

ChocoNat's "Fair Trade" Compensation Plan

At ChocoNat, we want our compensation plan to be as "Fair Trade" as our chocolate is. That means making it simple to understand and fair to every one of our members.

Unilevel

You're paid monthly on up to 10 levels of referrals — one level for each active member or customer you have personally referred with some simple, additional requirements as you climb the ranks. Have as many members as you like on every level.

Every product has a Product Margin (PM), and you're paid a percentage of that margin.

Example: if a product has a \$28 margin, you earn \$2.80 (10%) for each one sold on your first level; \$7.00 (25%) for each sold on your second level; etc.

PAYOUT			OTHER REQUIREMENTS
	Level 1:	10%*	Levels 1-5: None
	Level 2:	25%*	Level 6: Qualify as National Director.
	Level 3:	20%	Levels 7-8: Qualify as Global Director.
	Level 4:	10%	Levels 9-10: Qualify as Diamond Executive.
	Level 5:	10%	
	Levels 6-10:	5% each	

This totals 100% of the available Product Margin on each item, and 75% of the payout is made in the first five levels with no leadership requirements, helping the average member to succeed!

* You make 25% of PM on *all purchases* made by anyone you enroll in their first calendar month. Your sponsor only makes 10%. This is to recognize the additional work you've put into making initial sales.

Profit Sharing

Another exciting aspect of ChocoNat is that **every member shares in our global profits.**

Rather than taking money from newer members to pay big bonuses to our leaders, we share our collective success with everyone by dividing **40% of all company profits** (including retail sales) into 8 different pools (5% of our profits in each) — one pool for each of our membership levels[†]:

Membership Level	Personal Referrals[†]	Group Volume Requirement[†]
Member	0	0
Leader	2	1000
Executive [±]	3	2500
Director [±]	4	5000
Regional Director [±]	5	10,000
National Director [±]	6	20,000 + 3 personally sponsored Leaders.
Global Director [±]	8	50,000 + 3 personally sponsored Executives.
Diamond Executive [±]	10	100,000 + 3 personally sponsored Directors.

[†] **Personal Referrals** include active (with monthly purchase) members and customers. **Group Volume** = monthly sales in dollars for all members and customers in your 10-level team. **Profit Sharing** is calculated monthly but paid quarterly. You are paid on the lowest membership level achieved in a given calendar quarter.

[±] **Personal Volume requirements** (dollars spent each month by an individual member to be considered active at that level) increase from 50 to 100 for these membership levels.

Unilevel Examples

The income you generate at ChocoNat will depend on the success of your efforts and on the overall profits of the company. We cannot suggest what you will earn. But we are providing mathematical examples below, to help illustrate the unilevel portion of our compensation plan. We will strictly consider active members (no customers) in these examples, and assume that each is only buying a single box of chocolate each month.

EXAMPLE #1:

You refer 3 people who each refer 3 more who each refer 3 more:

Level 1:	3 people	x \$2.80 each	= \$8.40
Level 2:	9 people	x \$7.00 each	= \$63.00
Level 3:	27 people	x \$5.60 each	= \$151.20
Total:			= \$222.60/month

EXAMPLE #2:

You refer 4 people who each refer 4 more through 4 levels:

Level 1:	4 people	x \$2.80 each	= \$11.20
Level 2:	16 people	x \$7.00 each	= \$112.00
Level 3:	64 people	x \$5.60 each	= \$358.40
Level 4:	256 people	x \$2.80 each	= \$716.80
Total:			= \$1198.40/month

EXAMPLE #3:

You refer 5 people who each refer 5 more through 5 levels:

Level 1:	5 people	x \$2.80 each	= \$14.00
Level 2:	25 people	x \$7.00 each	= \$175.00
Level 3:	125 people	x \$5.60 each	= \$700.00
Level 4:	625 people	x \$2.80 each	= \$1750.00
Level 5:	3125 people	x \$2.80 each	= \$8750.00
Total:			= \$11,389/month

These examples are blueprints for you to build your business on and to teach as goals for your team members. You can earn much more as you continue building a team into levels 6-10, where a single box of chocolate pays \$1.40 per person when you achieve the needed leadership qualifications. And remember ... none of these examples include additional member purchases, or customer purchases, or our profit sharing pools.