

BONUS

**Senior Divisions & Vice Presidents
earn up to 50% on personal retail sales!**
45% + 5% Bonus = 50%

Every month that a SDV or VP personally sponsors a recruit, they will receive a 5% bonus on their own PV for that same month! The SDV/VP's personal recruit whose first show sales are processed on a commission closing date in that month, must qualify with \$1,000 net/non sales within their first 5 commission weeks.

Parent/Recommendation Bonus

A parent manager meeting the weekly minimum personal/group net sales specified below will be paid 2% weekly override on the GV of managers promoted to (or recommended for appointment to) a lateral or higher position. The parent manager may count the total sales of promoted/recommended managers toward their own promotion.

Fashion Director/Branch Director	\$ 500 net sales
Region/Area/Division	\$ 1,000 net sales
Sr. Division/Sales Vice President	\$ 2,500 net sales
Company V.P./Executive Company V.P.	\$10,000 net sales



RECOGNITION



MERCEDES CAR PROGRAM



Park Lane's **Mercedes Car Program** members can earn a \$500 or \$700 bonus EACH MONTH.

HEART OF PARK LANE



Every NEW recruit has the opportunity to earn the genuine gold, garnet & diamond **Heart of Park Lane** ring by submitting \$5,000 personal net/non-comm. sales and sponsoring five personal qualified* recruits during the timeframe between conventions. This coveted ring will be presented to qualifiers on convention stage.

GLOSSARY

GLOSSARY & CLARIFICATIONS

PV: (Personal sales volume) Retail net sales.

GV: (Group sales volume) GV is the retail net sales generated by the levels within the manager's down line on which she/he is entitled to receive override. In some instances, when specifically stated, non-commissionable sales credit may be allowed for contest credit. Read each contest for specifications.

RECRUIT: To count as a qualified recruit for their sponsor's promotion, bonus, and/or contest credit, a new recruit must obtain and qualify for a sample kit and, unless otherwise stated, submit a minimum of \$1,000 net/non-commissionable sales received at Home Office within their first 5 commission weeks.

START DATE: The "start date" of a new recruit is the Wednesday* commission closing date on which their first sales are processed. NOTE: Should a recruiter sponsor a director who "starts" prior to their own "start", the recruiter will be assigned the same "start date" as their recruit.

SHOW: A minimum total of \$200 net sales is required to qualify as a show. "Net sales" is the amount of commissionable retail sales excluding tax, shipping/handling and non-commissionable purchases.

MAINTENANCE: At least two personal, minimum \$200 net sales shows or one personal new recruit start must be processed on the Wednesday commission dates within a calendar month to be eligible to earn overrides and bonuses the following calendar month.

***COMMISSION DEADLINE:** Commissions, overrides, bonuses, contests, and promotion requirements are based on the PV/GV entered and processed each week by the Wednesday commission deadline. Unless otherwise advertised, US/MX Wednesday commission deadline is closed at 3:00 AM CST on Thursday mornings. Monthly programs/bonuses are based on the sales processed by the commission deadlines within the respective calendar month.

CONTESTS: A qualifier must be active, exclusively representing Park Lane, and fulfilling the obligation of her/his position. Park Lane reserves the right to disallow any prize application if the person presenting the application is inactive or is not performing at the function of her/his level. If it is subsequently determined that a prize recipient was not eligible, then such recipient shall reimburse the company for the value of such prize, plus ten percent to cover the company's expenses.

PROMOTION REQUIREMENTS: No one sub-manager can account for more than 50% of the overall promotion requirement.

INVALID SALES: Shows received at Home Office without a minimum 50% deposit will not be posted until the C.O.D. amount is received at Park Lane. Direct orders (less than \$200 net) must be prepaid. If submitted without full payment, a Direct Order will not be processed on the commission closing date received. Commissions will be processed after the correct payment is received. Park Lane reserves the right to audit personal and new recruit sales, and to question and/or disallow any relative, friend, etc., recruited specifically to win contests, or earn bonuses and not thought to be in the interest of promoting organizational growth.

DIRECTOR

parklanejewelry.com



SUPPLY #2052

park*lane®
JEWELRY | SINCE 1955



BUSINESS OPPORTUNITY





COMPENSATION PLAN

Park Lane profits are paid weekly.
Orders in by WEDNESDAY...
Checks out by FRIDAY!

Get Started:

- \$39 Registration fee
 - Select kit option
(booking line-up required)
- For qualification details,
contact your upline
manager or Home Office.

30%

COMMISSION

30% on PV
32% on PV

(upon reaching \$5,000 PV level)

ADVANCE TO BRANCH

Submit a minimum
of 4 qualified shows
& sponsor 1 qualified recruit
within the commission dates
of a calendar month.

**FASHION
DIRECTOR**

35%

COMMISSION

35% on PV

WEEKLY GV OVERRIDE:

5% on \$1.00 - \$399.99
6% on \$400.00 - \$799.99
7% on \$800.00 - \$1,199.99
8% on \$1,200.00 - \$1,999.99
10% on sales over \$2,000.00
(% is paid on sales
volume increment)
"MCP" car bonus eligibility

ADVANCE TO REGION:

Develop 2 BDs and
average 4 personal shows
plus \$6,000 PV/GV a month
for 2 consecutive months
or

DOUBLE PROMOTE TO AREA:

Average 5 personal shows
a month for 2
consecutive months plus
5 qualified
personal/group recruits.
(min. 2 personal)

**BRANCH
DIRECTOR**

35%

COMMISSION

35% + bonus on PV

Weekly PV \$300 = \$25 bonus
Weekly PV \$600 = \$50 bonus

WEEKLY OVERRIDE:

6% on FDs
6% on BDs and their GV

WEEKLY GV BONUS (excludes PV)

\$ 1,000 GV = \$ 30 bonus
\$ 1,500 GV = \$ 65 bonus
\$ 3,000 GV = \$130 bonus
\$ 4,500 GV = \$195 bonus
\$ 6,000 GV = \$260 bonus
\$ 7,500 GV = \$325 bonus
\$ 9,000 GV = \$390 bonus
\$ 10,500 GV = \$500 bonus

WEEKLY ACTIVITY BONUS

4 BDs w/\$200 GV = \$25 bonus
8 BDs w/\$200 GV = \$50 bonus

ADVANCE TO AREA:

Average 5 personal shows
per month for 2
consecutive months
and 5 qualified
personal/group recruits.
(min. 2 personal)
or

DOUBLE PROMOTE TO DIVISION:

Generate \$20,000 PV/GV within
2 months and develop
4 Branch Directors.

**REGION
LEADER**

40% - 50%

COMMISSION

40% on PV weekly

PLUS

10% extra with
\$2,500 monthly PV
plus 8 active Directors
who submit minimum
\$200 monthly volume
(appearing on monthly
commission dates).

WEEKLY OVERRIDE:

10% on FDs
6% on BDs & their GV
3% on Regions & their GV

ANNUAL BONUS

\$100,000 Central Area GV
= \$2,000 Bonus
\$150,000 Central Area GV
= \$5,000 Bonus
\$250,000 Central Area GV
= \$10,000 bonus

ADVANCE TO DIVISION:

Generate \$20,000 PV/GV
within 2 months
and develop 4 BDs
or three
first generation Areas.

**AREA
LEADER**

45%

COMMISSION

45% on PV

WEEKLY OVERRIDE:

15% on FDs
8% on BDs and their GV
5% on Regions & their GV
3% on Areas and their GV

MONTHLY RECRUITING

\$500 BONUS

10 personal/group recruits
(excludes Area recruits)

MONTHLY SALES

\$500 BONUS

\$10,000 GV/PV

(excludes Area sales)

OR

\$15,000 GV/PV

(includes Areas' sales)

ADVANCE TO SR. DIVISION:

Generate \$60,000 PV/GV sales
within 2 months and develop
8 BDs/Managers.

**DIVISION
LEADER**

45% - 50%

COMMISSION

45% on PV

WEEKLY OVERRIDE:

15% on FDs
8% on BDs & their GV
5% on Regions & their GV
3% on Areas & their GV
3% on Divisions & their GV

WEEKLY GV BONUS (excludes PV)

\$ 2,500 = \$100 bonus
\$ 5,000 = \$200 bonus
\$ 7,500 = \$300 bonus
\$ 10,000 = \$400 bonus
\$ 12,500 = \$500 bonus

MONTHLY RECRUITING \$500 BONUS

20 qualified personal
and/or group recruits

MONTHLY SALES \$500 BONUS

\$15,000 GV/PV

MONTHLY JEWELRY SAMPLES

\$16,000 net/non GV/PV
= RRC Level 4 - \$350 new
samples FREE!

MONTHLY SUPPLIES

5 qualified group recruits=
\$50 FREE supply credit.

ADVANCE TO SALES VICE PRESIDENT:

Generate \$180,000 PV/GV sales
within 2 months

**SENIOR
DIVISION
LEADER**

45% - 50%

COMMISSION

**45% on PV
WEEKLY OVERRIDE:**

15% on FDs
8% on BDs & their GV
5% on Regions & their GV
3% on Areas & their GV
3% on Divisions & their GV
3% on Sr. Divisions & their GV

WEEKLY GV BONUS

(excludes PV)
\$5,000 = \$100 bonus
\$10,000 = \$200 bonus
\$15,000 = \$300 bonus
\$20,000 = \$400 bonus
\$25,000 = \$500 bonus
\$30,000 = \$600 bonus
\$35,000 = \$700 bonus
\$40,000 = \$800 bonus
\$45,000 = \$900 bonus
\$50,000 = \$1,000 bonus

WEEKLY ACTIVITY BONUS

(min. \$200/Director)
50 active = \$100 bonus
100 active = \$200 bonus
200 active = \$300 bonus
400 active = \$400 bonus
600 active = \$500 bonus

WEEKLY RECRUITING BONUS

(min. \$200 "start")

10 starts = \$100 bonus
20 starts = \$200 bonus
30 starts = \$300 bonus
40 starts = \$400 bonus
50 starts = \$500 bonus

MONTHLY RECRUITING \$500 BONUS

30 qualified pers./ grp recruits

MONTHLY SALES BONUS

(includes PV)
\$25,000 = \$500 bonus
\$50,000 = \$1,000 bonus
\$100,000 = \$1,500 bonus
\$200,000 = \$2,000 bonus

MONTHLY JEWELRY SAMPLES

\$20,000 net/non PV/GV
= RRC Level 4 - \$350 new
samples FREE!

MONTHLY SUPPLIES

10 qualified group recruits
= \$50 FREE supply credit
20 qualified group recruits
= \$100 FREE supply credit

ADVANCE TO COMPANY V.P.
Generate \$400,000 PV/GV sales
within 2 months.

**SALES
VICE
PRESIDENT**