

Allegre

Understanding the Compensation Plan





Understanding the Compensation Plan

Knowing the Terms

IR – *Independent Representative (Distributor) for Allegre (Fills out and signs the Independent Representative Agreement Form and pays \$29.00)*

PC - Preferred Customer – A Preferred Customer receives a 30% to 40% discount on all Allegre products. To qualify as a preferred Customer, the individual must submit the Preferred Customer Application, commit to a specific monthly purchase, be on the Back-up Order Program and authorize the company to debit their credit card or checking account for the monthly purchases.



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BV – The net amount of Business Volume on which qualifications, commissions, overrides and bonuses are calculated. All products are assigned a wholesale Business Volume.

PBV: Personal Business Volume is the Business Volume (BV) produced by a particular Independent Representative. (Also known as Personal Volume).

Active Representative - A Representative who has generated the minimum Personal Business Volume (PBV) requirement during the Business Month and qualifies to receive compensation under the “Plan”. The PBV may be accrued through the sales or purchases of Allegre products, and/or through travel sales if the Representative is also an ATC Independent Travel Agent.



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BQ: Bonus Qualified – Account Executives, Managers, and Directors who have produced a specified minimum Personal Business Volume (PBV) during the business month are Bonus Qualified. Product and Travel BV's may be combined to attain the required qualifications. Varied qualifications are required for the Car/Expense Bonus, Revenue Sharing, Corporate Bonus Programs and Marketing Incentives. (See plan for details).



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Knowing the Terms

Back-up Order Program: All individuals who have completed and submitted the Allegre Preferred Customer Agreement Form preauthorizes Allegre to send a Back-up order and to make an automatic withdrawal from their checking account, or a charge to their credit card to pay for each Back-up Order in the event that they fail to qualify their position with the minimum monthly PBV. We like to call it our INSURANCE Program. The Back-up Order Program is the system through which a Preferred Customer specifies a standing monthly order for Allegre products, and authorizes ALLEGRE to charge a designated credit card for the monthly shipment of products.

Representatives may select whatever products, in whatever quantities, they desire. However, the minimum purchase for “active status” is as follows:

- o Associates through Managers - \$29 BV
- o Executive Directors through Presidential Directors - \$79 BV



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Generation – *Includes all tiers, or levels, in your Downline from one Qualified Account Executive or above to the next succeeding Qualified Account Executive or above. Upon qualification, you are your own first generation.*



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LB: Leadership Bonus is a bonus payable to qualified Account Executives, Managers, and Directors.

Business Categories



Independent Travel Agent Program



Preferred Customer Program



Independent Representative Program



Independent Travel Agent Tutorial Program

Become an ITA for \$149.00

Enroll a Co-Applicant for \$100.00



America's Travel Companies

Sources of Income

- \$ **Up to 70% Commission On Leisure Travel Sales**
- \$ **Earn a 30% Referral Fee - Refer someone to America's Travel Companies and we will pay you 30% of their enrollment fee.**

Allegre Preferred Customer Program

Become a Preferred Customer at 29
Business Volume and qualify for:

* 30-40% discount on all products

No additional expense- simply switch stores
and purchase from Allegre

Shop From Your Own Store!

Allegre

Independent Representative

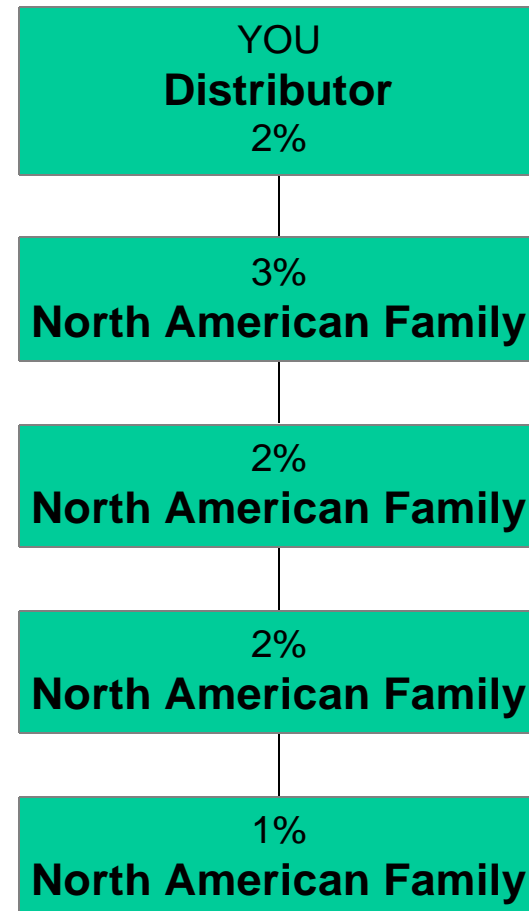
Sign the Independent Distributor Agreement and qualify for:

- * 30-40% discount on all products
- * Build long term residual income

Allegre Compensation Plan

Five North American families benefit from all the travel sold through your organization.

As an Allegre Independent Representative, produce your Business Volume requirement and qualify for travel bonuses on the travel sold by families in your organization.



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YOU
Associate

Qualifications

- Submit the Independent Representative Agreement.
- 29 PBV Requirement

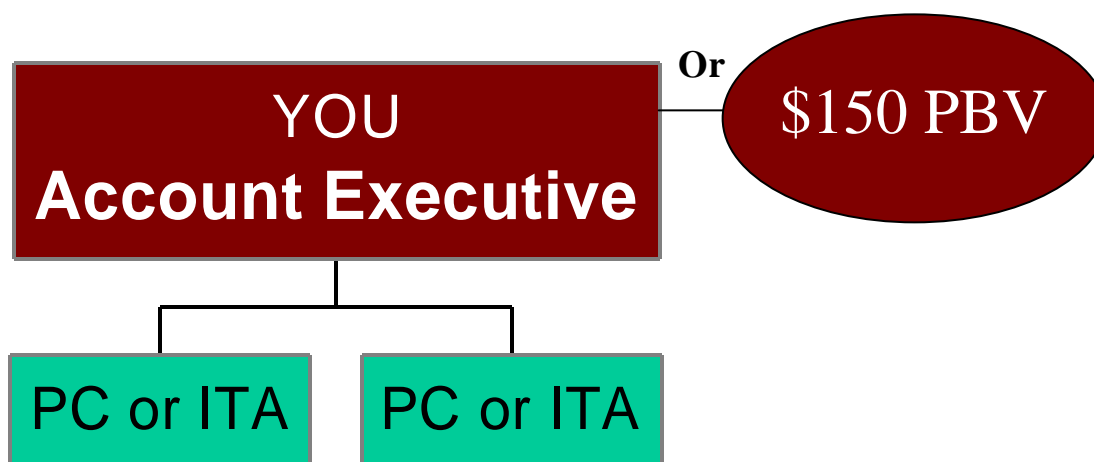
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**YOU
Associate**

Benefits

- **30% - 40% Retail Profits**
- **50% - 70% Travel Commissions (Travel Agents)**
- **Fast Start Bonus**
- **30% Commissions on ITTP and Co-Applicant Commissions**
- **Value and Career Pack bonuses (BQ)**

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Qualifications

- Sponsor two active Allegre Preferred Customers or ITAs over any time period
or
- Generate \$150.00 in Personal Business Volume (PBV) in one month.

•29 PBV Requirement

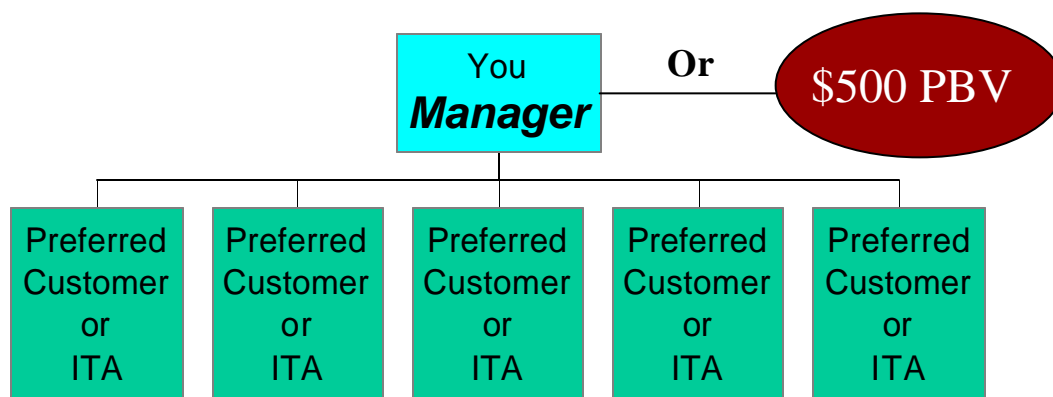
Allegre

YOU
Account Executive

Benefits

- **30% - 40% Retail Profits**
- **50% - 70% Travel Commissions (Travel Agents)**
- **Fast Start Bonus**
- **30% ITTP and Co-Applicant Commissions**
- **Value Pack and Career Pack bonuses (BQ)**
- **Leadership Bonuses on two generations (BQ)**
- **Travel Bonuses on two generations (BQ)**

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Qualifications

•Sponsor five active Allegre Preferred Customers or ITAs over any time period

Or

Generate \$500 in Personal Business Volume in one month

•29 PBV Requirement

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You
Manager

Benefits

- **30% Retail Profits**
- **50% - 70% Travel Commissions (Travel Agents)**
- **Fast Start Bonus**
- **ITTP and Co-Applicant Commissions**
- **Value Pack and Career Pack bonuses (BQ)**
- **Leadership Bonuses on three generations (BQ)**
- **Travel Bonuses on three generations (BQ)**
- **\$50 Rank Advancement Bonus (BQ)**
- **Revenue Sharing (BQ)**



Fast Start Bonus

When an Independent Representative enrolls a new Preferred Customer and that new Preferred Customer orders their first product order(s) in the month of their enrollment / application date, the enroller/ original sponsor will be paid a Fast Start Bonus (FSB). The bonus will be 25% of the Business Volume of the Preferred Customer Order(s) in their initial enrollment month. The enrolling sponsor must be Active to receive the Fast Start Bonus. If the enroller is not active the FSB will not be paid out, instead the leadership bonus / generation overrides will be paid upline.





Career Pack and Value Pack Bonus

When a new distributor purchases a Value Pack or Career Pack within sixty days of their enrolment (application) date, the personal sponsor will receive a bonus. To be eligible for the Pack bonus, the personal sponsor must be Active and have also purchased a Career Pack. If the sponsor is not eligible for this bonus, then the bonus will roll upline to pay the first eligible distributor. No Leadership Bonuses will be paid on "Pack" purchases.

- \$30.00 Value Pack Bonus**

- \$50.00 Career Pack Bonus**

Rank Advancement Bonus

Rank Advancement Program

- As Independent Representatives advance in status, they can earn One-Time Advancement Bonuses. This bonus will be paid out after the Independent Representative has maintained the status for three consecutive months (or by advancing rapidly to another new higher status through Executive Director within the three-month period.)

<u>Rank</u>	<u>Bonus</u>
Manager	\$50
Director	\$100
Executive Director	\$200
National Director	\$1,500
Presidential Director	\$3,000



Leadership Advancement Bonus

Leadership Advancement Program

•Independent Representatives who have purchased a Career Pack can double their Rank Advancement Bonus as they advance rapidly through the ranks of the compensation plan. If the Independent Representative advances to each status within the specified time allotted (see below), they will qualify for the Rapid Advancement Bonus.

*Time to qualify (after month of enrollment)

<u>Rank</u>	<u>*Time Frame</u>	<u>Bonus</u>
Manager	2 months	\$100
Director	4 months	\$200
Executive Director	6 months	\$400
National Director	24 months	\$3,000
Presidential Director	36 months	\$6,000



Quarterly Revenue Sharing

Managers through Presidential Directors can participate in Revenue Sharing Pools by virtue of achieving the following qualifications during the three-month business period:

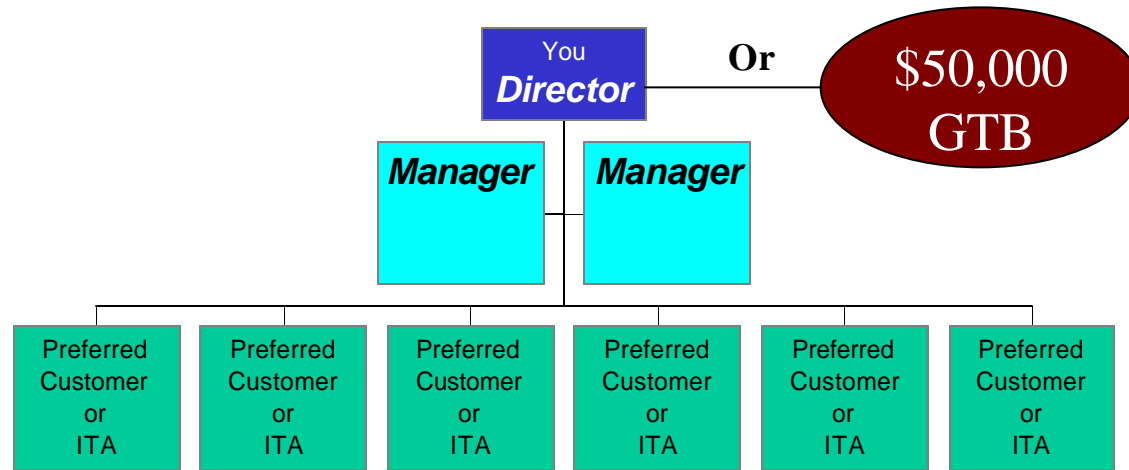
- * Maintain “active status” for the three months and produce \$375 in Personal Business Volume for the quarter.**
- * 4% of the Company’s Travel Revenue and 4% of the Company’s Network Business Volume will be added to the pool on a monthly basis.**

The Revenue Sharing Pool volume will be split between the following pools:

??	Leadership Council Pool (LCP)	10%
??	Managers – Executive Directors (RSB1)	45%
??	National Directors and Presidential Directors (RSB2)	45%

***The RSB1 pool will be distributed on a weighted basis to Managers through Executive Directors and RSB2 will be similarly distributed to National and Presidential Directors.**

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Qualifications

•Sponsor two Active Managers or above

And

•Have eight personally enrolled active Preferred Customers or ITAs

Or

•Generate \$50,000 in Gross Travel Bookings over a 12 month rolling period

•29 PBV Requirement

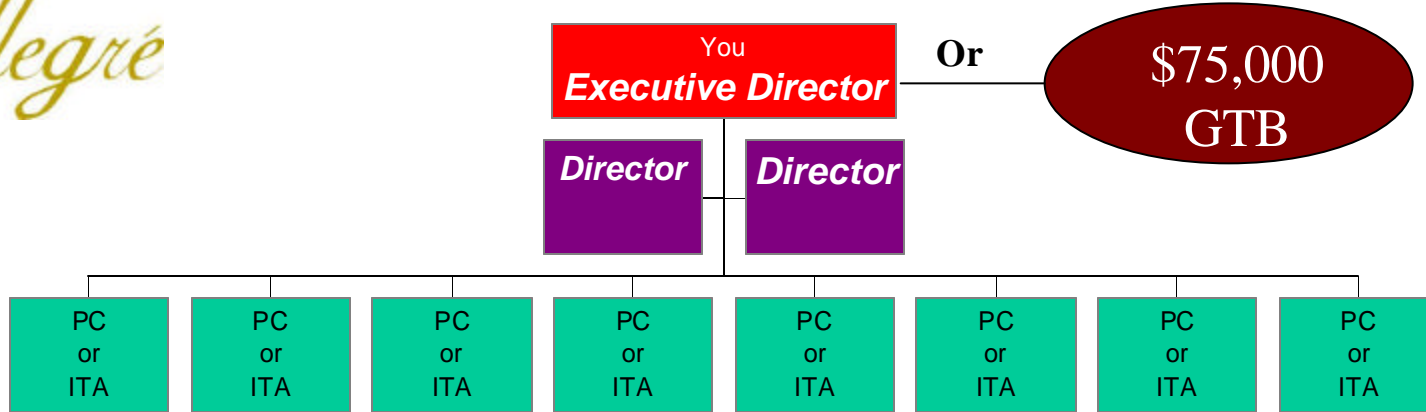
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You
Director

Benefits

- **30% Retail Profits**
- **50% - 70% Travel Commissions (Travel Agents)**
- **Fast Start Bonus**
- **ITTP and Co-Applicant Commissions**
- **Value Pack and Career Pack bonuses (BQ)**
- **Leadership Bonuses on four generations (BQ)**
- **Travel Bonuses on four generations (BQ)**
- **\$100 Rank Advancement Bonus (BQ)**
- **Revenue Sharing (BQ)**

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Qualifications

•Sponsor two Active Directors or above

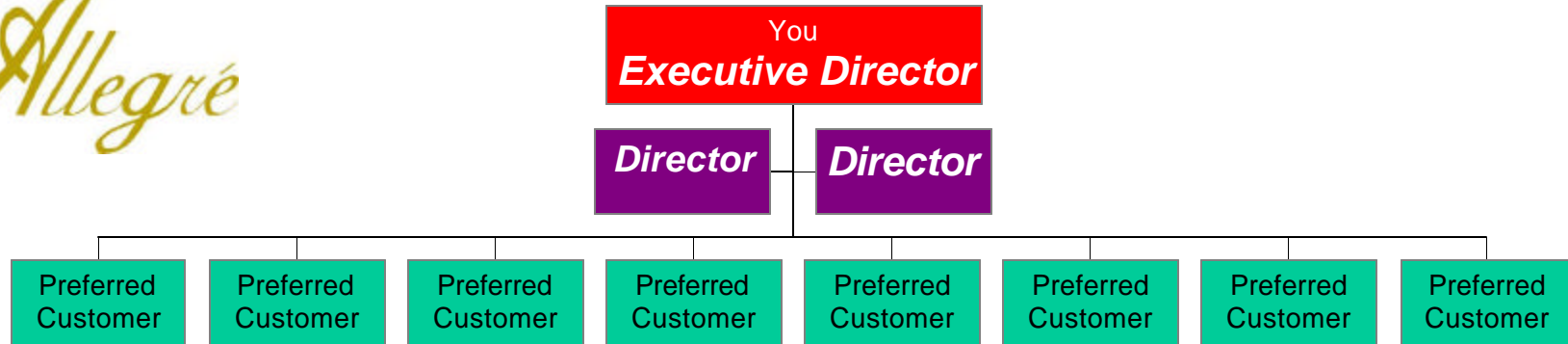
And

•Have 10 personally enrolled active Preferred Customers or ITAs

Or

•Generate \$75,000 in Gross Travel Bookings over a 12 month rolling period

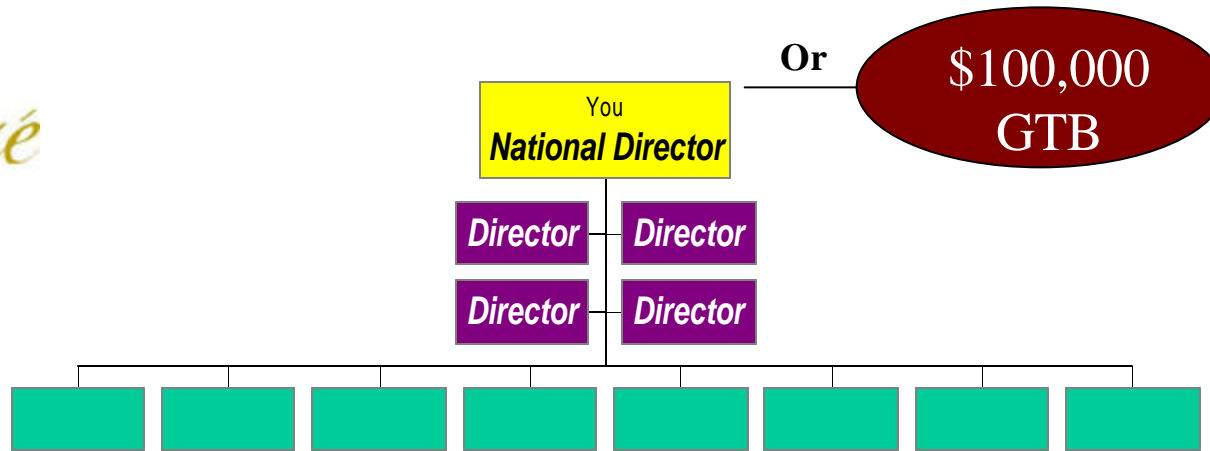
•79 PBV Requirement



Benefits

- 30% Retail Profits**
- 50% - 70% Travel Commissions (Travel Agents)**
- Fast Start Bonus**
- ITTP and Co-Applicant Commissions**
- Value Pack and Career Pack bonuses (BQ)**
- Leadership Bonuses on five generations (BQ)**
- Travel Bonuses on five generations (BQ)**
- \$200 Rank Advancement Bonus (BQ)**
- Revenue Sharing (BQ)**

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Qualifications

- **Personally sponsor four Directors or above**
- and**
- **Have 12 personally enrolled preferred customers or ITAs**
- and**
- **Have \$25,000 in Organizational Business Volume (OV) in one business month**
- **Or**
- **Generate \$100,000 in Gross Travel Bookings over a 12 month rolling period**

•79 PBV Requirement

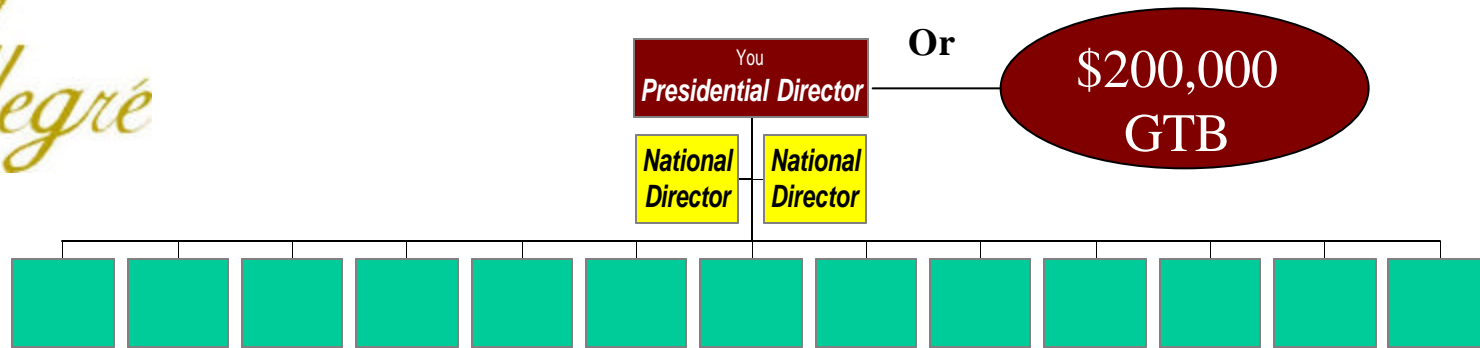
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You
National Director

Benefits

- **30% Retail Profits**
- **50% - 70% Travel Commissions (Travel Agents)**
- **Fast Start Bonus**
- **ITTP and Co-Applicant Commissions**
- **Value Pack and Career Pack bonuses (BQ)**
- **Leadership Bonuses on six generations (BQ)**
- **Travel Bonuses on six generations (BQ)**
- **\$1,500 Rank Advancement Bonus (BQ)**
- **Revenue Sharing (BQ)**
- **Car Bonus (CBQ)**

Allegre



Qualifications

•Personally Sponsor two National Directors

And

•Have fifteen (15) personally enrolled preferred customers

And

•Have \$40,000 in Organizational Business Volume (OV) in the business month.

•Or

•Generate \$200,000 in Gross Travel Bookings over a 12 month rolling period

•79 PBV Requirement

Allegrié

You
Presidential Director

Benefits

- **30% Retail Profits**
- **50% - 70% Travel Commissions (Travel Agents)**
- **Fast Start Bonus**
- **ITTP and Co-Applicant Commissions**
- **Value Pack and Career Pack bonuses (BQ)**
- **Leadership Bonuses on seven generations (BQ)**
- **Travel Bonuses on seven generations (BQ)**
- **\$3,000 Rank Advancement Bonus (BQ)**
- **Revenue Sharing (BQ)**
- **Car Bonus (CBQ)**