



Nature's Sunshine Marketing Plan

POSITION	Min. PV	Min. Group Volume	Total Group Volume	Number of Manager Legs
WORLD PRESIDENTIAL DIRECTOR	80	80	240,000	3
SENIOR PRESIDENTIAL DIRECTOR	80	80	160,000	3
PRESIDENTIAL DIRECTOR	80	80	80,000	3
AMBASSADOR	80	560	40,000	3
EUROPEAN DIRECTOR	80	1,120	24,000	3
NATIONAL DIRECTOR	80	1,120	16,000	3
NATIONAL MANAGER	80	1,120	11,200	3
EXECUTIVE MANAGER	80	1,120	5,600	3
SENIOR MANAGER	80	1,120	3,360	2
MANAGER	80	1,120	1,120	0
DISTRIBUTOR	80			
PREFERRED CUSTOMER				

REBATE	1st Level Gen Bonus	2nd Level Gen Bonus	3rd Level Gen Bonus	4th Level Gen Bonus	5th Level Gen Bonus	6th Level Gen Bonus
20%	10%	8%	8%	8%	2%	4%
20%	10%	8%	8%	8%	2%	2%
20%	10%	8%	8%	8%	2%	2%
20%	10%	8%	8%	8%	2%	2%
20%	10%	8%	8%	8%	2%	
20%	10%	8%	8%	8%		
20%	10%	8%	8%	8%		
20%	10%	8%	8%			
20%	10%	8%				
20%	10%					
0%-12%						

SENIOR TRAINING ACADEMY (one time)	EXTRA BENEFITS (one time)	BUSINESS BUILDING ALLOWANCE (BBA)	(B.B.A) plus contribution towards insurance	EUROPEAN CONVENTION ANNUAL CONVENTION (CEME) TOP ACHIEVERS CONVENTION	RISING STAR (one time)
Welcome to Attend (f)	Free Trip to NSPUSA	950*	50*	Opportunity to Qualify (Q) **	
Welcome to Attend (f)	Free Trip to NSP USA (Q1)	950*	50*	Opportunity to Qualify (Q) **	
Welcome to Attend (f)	Free Trip to NSPUSA	750*	50*	Opportunity to Qualify (Q) **	
Welcome to Attend (f)	£100 product voucher	550*	50*	Opportunity to Qualify (Q) **	
Welcome to Attend (f)	£100 product voucher	350*	50*	Opportunity to Qualify (Q) **	
Welcome to Attend (f)	£100 product voucher	150*		Opportunity to Qualify (Q) **	
Welcome to Attend (f)	£100 product voucher			Opportunity to Qualify (Q) **	Opportunity to Qualify (Q) ***
Invited Free of Charge	£100 product voucher			Opportunity to Qualify (Q) **	
				Opportunity to Qualify (Q) **	

REBATE SCALE	PGV	0	280	560	840	1120
Percentage		0%	5%	10%	12%	20%

NOTES (Q) May participate in qualification subject to convention criteria
 (Q1) Must Qualify for three consecutive months at new Rank
 (f) Fee may be required unless participating in the Training Event
 * Must complete a covenant not to compete
 ** Subject to individual Convention Qualification criteria
 *** In accordance with the Rising Star Qualification criteria