

Why Vessel?



Would you like to **work part time** to earn extra money for yourself or your family?

How about earning a **full time income** while working from home?

Do you dream of a **lifestyle** that allows you the **freedom** to do whatever you want, whenever you want?

Would you like to **share** a unique **style** with friends and family, and be part of a fun **social** experience?

Do you want to enjoy the **journey**, along the way to your **destination**?

Key Definitions

VOLUME

PSV (Personal Sales Volume): Your total sales volume, including that of your customers. Based on retail price.

TSV (Team Sales Volume): Your total sales volume, plus that of your entire team, down to but not including the next Sapphire Director. Based on retail price.

DSV (Downline Sales Volume): Your total sales volume, plus that of your entire downline, regardless of title. Based on retail price.

CSV (Commissionable Sales Volume): The volume on which your commissions are paid. Based on wholesale price.

TERMS

Active: To be considered active, you must maintain at least \$300 PSV per month. As an active Stylist you are eligible to receive a commission from your downline. There are no minimum requirements to receive personal earnings.

Leg: A leg begins with a Stylist on your first level and includes all of the Stylists beneath her. You have as many legs as you have first level Stylists.

Active Leg: Any Stylist on your first level and her entire downline, where at least one person in that leg is active.

Level (L): The position a Stylist has in a downline relative to another upline or downline Stylist.

Generation (G): The relationship between one Sapphire Director or higher and another Sapphire Director or higher.

Be a Part of Our Vessel Family

Vessel revolutionizes the way women shop for jewelry and fragrance. We invite you to be one of the fabulous women joining this new wave in scent and style.

To become a Vessel Stylist and represent our line of scented jewelry, contact the Stylist who gave you this brochure, or contact Vessel directly at info@vesselscentsofstyle.com



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COMPENSATION PLAN



Three Ways to Earn Money

ACTION PLAN

- Sign up as a Stylist
- Purchase your Stylist Kit
- Line up Hostesses and schedule your first four parties

1 PERSONAL EARNINGS

Beginning with your very first party, you start earning money. No matter what your rank, you earn 30% Retail Profit (RP) on your personal retail sales. You’re also eligible to earn a Power Seller Bonus (PSB), an additional percentage on your monthly retail sales, for a potential total of 40% Personal Earnings.

Retail Sales	Retail Profit	Power Seller Bonus	Personal Earnings
up to \$1,999	30%		30%
\$2,000 to \$2,999	30%	+ 3%	33%
\$3,000 to \$4,999	30%	+ 5%	35%
\$5,000 to \$6,999	30%	+ 7%	37%
\$7,000 or more	30%	+ 10%	40%



*Personal Earnings Example:

# of Parties per Month	Retail Sales	Personal Earnings
2	\$1,200	\$360 / month
4	\$2,400	\$720 RP + \$72 PSB = \$792 / month
6	\$3,600	\$1,080 RP + \$180 PSB = \$1,260 / month
8	\$4,800	\$1,440 RP + \$240 PSB = \$1,680 / month

*This is an example of earnings, not a guarantee of income.
DSA Statistics: Average home party retail sales of \$635 per party.
Vessel commission examples calculated at \$600 per party.

ACTION PLAN

- Continue booking parties through Hostesses
- Start signing up Stylists underneath you
- Teach your team to do the same things you are doing
- Set a goal to become a Sapphire Director

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TEAM BUILDING COMMISSIONS**

As you start sharing the Vessel opportunity and begin building your team, you’ll continue to receive Personal Earnings, plus you’re earning Team Building Commissions on the sales of your entire team as well.



	Stylist	Senior Stylist	Executive Stylist	Silver Stylist	Gold Stylist	Sapphire Director
Earnings	Personal Earnings	30% - 40% on personal retail sales				
	L1		5%	6%	7%	7%
	L2				3%	5%
	L3					2%
	Advancement Bonus				\$150	\$500
Qualifications	Total Active Legs		1	2	2	3
	Total Titled Legs*** (Included in Total Active Leg count)				1 (1 Senior Stylist)	2 (2 Silver Stylists)
	PSV		\$300	\$500	\$700	\$900
	TSV				\$2,500	\$5,000

Additional Bonuses	
Matching Advancement Bonus	When a team member promotes to Sapphire Director for the first time, as the immediate upline Sapphire Director or higher you receive a matching \$500 advancement bonus.
Team Volume Bonus	Sapphire Directors or higher earn 2% on your entire team’s sales, down to but not including the next Sapphire Director, including your own personal sales.
Fast Start Bonus	Active Stylists or higher earn 5% on the sales of your Level 1 recruits. Active Executive Stylists or higher earn 3% on the sales of your Level 2 recruits. (During L1 and L2 recruit’s enrollment month plus three full months.)

ACTION PLAN

- Share the business opportunity with even more people
- Coach the leaders within your team to become Directors
- Mentor your Directors to grow their own teams
- Continue working with Hostesses for your own parties

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LEADERSHIP COMMISSIONS**

As you progress to Director ranks, your team grows and so do your commissions. In addition to your Personal Earnings and Team Building Commissions, now you’ll also receive Leadership Commissions on the teams that develop below you.

		Opal Director	Ruby Director	Emerald Director	Diamond Director
Earnings	Personal Earnings	30% - 40% on personal retail sales			
	Team Building Commissions	L1 – L3 Bonuses (paid at Sapphire Director level) & Additional Bonuses			
	G1	4%	4%	4%	4%
	G2		4%	4%	4%
	G3			3%	3%
	G4				3%
Qualifications	Total Active Legs	4	4	4	6
	Total Titled Legs*** (Included in Total Active Leg count)	2 (1 Silver Stylist + 1 Sapphire Director)	2 (2 Sapphire Directors)	4 (2 Sapphire Directors + 2 Opal Directors)	6 (4 Sapphire Directors + 2 Emerald Directors)
	PSV	\$900			
	TSV	\$10,000			
	DSV		\$40,000	\$80,000	\$175,000

**Team Building Commissions and Leadership Commissions are paid on Commissionable Sales Volume (CSV).

***Titled Legs are listed rank or higher. For example, to qualify as a Gold Stylist you must have three active legs, one of which includes a Senior Stylist or higher.

