$150
SGL	\$250
SM	\$1,000
ESM	\$2,500

## What are my minimum requirements for Executive Sales Manager?

### Achieve the following in 2 calendar months out of 4:

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 15,000 BV in Group Sales

## What happens if I do not meet the minimum requirements of Executive Sales Manager?

After 3 months of not meeting the minimum requirements above, your status will be assigned to the level at which you are maintaining

## Other Benefits:

- Refer to Page 2 of this document for Product Rebate programme
- Upon elevating to Executive Sales Manager, you will earn on your Group Sales in your qualifying month
- Receive an invitation to attend monthly Company Leadership Meetings
- The opportunity to qualify for an International Seminar
- Be rewarded with Nutrimerics Car Programme OR Cash for Car - Refer to the Nutrimerics Car Programme brochure

## How do I achieve this level?

### For 4 consecutive months, achieve the following:

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 58,000 BV in Group Sales and,
- Have 3 downline Sales Units headed by a maintaining ESM or SD

*(sales from downline SD cannot be counted towards 58,000 BV requirement)*

## What will I earn?

### 1) Volume Rebate

Refer to Page 1 of this document to view the Volume Rebate table and potential earnings

### 2) Group Bonus - Earned on your personal ESMship

- Earn 7% on the first 20,000 BV
- Earn 5% on the remainder of the BV sales of your own personal ESMship, Your **ESMship** is all Consultants in your downline who hold the title of **CON, GL, SGL or SM**

### 3) Downline Bonus

#### Earn on each Sales Unit (to a maximum of 60,000 BV):

- 7% on the first 10,000 BV
- 4% on the next 10,000 BV
- 3% on the next 40,000 BV

### 4) Leadership Bonus

- When an ESM elevates from your personal ESMship, they become a sales unit.
- You will earn a \$200 Leadership Bonus monthly when you meet your status minimum requirements (SD) and your sales unit/s header meet the minimum requirements of Executive Sales Manager (ESMship)

## 5) Elevation Bonus

- This is paid to first time elevation ONLY from your personal ESMship
- If a double or triple elevation occurs, you are entitled to receive the elevation bonus for each
- Sales Directors must maintain their own personal ESMship and SDship to receive the elevation bonus in the month in which the elevation occurs

Elevation Bonus	
Elevated to	Bonus (exc GST)
GL	\$150
SGL	\$250
SM	\$1,000
ESM	\$2,500
SD	\$6,000

### What are my minimum requirements for Sales Director?

#### Achieve the following in 3 calendar months out of 6:

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 58,000 BV in Group Sales in your SDship

### What happens if I do not meet the minimum requirements of Sales Director?

After 4 months of not meeting the minimum requirements above, your status will be assigned to the level at which you are maintaining

### Other Benefits:

- Refer to Page 2 of this document for Product Rebate programme
- Receive an invitation to attend monthly Company Leadership Meetings
- The opportunity to qualify for an International Seminar
- Be rewarded with Nutrimerics Car Programme OR Cash for Car - Refer to the Nutrimerics Car Programme brochure

# EXECUTIVE SALES DIRECTOR (ESD)

## How do I achieve this level?

### For 4 consecutive months, achieve the following:

- Achieve a minimum of 500 BV in Personal Sales and,
  - Achieve a minimum of 170,000 BV in Group Sales and,
  - Have 5 downline Sales Units headed by a maintaining ESM or SD
- (sales from downline ESD cannot be counted towards 170,000 BV requirement)

## What will I earn?

### 1) Volume Rebate

Refer to Page 1 of this document to view the Volume Rebate table and potential earnings

### 2) Group Bonus - Earned on your personal ESMship

- Earn 7% on the first 20,000 BV
- Earn 5% on the remainder of the BV sales of your own personal ESMship

Your **ESMship** is all Consultants in your downline who hold the title of **CON, GL, SGL or SM**

### 3) Downline Bonus

#### Earn on each Sales Unit:

- 7% on the first 10,000 BV
- 4% on the next 10,000 BV
- 3% on the next 40,000 BV
- 2% on the remaining BV

### 4) Leadership Bonus

- When an ESM elevates from your personal ESMship, they become your sales unit.
- You will earn a \$200 Leadership Bonus monthly when you meet your status minimum requirements (ESD) and your sales unit/s header meet the minimum requirements of Executive Sales Manager (ESMship)

# EXECUTIVE SALES DIRECTOR (ESD)

## 5) Elevation Bonus

- This is paid to first time elevation ONLY from your personal ESMship
- If a double or triple elevation occurs, you are entitled to receive the elevation bonus for each
- Upline ESD must maintain their ESDship

Elevation Bonus	
Elevated to	Bonus (exc GST)
GL	\$150
SGL	\$250
SM	\$1,000
ESM	\$2,500
SD	\$6,000
ESD	\$10,000

## 6) ESD Elevation Bonus

After the first 24 months following elevation (past flowback period), upline ESD earns 2% on the elevated ESD's, ESDship.

### What are my minimum requirements for Executive Sales Director?

#### Achieve the following in 6 calendar months out of 12:

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 170,000 BV in Group Sales in your ESDship

### What happens if I do not meet the minimum requirements of Executive Sales Director?

After 7 months of not meeting the minimum requirements above, your status will be assigned to the level at which you are maintaining

### Other Benefits:

- Refer to Page 2 of this document for Product Rebate programme
- Receive an invitation to attend monthly Company Leadership Meetings
- The opportunity to qualify for an International Seminar
- Be rewarded with Nutrimerics Car Programme OR Cash for Car - Refer to the Nutrimerics Car Programme brochure

# PRESIDENTIAL DIRECTOR (PD)

**How do I achieve this level?**

**There are 2 methods to elevate to PD:**

## **Method 1:**

**For 4 consecutive months, achieve the following:**

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 280,000 BV in Group Sales from your ESDship and,
- Have 8 downline Sales Units headed by a maintaining ESM, SD or ESD (sales from downline ESD cannot be counted towards 280,000 BV requirement)

## **Method 2:**

**For 6 consecutive months, achieve the following:**

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 170,000 BV in your ESDship and,
- Have an immediate downline ESD who also achieves a minimum of 170,000 BV in their own ESDship in 6 out of 12 months

**What will I earn?**

### **1) Volume Rebate**

Refer to Page 1 of this document to view the Volume Rebate table and potential earnings

### **2) Group Bonus - Earned on your personal ESMship**

- Earn 7% on the first 20,000 BV
  - Earn 5% on the remainder of the BV sales of your own personal ESMship
- Your **ESMship** is all Consultants in your downline who hold the title of **CON, GL, SGL or SM**

### **3) Downline Bonus**

**Earn on each Sales Unit:**

- 7% on the first 10,000 BV
- 4% on the next 10,000 BV
- 3% on the next 40,000 BV
- 2% on the remaining BV

# PRESIDENTIAL DIRECTOR (PD)

## 4) Leadership Bonus

- When an ESM elevates from your personal ESMship, they become your sales unit.
- You will earn a \$200 Leadership Bonus monthly when you meet your status minimum requirements (ESDship) and your sales unit/s header meet the minimum requirements of Executive Sales Manager (ESMship)

## 5) Elevation Bonus

- This is paid to first time elevation ONLY from your personal ESMship
- If a double or triple elevation occurs, you are entitled to receive the elevation bonus for each
- Upline ESD must maintain their personal ESDship

Elevation Bonus	
Elevated to	Bonus (exc GST)
GL	\$150
SGL	\$250
SM	\$1,000
ESM	\$2,500
SD	\$6,000
ESD	\$10,000
PD	\$12,500

## 6) ESD Elevation Bonus

After the first 24 months following elevation (past flowback period), upline ESD earns 2% on the elevated ESD's, ESDship.

### What are my minimum requirements for Presidential Director?

#### Method 1 - Achieve the following in 6 calendar months out of 12:

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 280,000 BV in Group Sales in your ESDship

#### Method 2 - Achieve the following in 6 calendar months out of 12:

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve 170,000 BV in your personal ESDship and,
- Have an immediate downline ESD who also achieves a minimum of 170,000 BV in their own ESDship in 6 of the last 12 months

## **What happens if I do not meet the minimum requirements of Presidential Director?**

After 7 months of not meeting the minimum requirements above, your status will be assigned to the level at which you are maintaining

### **Other Benefits:**

- Refer to Page 2 of this document for Product Rebate programme
- Receive an invitation to attend monthly Company Leadership Meetings
- The opportunity to qualify for an International Seminar
- Be rewarded with Nutrimetics Car Programme OR Cash for Car - Refer to the Nutrimetics Car Programme brochure



# PRESIDENTIAL AMBASSADOR (PA)

## How do I achieve this level?

- Achieve a minimum of 500 BV in Personal Sales and,
- Achieve a minimum of 11,040,000 BV in a 12 month period, of which your own ESDship must produce 2,760,000 in those 12 months and,
- Have a minimum of 2 immediate downline ESDships producing a minimum of 5,520,000 BV

## What will I earn?

### 1) Volume Rebate

Refer to Page 1 of this document to view the Volume Rebate table and potential earnings

### 2) Group Bonus - Earned on your personal ESMship

- Earn 7% on the first 20,000 BV
- Earn 5% on the remainder of the BV sales of your own personal ESMship

Your **ESMship** is all Consultants in your downline who hold the title of **CON, GL, SGL or SM**

### 3) Downline Bonus

#### Earn on each Sales Unit:

- 7% on the first 10,000 BV
- 4% on the next 10,000 BV
- 3% on the next 40,000 BV
- 2% on the remaining BV

### 4) Leadership Bonus

- When an ESM elevates from your personal ESMship, they become your sales unit.
- You will earn a \$200 Leadership Bonus monthly when you meet your status minimum requirements (ESDship) and your sales unit/s header meet the minimum requirements of Executive Sales Manager (ESMship)

## 5) Elevation Bonus

- This is paid to first time elevation ONLY from your personal ESMship
- If a double or triple elevation occurs, you are entitled to receive the elevation bonus for each
- Upline ESD must maintain their personal ESDship

Elevation Bonus	
Elevated to	Bonus (exc GST)
GL	\$150
SGL	\$250
SM	\$1,000
ESM	\$2,500
SD	\$6,000
ESD	\$10,000
PD	\$12,500

## 6) ESD Elevation Bonus

After the first 24 months following elevation (past flowback period), upline ESD earns 2% on the elevated ESD's, ESDship.

## What are my minimum requirements for Presidential Ambassador?

- Achieve monthly BOP Organisation 920,000 BV in 6 of the last 12 months (BOP Organisation consists of your own ESDship and any qualifying downline ESDships)
- Own ESDship must produce 230,000 BV per month in the same 6 of 12 rolling months
- 11,040,000 in the last 12 months, of which your own ESDship must produce 2,760,000
- Minimum of 2 immediate downline ESDships produce a minimum of 5,520,000 in the last 12 months

## **What happens if I do not meet the minimum requirements of Presidential Ambassador?**

After 7 months of not meeting the minimum requirements above, your status will be assigned to the level at which you are maintaining

### **Other Benefits:**

- Refer to Page 2 of this document for Product Rebate programme
- Receive an invitation to attend monthly Company Leadership Meetings
- The opportunity to qualify for an International Seminar
- Be rewarded with Nutrimetics Car Programme OR Cash for Car - Refer to the Nutrimetics Car Programme brochure

# FLOWBACK

Title	Flowback - Elevations	Flowback - Reassignments
<b>Executive Sales Manager (ESM)</b>	<p>Upon elevation of a new ESM from Personal ESMship, upline ESM counts sales volume of new ESM for a period of 10 months so long as:</p> <p>Month 1 - 5 : Upline Personal ESMship achieves 5,000 BV            Month 6 - 10 : Upline Personal ESMship achieves 10,000 BV</p>	No waiting period
<b>Sales Director (SD)</b>	SDs count new SD elevations for the first 12 months. Upline SD must maintain personal ESMship	Upline SD must wait 6 months before volume from reassigned SD is included in own Upline SDship volume
<b>Executive Sales Director (ESD) &amp; Presidential Director (PD) &amp; Presidential Ambassador (PA)</b>	<p>ESDs count new ESD elevations for the first 24 months. Upline paid Downline Bonus in usual way during this 24 months as if no elevation occurred.</p> <p>After 24 months, upline ESD paid 2% on downline ESD volume.</p>	Upline ESD must wait 12 months before volume from reassigned ESD is included in own Upline ESD volume

*NOTE: Flowback for International Seminar differs to BOP Flowback. Please refer to International Seminar guidelines.*