

Bon Voyage Elite Compensation Plan

Definition

Independent Business Owner (IBO):

An Independent Business Owner who has paid the IBO fees and agrees to the company's policies and agreements.

“WAVE”:

The WAVE is a set of 3 spots to calculate commissions and bonuses:

- Every time you sell a membership to a new customer, you earn up to \$300 in personal commission and 1 spot in your current WAVE is filled.
- Every time any IBO you have directly sponsored completes a WAVE, you earn up to \$700 as a Team Commission & Leadership Bonus and a spot in your current WAVE is filled.
- Every time you complete a WAVE within 90 days, you earn an additional \$200 as a Performance Bonus and you will be given a new WAVE.
- The total earning per completed WAVE is \$2,300 dollars.

Scenario #1

Personal WAVE



Scenario #2

Override (follow-me) WAVE



Rank:

A Rank is a leadership title that will be given to an independent business owner as they advance in their performance:

- **Qualified IBO (QIBO):** is an IBO who has completed at least 1 personal sale
- **Ensign:** is an QIBO who has completed one Wave
- **Lieutenant:** is an QIBO who has completed 2 Waves
- **Commander:** is an QIBO who has completed 3 Waves
- **Captain:** is an QIBO who has completed 4 Waves
- **Admiral:** is an QIBO who has completed 5 Waves
- **Ambassador:** is an Admiral with a monthly business volume of 200 new members

Rank's Organization:

Your Rank's Organization is your endless growing network started by any IBO you have personally sponsored while you are holding that rank. Your rank organization will keep growing in width and depth to infinity even after you move to the next rank. You can build up to 6 organizations:

1. QIBO Organization
2. Ensign Organization
3. Lieutenant Organization
4. Commander Organization
5. Captain Organization
6. Admiral Organization

Personal Commission

A commission paid by the company when an independent business owner directly sells a membership.

Leadership Bonus

When an IBO you have directly sponsored completes a wave, you earn a Leadership Bonus.

Wave Completion Bonus:

A Performance Bonus paid to IBO when they complete a wave within 90 days.

Organizational Override Commission

A payment made to a leader based on sales made by their down line organizations of IBOs. Organizational Override will be calculated based on the Leader's Organizational Rank Rate (LORR) vs. Down Line Ranks Hierarchy (DLRH).

Qualification and Commission

QIBO (Qualified Business Owner):

- **Qualification:**
 - Must agree on company's policy and agreements
 - Must pay the \$50 annual fees
 - Must complete one sale of BonVoyage Elite membership (could be one of their own)
- **Organization:** Your endless growing network of independent business owners that you began while an IBO.
- **Earning:**
 - \$100 commission on every personal sale of BE Membership
 - \$100 leadership bonus when any IBO you have directly sponsored complete a WAVE
 - \$200 bonus when you complete your WAVE within 90 days

Ensign Rank & Organization

- **Qualification:** Completion of 1 WAVE
- **Organization:** Your endless growing network of independent business owners that you began while holding the rank of Ensign.
- **Earning:**
 - \$200 commission on every personal sale of BVE Membership
 - \$100 leadership bonus when any IBO you have directly sponsored complete a WAVE
 - \$200 bonus when you complete your WAVE within 90 days
 - Up to \$100 override on every BVE membership sold by your Ensign Network if sold by IBO ranks and their network.

Lieutenant Rank & Organization

- **Qualification:** Completion of 2 WAVES
- **Organization:** Your endless growing network of independent business owners that you began while holding the rank of Lieutenant
- **Earning:**
 - \$225 commission on every personal sale of BVE Membership
 - \$100 leadership bonus when any IBO you have directly sponsored complete a WAVE
 - \$200 bonus when you complete your WAVE within 90 days
 - Up to \$125 override on every BVE membership sold by your Lieutenant Network:
 - \$125 if sold by IBO ranks and their networks
 - \$25 if sold by Ensign ranks and their networks

Commander Organization

- **Qualification:** Completion of 3 WAVES
- **Organization:** Your endless growing network of independent business owners that you began while holding the rank of Commander.
- **Earning:**
 - \$250 commission on every personal sale of BE Membership

- \$100 leadership bonus when any IBO you have directly sponsored complete a WAVE
- \$200 bonus when you complete your WAVE within 90 days
- Up to \$150 override on every BVE membership sold by your Commander Network:
 - \$150 if sold by IBO ranks and their networks
 - \$50 if sold by Ensign ranks and their networks
 - \$25 if sold by Lieutenant ranks and their network

Captain Rank and Organization

- **Qualification:** Completion of 4 WAVES
- **Organization:** Your endless growing network of independent business owners that you began while holding the rank of Captain.
- **Earning:**
 - \$275 commission on every personal sale of BVE Membership
 - \$100 leadership bonus when any IBO you have directly sponsored complete a WAVE
 - \$200 bonus when you complete your WAVE within 90 days
 - Up to \$175 override on every BVE membership sold by your Captain Network:
 - \$175 if sold by IBO ranks and their networks
 - \$75 if sold by Ensign ranks and their networks
 - \$50 if sold by Lieutenant ranks and their network
 - \$25 if sold by Commander ranks and their network

Admiral Rank and Organization

- **Qualification:** Completion of 5 WAVES
- **Organization:** Your endless growing network of IBOs that you began while holding the rank of Admiral.
- **Earning:**
 - \$300 commission on every personal sale of BVE Membership
 - \$100 leadership bonus when any IBO you have directly sponsored complete a WAVE
 - \$200 bonus when you complete your WAVE within 90 days
 - Up to \$200 override on every BVE membership sold by your Admiral Network:
 - \$200 if sold by IBO ranks and their networks
 - \$100 if sold by Ensign ranks and their networks
 - \$75 if sold by Lieutenant ranks and their network
 - \$50 if sold by Commander ranks and their network
 - \$25 if sold by Captain ranks and their network







Ambassador Rank


- **Qualification:**
 - Must be holding the rank of Admirals
 - Must achieve a monthly business volume of 200 sales of BVE
- **Duration:** Monthly
- **Earning:**
 - All Admirals Commissions and Bonuses
 - As an Ambassador, you will receive an override of 2% on your entire organization every month.



BonVoyage Elite Leadership Compensation Program



	Qualification	Personal Commission Each Sale	Wave Cycle Bonus	Personal Commission Per Cycle	Override On Downline To Infinity	Amount you earn when your IBO is Paid \$500 for completing a Wave
IBO	1 Sale	\$100 x 3	\$200	\$500	N/A	33% / \$167
Ensign 	One Wave	\$200 x 3	\$200	\$800	\$100	93% / \$467
Lieutenant 	Two Waves	\$225 x 3	\$200	\$875	\$125	108% / \$542
Commander 	Three Waves	\$250 x 3	\$200	\$950	\$150	123% / \$617
Captain 	Four Waves	\$275 x 3	\$200	\$1025	\$175	138% / \$692
Admiral 	Five Waves	\$300 x 3	\$200	\$1,100	\$200	153% / \$767

	Your Downline Override Commission	Minimum Members Monthly
Ambassador	2%	200

Potential Override Income

Level	Members Per Rank	Ensign \$100	Lieutenant \$125	Commander \$150	Capitan \$175	Admiral \$200	Total Members	Total Override
1	3	\$300	\$375	\$450	\$525	\$600	15	\$2,250
2	9	\$900	\$1,125	\$1,350	\$1,575	\$1,800	45	\$6,750
3	27	\$2,700	\$3,375	\$4,050	\$4,725	\$5,400	135	\$20,250
4	81	\$8,100	\$10,125	\$12,150	\$14,175	\$16,200	405	\$60,750
5	243	\$24,300	\$30,375	\$36,450	\$42,525	\$48,600	1,215	\$182,250
6	729	\$72,900	\$91,125	\$109,350	\$127,575	\$145,800	3,645	\$546,750
7	2,187	\$218,700	\$273,375	\$328,050	\$382,725	\$437,400	10,935	\$1,640,250
8	6,561	\$656,100	\$820,125	\$984,150	\$1,148,175	\$1,312,200	32,805	\$4,920,750
Total	9,840	\$984,100	\$1,230,125	\$1,476,150	\$1,722,175	\$1,968,200	49,200	\$7,380,000

Override Ratio on Returning IBO's Earning

Your Organizations	Returning IBO Sales	Returning IBO Earning	Your Override Earning	Your Override Ratio
Your IBO Organization	3	\$500	\$167	33%
Your Ensign Organization	3	\$500	\$467	93%
Your Lieutenant Organization	3	\$500	\$542	108%
Your Commander Organization	3	\$500	\$617	123%
Your Captain Organization	3	\$500	\$692	138%
Your Admiral Organization	3	\$500	\$767	153%

Your Override Ratio on Returning IBO's Earning

	Your IBO Organization	Your Ensign Organization	Your Lieutenant Organization	Your Commander Organization	Your Captain Organization	Your Admiral Organization
Your Returning IBO Sales	3	3	3	3	3	3
Your Returning IBO Earning	\$500	\$500	\$500	\$500	\$500	\$500
Your Override Earning	\$167	\$467	\$542	\$617	\$692	\$767
Your Override Ratio	33%	93%	108%	123%	138%	153%

***Income Disclaimer-** All commissions are based on the sale of new memberships NOT IBO positions. Figures listed here are in no way claims or representations of what you will earn. This is the MAXIMUM amount that can be earned per level based on the percentages paid in this illustration.