



# COMPENSATION PLAN



MAVERICK  
THE COLLECTION

"THEN ONE DAY SHE WOKE UP AND STARTED LIVING  
HER LIFE, ON HER TERMS, FOCUSED ON HER GOALS.  
IT'S THEN SHE BECAME UNSTOPPABLE."



MAVERICK

THE COLLECTION



*Welcome to*

**MAVERICK THE COLLECTION**

# MAVERICK COMPENSATION PLAN

Whether you are looking for a part-time or full-time income opportunity, Maverick is the perfect place to start your dream of owning your own boutique. We believe in creating **financial freedom, inspiring confidence, and empowering women.**

The Maverick compensation plan is designed to generously reward and compensate your accomplishments from sales made to customers.

## OUR COMPENSATION PLAN REWARDS STYLISTS IN 7 DIFFERENT WAYS:

- 1 Dropship/Affiliate Commission
- 2 Personal Sales Bonus
- 3 Fast Start Product Rewards
- 4 Fast Start Sponsor Bonuses
- 5 Level Bonuses
- 6 Rank Promotion Bonuses
- 7 Rank Maintenance Bonuses

**EACH STYLIST IS ELIGIBLE TO EARN FAST START WHOLESALE PRODUCT CREDIT DURING THEIR FIRST 100 DAYS.**

The greater your achievements, the greater your rewards! What are you waiting for? Join Maverick the Collection today! As a Maverick Stylist there are endless opportunities for growth, and only you decide how successful your business will be.

# MAVERICK COMPENSATION PLAN

## STYLIST ENROLLMENT

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To become a Maverick Stylist, you will need to pay the \$49.99 enrollment fee, in addition to a monthly \$10 website fee. Upon each monthly anniversary of your enrollment date, you will be charged a \$10 website fee. The website fee pays for access to your back office, commission engine, and your dropship website.

## SALES VOLUME

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Sales Volume is the basis upon which rank qualifications and activity requirements are measured. For each commissionable Maverick item, Sales Volume (SV) will be setup to equal the **retail price**. SV is used to measure Personal Sales Volume (PSV), Fast Start Personal Sales Volume (FSPSV), Team Sales Volume (TSV), and Adjusted Team Sales Volume (ATSV). SV is also the basis upon which **compensation is calculated and paid**.

Your Personal Sales Volume (PSV) is the total of all retail sales volume you have achieved in a calendar month.

# MAVERICK COMPENSATION PLAN

## BONUS QUALIFIED

You are Bonus Qualified when you have \$500 or more in Personal Sales Volume (PSV) in the current monthly commission period.

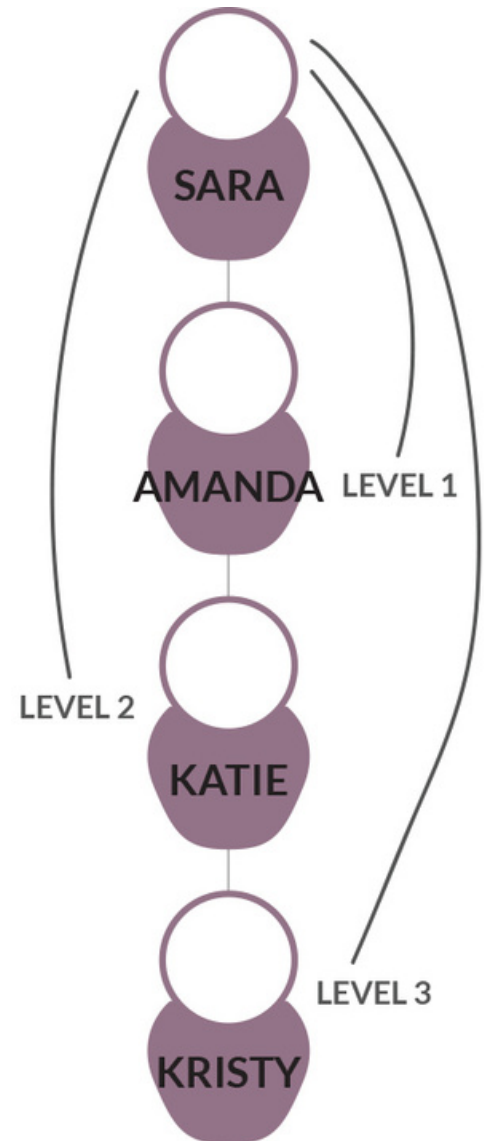
Bonus Qualified Stylists are eligible to earn compensation upon orders placed by customers of downline Stylists.

## LEVEL BONUS

A level is a positional relationship between Stylists based on enrollment.

If Sara enrolls Amanda, and Amanda enrolls Katie, then Amanda is on Sara's first level and Katie is on Sara's second level and Amanda's first level.

In the example at right, Kristy is on Sara's third level



## INVENTORY

One of the measurements for rank promotion is Team Sales Volume (TSV). TSV is the sum of the Personal Sales Volume of the Stylist and all the Stylists in the Team of the Stylist.

# 7 WAYS TO GET PAID



## 1 DROPSHIP/AFFILIATE COMMISSION

30% dropship/affiliate commission is the amount earned by you on the sales volume of your retail customers who order from the company's inventory.

Dropship/affiliate commission will be paid out daily into your e-wallet your wallet funds can be used to purchase samples for yourself or you can request a withdrawal of e-wallet funds to your bank account.

## 2 PERSONAL SALES BONUS

When you have sold \$2,500 or more in Personal Sales Volume (PSV) in a calendar month, in addition to your Retail Profit, you will earn a Personal Sales Bonus which is calculated and paid upon your monthly PSV.

PERSONAL SALES VOLUME (PSV)	STORE CREDIT
.01 - 2,499.99	\$25
2,500.00 - 4,999.99	\$50
5,000.00 - 9,999.99	\$100
10,000.00 +	\$150

# 7 WAYS TO GET PAID

## 3 FAST START PRODUCT REWARDS

Maverick The Collection knows that your first 100 days in your business are the most important, so we are offering a special incentive for this time period.

Your first 100 days as a new Stylist are your “Fast Start Period.” Your Fast Start Period will begin with your enrollment date and will continue for 99 more days.

With this incentive, you can earn up to \$400 in Fast Start Wholesale Product Credit.

All the Personal Sales Volume (PSV) generated by you **during your 100-day Fast Start Period** is your Fast Start Personal Sales Volume (FSPSV). As a new Stylist you may earn Fast Start Wholesale Product Credit as follows:

1. When your FSPSV totals \$750 or more from your day 1 through your day 40, you will earn the Fast Start Wholesale Product Credit of \$75.
2. When your FSPSV totals \$2,000 or more from your day 1 through your day 70, you will earn Fast Start Wholesale Product Credit of \$125.
3. When your FSPSV totals \$4,000 or more from your day 1 through your day 100, you will earn Fast Start Wholesale Product Credit of \$200.

NUMBER	REQUIREMENT	FAST START WHOLESALE PRODUCT CREDIT
1	FSPSV OF 750 OVER DAYS 1-40	\$75 IN WHOLESALE PRODUCT CREDIT
2	FSPSV OF 2,000 OVER DAYS 1-70	\$125 IN WHOLESALE PRODUCT CREDIT
3	FSPSV OF 4,000 OVER DAYS 1-100	\$200 IN WHOLESALE PRODUCT CREDIT

Wholesale Product Credit is product credit you can apply toward your purchase of Maverick The Collection products. Product credit will expire in **6 months** if not redeemed.

You may earn all three of the Wholesale Product Credits or if you miss one or two, you can still earn the others.

# 7 WAYS TO GET PAID

## 4 FAST START SPONSOR BONUSES

Building a team of Stylists can change your business and it all starts with you introducing the income opportunity to others. We call this “personally sponsoring”.

Fast Start Sponsor Bonuses reward Stylists for the extra efforts put forth to recruit and train new personally sponsored Stylists.

When your personally enrolled Stylist earns any of the three **Fast Start Wholesale Product Credits**, you will also earn a Fast Start Sponsor Bonus for each one when you are Bonus Qualified in the monthly commission period in which the Fast Start Product Award was earned.

AWARD	REQUIREMENT MET BY YOUR PERSONALLY ENROLLED CONSULTANT	YOUR FAST START SPONSOR BONUS
1	FSPSV OF 750 OVER DAYS 1-40	\$50
2	FSPSV OF 2,000 OVER DAYS 1-70	\$50
3	FSPSV OF 4,000 OVER DAYS 1-100	\$50

## 5 LEVEL BONUSES

Level Bonuses reward Stylists for building teams. As a Bonus Qualified Stylist, each month you can earn Level Bonuses upon the Sales Volume of up to four downline levels of Stylists (L1, L2, L3, and L4).

For Level Bonuses, the percentages, and the number of levels is each determined based on your paid-as rank for the month as specified in the table at right.

PAID-AS RANK	RANK CODE	LEVEL BONUSES			
		L1	L2	L3	L4
1. STYLIST	S	5%	3%	1%	1%
2. LEAD STYLIST	LS	5%	3%	1%	1%
3. SENIOR STYLIST	SS	5%	3%	2%	1%
4. MASTER STYLIST	MS	5%	3%	2%	2%
5. DIRECTOR	D	5%	4%	2%	2%
6. SENIOR DIRECTOR	SD	5%	4%	3%	2%
7. MASTER DIRECTOR	MD	5%	4%	3%	3%



# 7 WAYS TO GET PAID

## 6 ONE-TIME RANK PROMOTION BONUSES

Achieving a new rank for the first time is an accomplishment. Maverick recognizes **first time** rank promotions to Master Stylist or above with **Rank Promotion Bonuses** for each one.

PAID-AS RANK	RANK CODE	RANK PROMOTION BONUS
		RP
MASTER STYLIST	MS	\$500
DIRECTOR	D	\$1,000
SENIOR DIRECTOR	SD	\$2,000
MASTER DIRECTOR	MD	\$4,000

## 7 RANK MAINTENANCE BONUSES

After you have promoted to a new rank, you may earn a Rank Maintenance Bonus in future months when you are paid at that rank.

PAID-AS RANK	RANK CODE	RANK MAINTENANCE BONUS
		RM
MASTER STYLIST	MS	\$250
DIRECTOR	D	\$500
SENIOR DIRECTOR	SD	\$1,000
MASTER DIRECTOR	MD	\$2,000



# RANKS AND ABBREVIATIONS

Maverick recognizes your success in building your business by promoting you to higher ranks which determine your compensation rewards. There are seven ranks in the Maverick Compensation Plan.

## 1 STYLIST (S)

To begin, join us as a Maverick Stylist. To join, all you need to do is...

- Agree to the Stylist Agreement and Policies and Procedures
- Purchase a Starter Kit which includes your first \$10 website fee
- Upon the monthly anniversary of your enrollment date, you will be charged a \$10 website fee each month



### EARN WHOLESALE PRODUCT CREDIT DURING YOUR FAST START PERIOD

Your Fast Start Period begins on the day of your enrollment.

1. To help you to build your business, you will receive Wholesale Product Credit of \$75 when your Fast Start Personal Sales Volume (FSPSV) is \$750 or more in the first 40 days of your Fast Start Period.
2. You will receive \$125 in Wholesale Product Credit when your Fast Start Personal Sales Volume totals 2,000 or more from your day 1 through your day 70.
3. When your Fast Start Personal Sales Volume is 4,000 or more from your day 1 through your day 100, you will receive Wholesale Product Credit of \$200.

As a Stylist, you are Bonus Qualified each month when your PSV is 500 or more.

#### **Bonus Qualified Stylists are eligible to earn:**

- Product credit ranging from \$25-\$150
- 30% Dropship Commission
- Up to \$400 in Fast Start Wholesale Product Credit
- Up to three \$50 Fast Start Sponsor Bonuses when each of your personally sponsored Stylists earn their Fast Start Wholesale Product Credit
- 5% Level Bonuses on the Sales Volume of your **first level** of downline Stylists
- 3% Level Bonuses on the Sales Volume of your **second level** of downline Stylists

# RANKS AND ABBREVIATIONS

## 2 LEAD STYLIST (LS)

When in a calendar month you

- a. are Bonus Qualified with a Personal Sales Volume (PSV) of \$500 or more
- b. have a Team Sales Volume (TSV) of \$1,500 or more

you will be promoted to Lead Stylist during the monthly commission run.

\* TSV is the sum of your Personal Sales Volume and the Personal Sales Volume of all the Stylists in your downline.



Your promotion to Lead Stylist (and to subsequent ranks as well) is effective as of the first day of the commission period in which your promotion requirements were met. This means that you do not need to wait until next month to be rewarded for your accomplishments! You will be paid as a Lead Stylist for the month you meet the requirements to promote to Lead Stylist.

In future months, you will be paid as a Lead Stylist when you meet the same requirements.

### WHEN YOUR PAID-AS RANK IS LEAD STYLIST FOR ANY CALENDAR MONTH, YOU WILL BE PAID:

- Product credit ranging from \$25-\$150
- 30% Dropship Commission
- Up to \$400 in Fast Start Wholesale Product Credit
- Up to three \$50 Fast Start Sponsor Bonuses when each of your personally sponsored Stylists earn their Fast Start Wholesale Product Credit
- 5% Level Bonuses on the Sales Volume of your first level of downline Stylists
- 3% Level Bonuses on the Sales Volume of your second level of downline Stylists

# RANKS AND ABBREVIATIONS

## 3 SENIOR STYLIST (SS)

When in a calendar month you

- a. are Bonus Qualified with a Personal Sales Volume (PSV) of \$1,000 or more
- b. have an Adjusted Team Sales Volume (ATSV) of \$5,000 or more

you will be promoted to Senior Stylist during the monthly commission run.

\*ATSV is the sum of your PSV and the PSV of all the Stylists in your downline between a monthly commission period with the limitation that is more than 50% of your rank's TSV requirement is counted from each leg of your downline. Each of your personally enrolled Stylists is counted as the top of a leg.

Your promotion to Senior Stylist (and to subsequent ranks as well) is effective as of the first day of the commission period in which your promotion requirements were met. This means that you do not need to wait until next month to be rewarded for your accomplishments! You will be paid as a Senior Stylist for the month you meet the requirements to promote to Senior Stylist.

In future months, you will be paid as a Senior Stylist when you meet the same requirements.

### **WHEN YOUR PAID-AS RANK IS SENIOR STYLIST FOR ANY CALENDAR MONTH, YOU WILL BE PAID:**

- Product credit ranging from \$25-\$150
- 30% Dropship Commission
- Up to \$400 in Fast Start Wholesale Product Credit
- Up to three \$50 Fast Start Sponsor Bonuses when each of your personally sponsored Stylists earn their Fast Start Wholesale Product Credit
- 5% Level Bonuses on the Sales Volume of you first level of downline Stylists
- 3% Level Bonuses on the Sales Volume of your second level of downline Stylists
- 1% Level Bonuses on the Sales Volume of you third level of downline Stylists

# RANKS AND ABBREVIATIONS

## 4 MASTER STYLIST (MS)

When in a calendar month you

- a. are Bonus Qualified with Personal Sales Volume (PSV) of \$1,000 or more
- b. have an Adjusted Team Sales Volume (ATSV) of \$15,000 or more

you will be promoted to Master Stylist during the monthly commission run.

Your promotion to Master Stylist (and to subsequent ranks as well) is effective as of the first day of the commission period in which your promotion requirements were met. This means that you do not need to wait until next month to be rewarded for your accomplishments! You will be paid as a Master Stylist for the month you meet the requirements to promote to Master Stylist.

In future months, you will be paid as a Master Stylist when you meet the same requirements.



### WHEN YOUR PAID-AS RANK IS MASTER STYLIST FOR ANY CALENDAR MONTH, YOU WILL BE PAID:

- Product credit ranging from \$25-\$150
- 30% Dropship Commission
- Up to \$400 in Fast Start Wholesale Product Credit
- Up to three \$50 Fast Start Sponsor Bonuses when each of your personally sponsored Stylists earn their Fast Start Wholesale Product Credit
- 5% Level Bonuses on the Sales Volume of your first level of downline Stylists
- 3% Level Bonuses on the Sales Volume of your second level of downline Stylists
- 1% Level Bonuses on the Sales Volume of your third level of downline Stylists
- 1% Level Bonuses on the Sales Volume of your fourth level of downline Stylists
- \$500 Rank Promotion Bonus when you promote to this rank for the first time in your career with Maverick
- \$250 Rank Maintenance Bonus in future months after you are promoted to this rank

# RANKS AND ABBREVIATIONS

## 5 DIRECTOR (D)

When in a calendar month you

- a. are Bonus Qualified with a Personal Sales Volume (PSV) of \$1,000 or more
  - b. have an Adjusted Team Sales Volume (ATSV) of \$50,000 or more
- you will be paid-as a Director during the monthly commission run

Like all other ranks, your promotion is effective retroactively back to the first day of the month. This means that you do not need to wait until next month to be rewarded for your accomplishments! You will be paid as a Director for the month you meet the requirements to promote to Director.

In future months, you will be paid as a Director when you meet the same requirements.

### WHEN YOUR PAID-AS RANK IS DIRECTOR, YOU WILL BE PAID:

- Product credit ranging from \$25-\$150
- 30% Dropship Commission
- Up to \$400 in Fast Start Wholesale Product Credit
- Up to three \$50 Fast Start Sponsor Bonuses when each of your personally sponsored Stylists earn their Fast Start Wholesale Product Credit
- 5% Level Bonuses on the Sales Volume of your first level of downline Stylists
- 3% Level Bonuses on the Sales Volume of your second level of downline Stylists
- 2% Level Bonuses on the Sales Volume of your third level of downline Stylists
- 1% Level Bonuses on the Sales Volume of your fourth level of downline Stylists
- \$1,000 Rank Promotion Bonus when you promote to this rank for the first time in your career with Maverick
- \$500 Rank Maintenance Bonus in future months after you are promoted to this rank

# RANKS AND ABBREVIATIONS

## 6 SENIOR DIRECTOR (SD)

When in a calendar month you

- a. are Bonus Qualified with a Personal Sales Volume (PSV) of \$1,000 or more
- b. have an Adjusted Team Sales Volume (ATSV) of \$150,000 or more

you will be paid-as a Senior Director during the monthly commission run.

Like all other ranks, your promotion is effective retroactively back to the first day of the month. This means that you do not need to wait until next month to be rewarded for your accomplishments! You will be paid as a Senior Director for the month you meet the requirements to promote to Senior Director.

In future months, you will be paid as a Senior Director when you meet the same requirements.



### WHEN YOUR PAID-AS RANK IS DIRECTOR, YOU WILL BE PAID:

- Product credit ranging from \$25-\$150
- 30% Dropship Commission
- Up to \$400 in Fast Start Wholesale Product Credit
- Up to three \$50 Fast Start Sponsor Bonuses when each of your personally sponsored Stylists earn their Fast Start Wholesale Product Credit
- 5% Level Bonuses on the Sales Volume of your first level of downline Stylists
- 3% Level Bonuses on the Sales Volume of your second level of downline Stylists
- 2% Level Bonuses on the Sales Volume of your third level of downline Stylists
- 2% Level Bonuses on the Sales Volume of your fourth level of downline Stylists
- \$2,000 Rank Promotion Bonus when you promote to this rank for the first time in your career with Maverick
- \$1,000 Rank Maintenance Bonus in future months after you are promoted to this rank

# RANKS AND ABBREVIATIONS

## 7 MASTER DIRECTOR (MD)

When in a calendar month you

- a. are Bonus Qualified with a Personal Sales Volume (PSV) of \$1,000 or more
- b. have an Adjusted Team Sales Volume (ATSV) of \$300,000 or more

you will be paid-as a Master Director during the monthly commission run.

Like all other ranks, your promotion is effective retroactively back to the first day of the month. This means that you do not need to wait until next month to be rewarded for your accomplishments! You will be paid as a Master Director for the month you meet the requirements to promote to Master Director.

In future months, you will be paid as a Master Director when you meet the same requirements.

### WHEN YOUR PAID-AS RANK IS MASTER DIRECTOR YOU WILL BE PAID:

- Product credit ranging from \$25-\$150
- 30% Dropship Commission
- Up to \$400 in Fast Start Wholesale Product Credit
- Up to three \$50 Fast Start Sponsor Bonuses when each of your personally sponsored Stylists earn their Fast Start Wholesale Product Credit
- 5% Level Bonuses on the Sales Volume of your first level of downline Stylists
- 3% Level Bonuses on the Sales Volume of your second level of downline Stylists
- 3% Level Bonuses on the Sales Volume of your third level of downline Stylists
- 3% Level Bonuses on the Sales Volume of your fourth level of downline Stylists
- \$4,000 Rank Promotion Bonus when you promote to this rank for the first time in your career with Maverick
- \$2,000 Rank Maintenance Bonus in future months after you promoted to this rank



# RANKS AND ABBREVIATIONS

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## RANK MAINTENANCE

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Rank maintenance requirements must be met monthly to be paid at the level of one's rank. If a Stylist does not meet the maintenance requirements for her rank during a commission period, the Stylist will be paid at the highest rank for which she meets the maintenance requirements.



## RANK RECLASSIFICATION

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If a Stylist with a rank of Master Stylist or above fails to be paid at her rank level for 6 consecutive months, the Stylist's Current Highest Rank will be lowered to that of the highest rank for which the Stylist qualified during the 6-month period.

Ranks will be lowered at the end of the commission run of the sixth consecutive commission period. New ranks are effective the first day of the following commission period.

Stylists with a rank below Master Stylist will never have their Current Highest Rank lowered.

No Stylists of any rank will ever have their Lifetime Rank lowered.



# DEFINITIONS

## **ACTIVE**

the term used for a Stylist who has paid her \$20 monthly website fee. Active Stylists are eligible to purchase products at a 50% discount from retail prices, earn Personal Sales Bonuses (PSB) when qualified, and earn Dropship Commissions (DC) on dropship orders placed by their customers.

## **ADJUSTED TEAM SALES VOLUME (ATSV)**

the sum of the PSV of the Stylist and the PSV of all the Stylists in the downline of the Stylist in a monthly commission period with the limitation that at most 50% of a rank's TSV requirement is counted from each leg of a Stylist's downline.

## **BONUS QUALIFIED**

the term used for a Stylist who has \$500 or more in PSV in the current monthly commission period.

Bonus Qualified Stylists are eligible to earn compensation upon orders placed by customers of downline Stylists.

## **CURRENT HIGHEST RANK**

the highest rank a Stylist has ever achieved unless it has been lowered during rank demotions.

## **DOWNLINE**

a term used to describe the Stylists personally sponsored by a Stylist and all the Stylists sponsored by them, etc.

## **ENROLLING SPONSOR**

the term used for a Stylist who introduces the opportunity to a new recruit. The enrolling sponsor is identified as the sponsor on the application of the new Stylist. The new Stylist is personally enrolled by her enrolling sponsor. The structure of relationships between Stylists enrolled by one another is called the "enrollment tree." This structure does not change.

## **FAST START JOIN DATE (FSJD)**

the first day of a Stylist's Fast Start Period which is also her enrollment date.

## **FAST START PERSONAL SALES VOLUME 40 (FSPSV40)**

an accumulation of all a Stylist's Personal Sales Volume (PSV) during her first 40 days in her career with Maverick.

## **FAST START PERSONAL SALES VOLUME 70 (FSPSV70)**

an accumulation of all a Stylist's Personal Sales Volume (PSV) during her first 70 days in her career with Maverick.

## **FAST START PERSONAL SALES VOLUME 100 (FSPSV100)**

an accumulation of all a Stylist's Personal Sales Volume (PSV) during her first 100 days in her career with Maverick.

# DEFINITIONS

## **LEG**

a term used to describe a personally enrolled Stylist and all her downline Stylists. If a Stylist with two or more legs deactivates, her sponsor will not gain additional legs as a result of the Stylist's deactivation.

## **LEVEL**

a positional relationship between Stylists.

## **LIFETIME RANK**

the highest rank a Stylist has ever achieved. This type of rank is never lowered, even for rank demotions.

## **NON-COMMISSIONABLE SALES**

include sales made to Stylists, starter kits, website fees and sales aids which are not commissionable items and do not generate Sales Volume (SV).

## **PAID-AS RANK**

the highest rank for which a Stylist is qualified in a commission period. The paid-as rank may be the same or lower than the Stylist's actual rank. Each Stylist is paid based on her monthly paid-as rank.

## **PERSONAL SALES VOLUME (PSV)**

the total of all Sales Volume credited to a Stylist in a calendar month from orders placed with Maverick at retail prices by the customers of a Stylist.

## **UPLINE**

a term used to describe a team; the Stylist who is the sponsor of the Stylist, and all the sponsors of the sponsors until reaching the top of the genealogy of the company.

## **RANK**

a term used to describe the highest position attained by a Stylist unless the rank was lowered.

## **SALES VOLUME (SV)**

the basis upon which rank qualifications and activity requirements are measured. For each commissionable item, SV will be setup to equal the retail price. SV is used to measure Personal Sales Volume, Fast Start Personal Sales Volume, Team Sales Volume, and Adjusted Team Sales Volume. SV also is the basis upon which compensation is calculated and paid. Each transaction from orders placed by Customers upon which commissions and/or bonuses are paid generates SV.

## **SPONSOR**

the term given to the current sponsor (immediate upline) of a Stylist. While a Stylist's sponsor may change over time due to a sponsor's deactivation, the enrolling sponsor will not change. A Stylist is personally sponsored by her current sponsor regardless of whether her current sponsor is her enrolling sponsor. The structure of relationships between Stylists that can change over time is called the "placement tree."

## **TEAM**

a group of Stylists that includes a Stylist herself and all the Stylists in her downline in a monthly commission period.

## **TEAM SALES VOLUME**

the sum of the Personal Sales Volume of the Stylist and all the Stylists in the downline of the Stylist.

# COMPENSATION PLAN AT A GLANCE

## RANKS & RANK PROMOTIONS

Rank promotions are effective retroactively back to the first day of the month in which the requirements were met. Rank promotions are made during the monthly commission run.

PAID-AS RANK	RANK CODE	PERSONAL SALES VOLUME (PSV)	TEAM SALES VOLUME (TSV)	ADJUSTED TEAM SALES VOLUME (ATSV)
STYLIST	S	500*	-	-
LEAD STYLIST	LS	500	1,500	-
SENIOR STYLIST	SS	1,000	-	5,000
MASTER STYLIST	MS	1,000	-	15,000
DIRECTOR	D	1,000	-	50,000
SENIOR DIRECTOR	SD	1,000	-	150,000
MASTER DIRECTOR	MD	1,000	-	300,000

\*To be bonus qualified

\*\*Maximum 50% from any one leg

## RANK COMPENSATION AND REWARDS

PAID-AS-RANK	LEVEL BONUSES			
	L1	L2	L3	L4
STYLIST	5%	3%	1%	1%
LEAD STYLIST	5%	3%	1%	1%
SENIOR STYLIST	5%	3%	2%	1%
MASTER STYLIST	5%	3%	2%	2%
DIRECTOR	5%	4%	2%	2%
SENIOR DIRECTOR	5%	4%	3%	2%
MASTER DIRECTOR	5%	4%	3%	3%

PAID-AS RANK	RANK CODE	RANK PROMOTION BONUS (RP)	RANK MAINTENANCE BONUS (RM)
STYLIST	S	-	-
LEAD STYLIST	LS	-	-
SENIOR STYLIST	SS	-	-
MASTER STYLIST	MS	\$500	\$250
DIRECTOR	D	\$1,000	\$500
SENIOR DIRECTOR	SD	\$2,000	\$1,000
MASTER DIRECTOR	MD	\$4,000	\$2,000