



Thrive Life Compensation Plan Guide

Welcome to the Thrive Life Compensation Plan – we are excited to have you here!

Whether you want to build a full-time business or simply earn extra income, you're now part of a community that loves sharing the best freeze dried food on the planet.

As a Thrive Life Consultant, you get:

Generous Commissions

Cash Bonuses

Thrive Life Credit for Free Food

Promotions and Bonuses

Dream Vacations

And more!

You get to do the business YOUR way:

Personal Sales

Team Building

Or both!

We've got everything you need to help your business grow! With Thrive Life, it's not just about business – it's about having fun, celebrating successes, and supporting your journey to thrive.

Let's get you started on your path to success!

The Thrive Life Team

Contents

Compensation Plan

Commission Chart

Getting Started

New Consultant Bonuses

Earn with Ambassador and Mentor Bonuses

Keep Earning Rewards and Bonuses

Personal Orders

Personal Sales

Team Sales

Qualifying Volume vs. Commissionable Volume

Understanding Your Downline and Earnings

Ranks and Qualifications

Referral Program and Referral Link

Payouts

Basic Calculation of Commissions on Products

Personal Sales Payout

Team Sales Payout

Things to Know

Consultant Status Distinctions

Understanding Compression

Commission Eligibility Requirements

Delivery Service

Enrollment Options

Order Types and Pricing

Non-Commissionable Products

Thrive Life Credit

Compensation Taxable Total Amount

Glossary

Commission Chart

THRIVE LIFE COMMISSION TABLE									
	My Order	Personal Sales	Personal Sales Payout	Team Sales	Rank Qualification	L1	L2	L3	L4-6
				Volume from Level(L) 1-3	Max Volume from 1 leg	Payout			
Diamond	\$100	\$6,500	10%	\$800,000	\$320,000	2%	2%	2%	1%
Emerald	\$100	\$6,000	10%	\$400,000	\$160,000	2%	2%	2%	0.5%
Platinum	\$100	\$5,500	10%	\$200,000	\$100,000	2%	2%	2%	
Gold	\$100	\$5,000	10%	\$100,000	\$75,000	2%	2%	1%	
Silver	\$100	\$4,500	10%	\$50,000	\$40,000	2%	2%		
Executive	\$100	\$3,500	10%	\$25,000		2%	1%		
Director	\$100	\$2,500	10%	\$10,000		2%			
Mentor	\$50	\$1,500	10%	\$3,000		1%			
Ambassador	\$50	\$1,000	10%	\$1,500					
Consultant	\$50	\$100	5%						

SALES BONUSES	
NEW CONSULTANT BONUS	
The first 3 months after enrolling, a new Consultant will earn:	
<ul style="list-style-type: none"> • 15% commission on all personal sales • 20% in Thrive Credit on all personal sales (up to \$200 each month) • 20% in Thrive Credit on personal orders • \$50 in Thrive Credit for every Level 1 enrollment 	
AMBASSADOR BONUS	
The following month after hitting the rank of Ambassador, you will earn:	
<ul style="list-style-type: none"> • 15% commission on all personal sales • 20% in Thrive Credit on all personal sales (up to \$200) • 20% in Thrive Credit on personal orders • \$50 in Thrive Credit for every Level 1 enrollment 	
MENTOR BONUS	
The following month after hitting the rank of Mentor, you will earn:	
<ul style="list-style-type: none"> • 15% commission on all personal sales • 20% in Thrive Credit on all personal sales (up to \$200) • 20% in Thrive Credit on personal orders • \$50 in Thrive Credit for every Level 1 enrollment 	

ADDITIONAL BONUSES & PERKS	
<ul style="list-style-type: none"> • \$25 Cash bonus for every new Level 1 enrollment (<i>This also applies to New Consultants, Ambassadors, and Mentors during their bonus months.</i>) • Commission for a Consultant's personal order goes to upline (100%) • All Consultants receive 10% in Thrive Credit on personal sales (up to \$100 each month) • All Consultants receive 10% of their own personal orders back in Thrive Credit 	
PERSONAL SALES BONUS	
<ul style="list-style-type: none"> • Sell \$50,000 or more in a given month and receive an additional 2% on all personal sales (12%) • Sell \$100,000 or more in a given month and receive an additional 5% on all personal sales (15%) 	

ENROLLMENT OPTIONS	
<ul style="list-style-type: none"> • New Consultants must enroll with a \$40 fee, which includes 6 months of FREE Tech Package access. • Optional add-ons, including a Business Materials Bundle and two food bundles, are available at a reduced price during enrollment. • The enrollment fee and Business Materials Bundle are non-commissionable. • Add-on food bundles are commissionable and count toward personal sales. 	

Figure 1

Getting Started

New Consultant Bonuses

As a new Thrive Life Consultant, you can earn big right from the start! You'll enjoy exclusive bonuses during your first 3 months, making launching your new business even more exciting. You'll earn:

- 15% commission on all Personal Sales
- 20% Thrive Life Credit on all Personal Orders
- 20% Thrive Life Credit on Personal Sales up to \$200 per month
- \$50 Thrive Life Credit for every new Level 1 enrollment
- \$25 Cash bonus for every new Level 1 enrollment

Earn with Ambassador and Mentor Bonuses

As you rise in the ranks, the rewards keep coming! After your first 3 months, you can continue earning New Consultant Bonuses. Achieve Ambassador and Mentor ranks to extend those bonuses for a total of up to 5 months.

- 15% commission on all Personal Sales
- 20% Thrive Life Credit on all Personal Orders
- 20% Thrive Life Credit on Personal Sales up to \$200 per month
- \$50 Thrive Life Credit for every new Level 1 enrollment
- \$25 Cash bonus for every new Level 1 enrollment

By taking advantage of these bonuses, you can build momentum and establish a strong foundation for your business.

Keep Earning Rewards and Bonuses

Even after your initial period as a new Consultant, you get:

- 10% Thrive Life Credit on all Personal Orders
- 10% Thrive Life Credit on Personal Sales up to \$100 each month
- \$25 Cash bonus for every new Level 1 enrollment
- Opportunities to earn and learn throughout the year
- Opportunities to earn dream vacations to exotic destinations
- *And more!*

Personal Orders

Personal Orders are purchases for your use.

- You do not earn commissions on your Personal Orders; 100% of the commissions go to your upline. However, you receive 10% in Thrive Life Credit on all Personal Orders, which counts toward your Personal Sales Volume for rank purposes.
- For information on Personal Order Minimums, see *Ranks and Qualifications*.
- Consultants who do not fulfill their Personal Order requirement for 6 consecutive months will have their Consultant status deactivated and their Consultant account purged.

Personal Sales

Personal Sales include your own Personal Orders and all sales made by your customers, excluding enrollment fees and add-on Business Materials Bundles. The commissions of your Level 1 Consultants' Personal Orders go to you and count as your Personal Sales. Your **Personal Sales Volume** is the total amount of qualifying Personal Sales during a commission period, including your Personal Orders.

Commissions and Bonuses

- Sell less than \$1,000: Earn 5% commission
- Sell \$1,000 or more: Earn 10% commission
- Sell \$50,000 or more: Earn 10% commission plus an additional 2% on Personal Sales, making it 12% (total)
- Sell \$100,000 or more: Earn 10% commission plus an additional 5% on Personal Sales, making it 15% (total)

Additional Details

- Earn a \$25 cash bonus for each new enrollment
- Earn 10% in Thrive Life Credit on Personal Sales (up to \$100 each month)

Team Sales

Team Sales include all sales from your downline and your Personal Sales.

As your team's sales grow, your commission percentage increases.

Team Sales Volume is the combined sales from your team members up to 6 levels deep (depending on your rank) and includes your Personal Sales.

Qualifying Volume vs. Commissionable Volume

Understanding the difference between Qualifying Volume and Commissionable Volume is important for maximizing your earnings.

- **Qualifying Volume:** The total sum of sales regardless of the product's commissionable status.
Note: This volume is used for rank qualifications.
- **Commissionable Volume:** The total sum of sales eligible for commission payouts.

Understanding Your Downline and Earnings

A **downline** consists of the Consultants you and your team members recruit. Your commissions can go down to 6 levels deep, depending on your rank. For example, when you enroll new Thrive Life Consultants, they become your Level 1 Consultants in your downline. When these Consultants enroll others, those new Consultants become your Level 2, and so on.

Ranks and Qualifications

Achieving higher ranks is determined by your Personal Sales, Team Sales Volume, and other specific requirements.

- **Max Rank:** The highest rank you have ever earned in Thrive Life. You are recognized at this rank but must meet monthly qualifications to be paid at this level.
- **Commissionable Rank:** The rank you qualify for during a specific commission period, which determines your pay for that period.

Rank Qualification Requirements

When you join Thrive Life, you start at Consultant rank. You can achieve higher ranks and keep those titles, but you must meet specific qualifications to be paid at higher ranks:

- Personal Order Minimum
- Personal Sales
- Team Sales
- Leg Contribution Maximum

Rank	Personal Order Minimum	Personal Sales	Team Sales	Leg Contribution Maximum
Diamond	\$100	\$6,500	\$800,000	\$320,000
Emerald	\$100	\$6,000	\$400,000	\$160,000
Platinum	\$100	\$5,500	\$200,000	\$100,000
Gold	\$100	\$5,000	\$100,000	\$75,000
Silver	\$100	\$4,500	\$50,000	\$40,000

Executive	\$100	\$3,500	\$25,000	\$0
Director	\$100	\$2,500	\$10,000	\$0
Mentor	\$50	\$1,500	\$3,000	\$0
Ambassador	\$50	\$1,000	\$1,500	\$0
Consultant	\$50	\$100	\$0	\$0

Figure 2

Personal Order Minimum

To be eligible for commission payouts, Consultants must meet the [Personal Order Minimum](#). This is the minimum purchase a Consultant must make to qualify for a commission payout (see *Figure 2*). A qualifying Personal Order Minimum is the order amount minimum *after* Thrive Life Credit, coupons, and discounts are applied.

- **Consultant to Mentor Ranks:** Must place at least a \$50 Personal Order each month.
- **Director to Diamond Ranks:** Must place at least a \$100 Personal Order each month.

Personal Sales

The monthly Personal Sales requirements vary by rank, ranging from \$100 for Consultants to \$6,500 for Diamonds. See *Figure 2* above for the specific Personal Sales requirements for each rank.

Team Sales

The monthly Team Sales requirements vary by rank, ranging from \$0 for Consultants to \$800,000 for Diamond rank. See *Figure 2* above for the specific Team Sales requirements for each rank.

Leg Contribution Maximum

[Legs](#) are branches of your downline, including your Level 1 Consultants and everyone under them. The [Leg Contribution Maximum](#) ensures that no more than a specific volume comes from one leg, promoting balanced growth and preventing over-reliance on a single leg. Any number of legs can contribute to the total Team Sales Volume required to meet rank requirements. For example, for Silver rank, the maximum contribution from one leg is \$40,000. This applies similarly to other ranks, with different maximums, as shown in *Figure 2* above.

Specific Example

- For Silver rank, you need \$50,000 in Team Sales, but no more than \$40,000 can come from one leg. If one leg has \$50,000 in Team Sales Volume, you'd still need a total of at least \$10,000 from other legs due to the \$40,000 Leg Contribution Maximum from one leg.

Referral Program and Referral Link

Our [Referral Program](#) allows customers to share Thrive Life products with friends and family at a 15% discount through our Delivery Service while earning 10% in Thrive Life Credit in return.

Here's how it works:

- Each customer receives a unique [referral link](#) to share. When someone purchases using this referral link, the referring customer earns 10% of the order subtotal in Thrive Life Credit. This benefit applies to any order, not just new customers.
- Meanwhile, the referring customer's Consultant keeps the commission, and the order subtotal counts toward their Personal Sales. This also contributes to the Consultant's monthly potential to earn Thrive Life Credit, provided they haven't reached the \$100 monthly maximum.*

**Reminder: Consultants can earn 10% Thrive Life Credit on their Personal Sales, up to \$100 each month. During the New Consultant, Ambassador, and Mentor Bonus periods, this cap is \$200 each month.*

Payouts

Basic Calculation of Commissions on Products

Commissions are calculated from an order's Delivery Service pricing subtotal:

- Non-commissionable products are subtracted from order subtotals
- The subtotal is after credits and discounts are applied
- The subtotal is before taxes and shipping

Personal Sales Payout

Personal Sales Volume is the sum of all qualifying Personal Sales generated during a given commission period, and it determines your [Personal Sales Payout](#). Retail Orders and Delivery Service Orders contribute to Personal Sales Volume.

The following table shows the Payout Percentage based on Personal Sales Volume.

Personal Sales Volume	Payout Percentage
\$0 - \$999.99	5%
\$1,000.00 - \$49,999.99	10%
Personal Sales Volume	Payout Percentage Bonus

\$50,000.00 - \$99,999.99	Additional 2% (12% total)
\$100,000.00 - \$49,999.99	Additional 5% (15% total)

Figure 3

Team Sales Payout

Team Sales Payout describes the commissions earned from downline Levels 1-6 based on your rank.

- You will get a commission percentage of your downline's Team Sales Volume.
- The Payout Percentage will change based on your Commissionable Rank qualifications for the given commission period.

Payout Percentages are based on the table below.

THRIVE LIFE COMMISSION TABLE									
	My Order	Personal Sales	Personal Sales Payout	Team Sales	Rank Qualification	L1	L2	L3	L4-6
				Volume from Level(L) 1-3	Max Volume from 1 leg	Payout			
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Emerald	\$100	\$6,000	10%	\$400,000	\$160,000	2%	2%	2%	0.5%
Platinum	\$100	\$5,500	10%	\$200,000	\$100,000	2%	2%	2%	
Gold	\$100	\$5,000	10%	\$100,000	\$75,000	2%	2%	1%	
Silver	\$100	\$4,500	10%	\$50,000	\$40,000	2%	2%		
Executive	\$100	\$3,500	10%	\$25,000		2%	1%		
Director	\$100	\$2,500	10%	\$10,000		2%			
Mentor	\$50	\$1,500	10%	\$3,000		1%			
Ambassador	\$50	\$1,000	10%	\$1,500					
Consultant	\$50	\$100	5%						

Figure 4

Team Sales Rank Example (see Figure 4)

Mentor Rank Payout Qualification

- Personal Order: \$50
- Personal Sales: \$1,500
- Team Sales: \$3,000
 - At the Mentor rank, you earn 1% of the sales volume of your Level 1 Consultants

In this example, \$1,500 of your Personal Sales counts toward the \$3,000 in Team Sales needed for Mentor rank, so you only need an additional \$1,500 from your Team's Sales.

Note: The Level 1 payout of 1% is based only on the volume of your Level 1 sales, which is \$1,500 in Team Sales (however, your Personal Sales count toward the \$3,000 Team Sales Volume to get you to the Mentor rank).

Things to Know

Consultant Status Distinctions

Active Consultant: A Consultant eligible to receive commissions who fulfills their monthly Personal Order requirement according to the Consultant Agreement.

Passive Consultant: A Consultant who has not placed a Delivery Order for at least one month but has not been Purged. They are still eligible to become active again by fulfilling the order requirements.

Inactive/Purged Consultant: A Consultant whose account has been deactivated due to needing to fulfill their Personal Order requirement in 6 months. This Consultant is no longer eligible to earn commissions and has lost their Consultant status and Consultant account. To rejoin, the Consultant would need to re-enroll (but would lose previous customers and downline).

Understanding Compression

Compression helps Consultants maximize their commissions each month. When commissions are calculated, any inactive Consultants (those without a qualifying order) and their commissionable volume are moved up one level for that month. The following month, they return to their original positions.

Specifically, if one of your Level 1 team members is inactive, the Level 2 member directly under them will move into the Level 1 position for the commission payout. Consequently, the Level 3 team member will move into the Level 2 position, and the Level 4 team member will move into the Level 3 position, and so on.

Commission Eligibility Requirements

Earning commissions at Thrive Life is simple! To earn, you must be an Active Consultant, comply with the Consultant Agreement, and meet the minimum monthly purchase requirements depending on your rank. If you don't meet these requirements for a given commission period, your sales will be compressed to your upline, and you won't receive a commission for that period.

Delivery Service

Thrive Life's **Delivery Service** is a subscription-based program that ensures regular product shipments. It simplifies shopping, offers savings, and supports consistent sales, which is essential for thriving in your business.

- Enjoy 15% off retail prices, the lowest available price, excluding sales or promotions.
- Automatic shipments to your doorstep.
- Select products, adjust orders, set delivery frequency, and cancel anytime.
- Helps Consultants maintain steady Personal Sales and meet commission qualifications.

Enrollment Options

Enrollment Fee

New Consultants must enroll for \$40*. With your enrollment fee, you'll receive 6 months of FREE access to our Tech Package, which includes:

- Customizable website link and webpage to showcase products
- Analytics for visitor tracking and reports
- Easy page sharing across the site
- Thrive Life App for access to on-the-go marketing and training, with optional Thrive Life ping notifications for real-time updates

** Consultant enrollment fees are non-commissionable.*

Optional Add-Ons

New Consultants can choose from 3 add-on bundle options (*only available at the time of enrollment*) to customize their journey:

- **Business Materials Bundle** – \$20*: It includes helpful resources to start confidently sharing Thrive Life.
- **Essentials Food Bundle** – \$100: A selection of Thrive Life food favorites, ideal for discovering some of your favorites as you begin your journey with us!
- **Chef's Food Bundle** – \$200: A larger variety of delicious Thrive Life foods, perfect for sharing as you start your business!

**Business Materials Bundles are non-commissionable.*

Order Types and Pricing

We have 3 Order Types: Retail/Shopping Cart, Delivery Service, and Enrollment Options:

- **Retail/Shopping Cart:** Customers or Consultants can make one-time purchases at retail prices, but Consultant commissions are based on Delivery Service pricing. These orders contribute to your Personal Sales Volume and are commissionable.
- **Delivery Service:** Recurring monthly orders with 15% off the retail price, including free shipping and flexibility to skip months.
- **Enrollment Options:** Enrollment fees and Business Materials Bundles are not commissionable, but when new Consultants enroll, they can purchase a food add-on at that time. Essentials Food Bundles and Chef's Food Bundles are commissionable.

There are 2 Price Tiers:

- Retail
- Delivery Service

Non-Commissionable Products

- Enrollment fees and optional Business Materials Bundles
- Marketing materials and promotional items
- Clearance Items
- Thrive Life branded clothing and accessories

Thrive Life Credit

Thrive Life Credit is earned toward Thrive Life food purchases for everyday use and building your long-term food supply. It can be redeemed for free products at wholesale value in the monthly Delivery Service or the one-time shopping cart.

Thrive Life Credit gives you a percentage of your purchases and Personal Sales back as credit for future orders. It reduces an order's Commissionable Volume. When applied to an order, commissions will be calculated from the order subtotal *after* credits and coupons have been applied.

- Thrive Life Credit is valid for 90 days.
- A certain portion of Thrive Life Credit can be shared with others, but it must be approved by Customer Service. Call Customer Service for details on how to share your credits.
- You can also give away products.

Compensation Taxable Total Amount

This is the annual summation of all taxable sources of income earned through Thrive Life. It includes various components such as commissions from sales, bonuses, gifts, trips, and Thrive Life Credit. Every source of income you receive as a Consultant is calculated into this total amount, ensuring that all your earnings are accounted for in your annual taxable income.

Glossary

Active Consultant: This person has enrolled, has completed the online registration process, is eligible for commissions, and fulfills their Personal Order requirement according to the Consultant Agreement.

Commissions: Money earned by a Consultant for selling Thrive Life products.

Commission Period: The monthly timeframe during which sales and activities are measured for commission calculations. (From the first day to the last day of each month.)

Commission Rates: The percentage of commissions earned based on the Commissionable Volume of eligible products. Higher ranks and greater Sales Volumes result in higher commission rates.

Commissionable Rank: The rank a Consultant has qualified for within a given commission period.

Commissionable Volume: The total sum of sales that qualify for commission payouts.

Compensation Taxable Total Amount: The annual summation of all taxable sources of Thrive Life income, including commissions, gifts, trips, Thrive Life Credit, etc.

Compression: A system that ensures that all Sales Volume in your downline is counted, even if some team members do not meet their monthly requirements. Example: If a Level 1 Consultant is inactive but a Level 2 Consultant is active, the Sales Volume from the Level 2 Consultant and their downline moves up a Level. This process resets each month and is different from being Purged.

Consultant: An independent contractor who sells Thrive Life products and receives payment in return. Consultant is also the lowest rank in the Compensation Plan.

Delivery Service: A delivery of products that comes monthly on a recurring basis. The subscription-based program ensures regular product shipments, simplifies shopping, offers 15% off retail prices, and supports consistent sales for Consultants.

Downline: Consultants recruited by you and your team members. This expands 6 levels deep. For example, if you sign up a new Thrive Life Consultant, they will be your Level 1 downline. When this person enrolls a new Thrive Life Consultant, that person will be your Level 2 downline.

Enrollment Options

Thrive Life Consultant enrollment includes 6 months of FREE Tech Package access with tools like a customizable website, analytics, and the Thrive Life App. Optional add-ons include a Business Materials Bundle and two food bundles to support your journey.

Inactive/Purged Consultant: A Consultant whose account has been deactivated due to not fulfilling their Personal Order requirement in a 6-month period. This Consultant is no longer eligible to earn commissions and has lost their Consultant status. To rejoin, the Consultant would need to re-enroll (but would lose previous customers and downline).

Level 1: Consultants you have personally enrolled.

Level 2: Consultants enrolled by your Level 1 Consultants.

Level 3: Consultants enrolled by your Level 2 Consultants.

Leg: A branch of your downline referring to all the Consultants enrolled under one of your Level 1 Consultants, including everyone from Level 2 and beyond.

Leg Contribution Maximum: The maximum amount of sales from any leg can count toward your rank advancement and Team Sales requirement.

Level 1 Enrollment: When a Consultant enrolls a new member to their team.

Max Rank: The highest rank a Consultant has achieved, which remains as long as you stay active. Corporate recognizes this rank when calculating commissions.

Payout Percentage: The percentage of a sale that a Consultant receives in their commission check.

Personal Order Minimum: The minimum personal purchase a Consultant must make to be eligible for commission payouts.

Personal Orders: Purchases made by a Consultant for their own use. These orders contribute to the Consultant's Personal Sales Volume, help meet Personal Order Minimum requirements, and can qualify for Thrive Life Credit and commissions.

Personal Sales: Sales include your own Personal Orders and all sales made by your customers.

Qualifying Volume: The total sum of sales regardless of the product's commissionable status.

Rank: A level of achievement in the Thrive Life Consultant organization that determines bonuses, rewards, and additional incentives. Consultants start at the Consultant rank and can earn higher ranks, up to Diamond, by reaching specific goals. Each new rank comes with additional rewards and pay raises.

Rank Qualifications: A set of predetermined metrics and rules that must be met for a Consultant to be paid.

Referral Program: A program that allows customers to share Thrive Life products with friends and family at a discount and receive 10% of the order subtotal in Thrive Credit for every purchase made through their unique referral link. This benefit applies to any order, not just new customers.

Reports: Thrive Life downline reports are available in My Office and show Personal Orders, Personal Sales, Team Sales, Monthly Deliveries, and Fantasy Getaway status.

Team Sales Payout: Team sales commissions are calculated based on your TSV and the Payout Percentages by rank, rewarding you for your team's collective efforts.

Team Sales Volume: The combined sales volume generated by a Consultant's downline team members up to 6 levels deep, influencing commission earnings.

Team Sales: Team Sales include all sales from your downline and Personal Sales.

Thrive Life Credit: Credit earned towards Thrive Life food purchases for everyday use and building your long-term food supply. It can be redeemed for free products at wholesale value in the Monthly Delivery Service or the one-time shopping cart.

Upline: This person registered you as a Thrive Life Consultant (i.e., your enroller or sponsor). Your upline can include the person who is above your enroller and so on.