



BOISSET
Collection

COMPENSATION PLAN
AMBASSADOR GUIDE

WE WELCOME YOU AS A

BOISSET AMBASSADOR

As you write your next chapter as a Boisset Ambassador you determine your level of commitment and choose the amount of time you wish to dedicate, the knowledge you desire and the income you require. We welcome you to discover and define your own earning opportunity.

WAYS TO EARN

THERE ARE THREE BASIC WAYS YOU CAN EARN MONEY
AS A BOISSET AMBASSADOR

1

SELLING

PERSONAL COMMISSION
PERSONAL SALES BONUSES

As an Ambassador, you can earn up to 35% Personal Commission* on every purchase made by yourself and your personal customers. Your ability to earn can grow exponentially by reaching key sales milestones and earning Personal Sales Bonuses.

2

TEAM BUILDING

ONBOARDING BONUS
LEVEL BONUSES
TEAM BUILDING BONUSES

As you sponsor other Ambassadors, you will be able to earn Onboarding Bonuses, Team Building Bonuses and Level Bonuses. The more legs you develop, the more you will earn! By helping the Ambassadors on your team to advance, your own commissions will increase.

3

LEADERSHIP

TEAM BUILDING BONUSES
GENERATION BONUSES

As you mentor the other Ambassadors in your team, they will grow and advance their businesses by developing teams of their own. When you are an Executive Director or higher title, you will earn Generation Bonuses through three generations.

* Commissions are based on the commissionable volume (CV) of each purchase.
See page 5 for more information on CV.

WAYS TO EARN - SELLING

PERSONAL SALES COMMISSION & BONUSES

PERSONAL SALES COMMISSION

As an Ambassador, you can earn a Personal Sales Commission of 15%-25% on the CV of all your personal and customer purchases. Inactive Ambassadors earn 15%. Every Ambassador can earn this regardless of title or experience. You are able to earn as much as you want by simply selling our wine selections and products to other wine enthusiasts.

INACTIVE AMBASSADOR
PERSONAL SALES COMMISSION
(less than 250 PV or more per month)

15%

ACTIVE AMBASSADOR
PERSONAL SALES COMMISSION
(250 PV or more per month)

25%

PERSONAL SALES BONUS

When you have at least 3,000 PV in the month, you will earn a Personal Sales Bonus in addition to your Personal Sales Commission. The percentage you earn is based on your monthly PV and is paid based on the total CV of each purchase. This allows you to earn up to 35% of your personal sales.

3,000 PV +3%

28%

5,000 PV +5%

30%

7,500 PV +7%

32%

10,000 PV +10%

35%

EXAMPLE

If your average wine tasting results in \$750 in sales and you have 4 in a month, you would have 3,000 PV.*

Commissionable Volume is 75% of Personal Volume. In this case, 75% of 3,000 PV equals 2,250 CV.

Because you are active, you earn 25% in Sales Commissions, plus 3% for reaching 3,000 PV in the month equaling 28%

28% of 2,250 CV equals a total of \$630 in personal commissions in the month.



* this is an example of potential earnings not a promise of income

COMMISSIONABLE VOLUME

PRODUCT CATEGORY	COMMISSIONABLE VOLUME	PERSONAL VOLUME
WINE	75%	100%
WINE GIFT SETS	75%	100%
WINE CLUB SHIPMENTS	75%	100%
JEWELRY	75%	100%
CUSTOM LABEL	75%	100%
WINE ACCESSORIES	50%	100%
ATELIER PRODUCTS	50%	100%
ETCHED BOTTLES	VARIES	100%
TASTING EXPERIENCES	0	100%
HALF-OFF ORDERS	0	100%
AMBASSADOR KITS & BUSINESS SUPPLIES	0	0

COMMISSIONABLE VOLUME

Commissionable Volume is the value on which all your commissions are paid. The Commissionable Volume varies depending on the type of product you sell. The table left lists Boisset's product categories, and the percentages of the retail sales price to calculate the Commissionable and Personal Volumes.

PERSONAL VOLUME

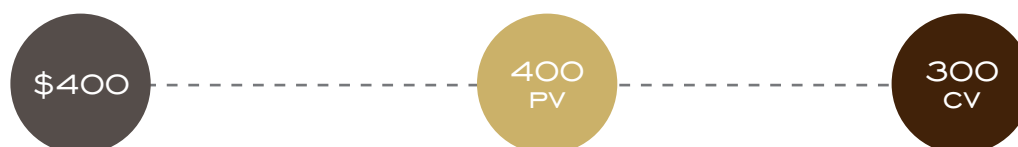
Personal Volume is the total sales volume from your purchases and any order placed directly with the company by your customers and is used to determine title qualifications.

EXAMPLE

You sell \$400 worth of wine orders during the month (including your own purchases).

You would have a Personal Volume of 400 toward your monthly title qualifications.

The Commissionable Volume from wine orders 75% of the sales price - which is 300 CV toward your monthly commissions.



YOUR PATHWAY TO FINANCIAL SUCCESS AS A BOISSET AMBASSADOR IS
DIRECTLY RELATED TO YOUR ABILITY TO DEVELOP THREE KEY AREAS OF
FOCUS: SELLING, TEAM BUILDING, AND LEADERSHIP.

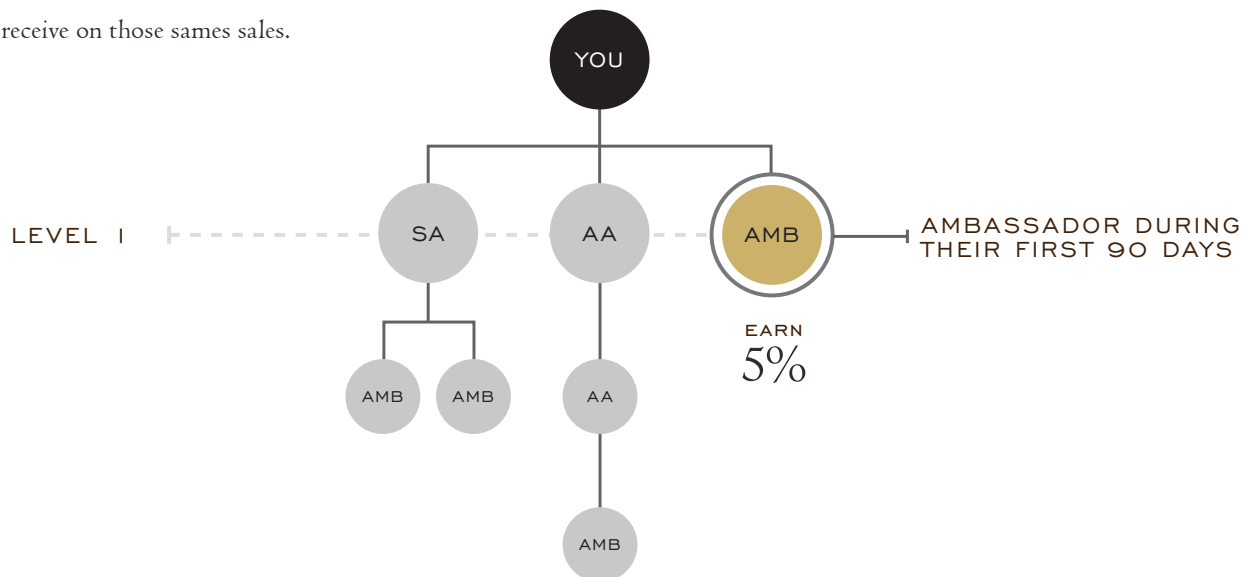
BOISSET AMBASSADOR TITLES & QUALIFICATIONS

<p>AMBASSADOR</p> <p>AMB</p> <hr/> <p>PURCHASE A STARTER KIT</p>	<p>ASSOCIATE AMBASSADOR</p> <p>AA</p> <hr/> <p>ACTIVE (250 PV) 1 ACTIVE LEG</p>	<p>SENIOR AMBASSADOR</p> <p>SA</p> <hr/> <p>ACTIVE (250 PV) 2 ACTIVE LEGS 1,500 OV</p>	<p>DIRECTOR</p> <p>DIR</p> <hr/> <p>400 PV 3 ACTIVE LEGS 3,500 OV</p>	<p>SENIOR DIRECTOR</p> <p>SDIR</p> <hr/> <p>600 PV 4 ACTIVE LEGS 7,000 OV</p>
	<p>EXECUTIVE DIRECTOR</p> <p>EDIR</p> <hr/> <p>600 PV 4 ACTIVE LEGS (1 SD OR HIGHER LEG) 15,000 OV</p>	<p>SENIOR EXECUTIVE DIRECTOR</p> <p>SED</p> <hr/> <p>600 PV 4 ACTIVE LEGS (2 SD OR HIGHER LEGS) 40,000 OV</p>	<p>MANAGING DIRECTOR</p> <p>MDIR</p> <hr/> <p>600 PV 4 ACTIVE LEGS (2 SD + 1 ED OR HIGHER LEGS) 100,000 OV</p>	

ONBOARDING BONUS

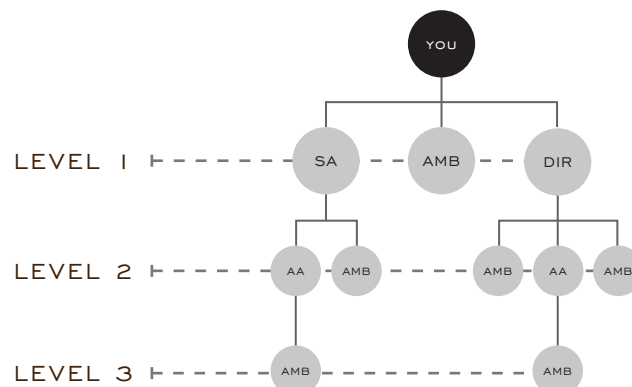
THE ONBOARDING BONUS REWARDS YOU FOR MENTORING AND COACHING THE AMBASSADORS ON YOUR LEVEL 1 DURING THEIR JUMPSTART PERIOD (THEIR FIRST 90 DAYS).

As an active Ambassador, you may receive a Onboarding Bonus of 5% on the CV from the sales of the new recruits on your Level I during their first 90 days. This bonus is paid in addition to any other bonuses you may receive on those same sales.



DEFINITION: LEVEL

A Level is simply the location of another Ambassador within your downline, in relation to you. The Ambassadors you sponsor are your Level I, the people they sponsor are your Level 2, and so on.



WAYS TO EARN - TEAM BUILDING

LEVEL BONUSES

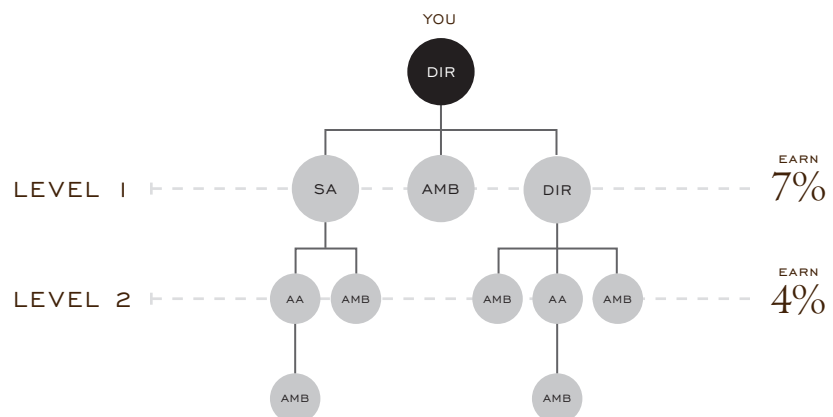
When you are qualified as an Associate Ambassador or higher title, you can earn Level Bonuses up to 8% on the commissionable volume of the sales that come from the Ambassadors in your downline through two levels.

The percentages you are paid are based on your paid-as title, regardless of the titles of the Ambassadors below you. Level Bonuses are paid in addition to any other bonuses you might receive.

TITLE	AA	SA	DIR	SDIR	EDIR	SED	MDIR
LEVEL 1	3%	5%	7%	8%	8%	8%	8%
LEVEL 2		3%	4%	5%	5%	5%	5%

EXAMPLE

As a Director, you would earn 7% on the commissionable volume of the total sales from the Ambassadors on your Level 1 and 4% from sales of the Ambassadors on your Level 2.



WAYS TO EARN - TEAM BUILDING

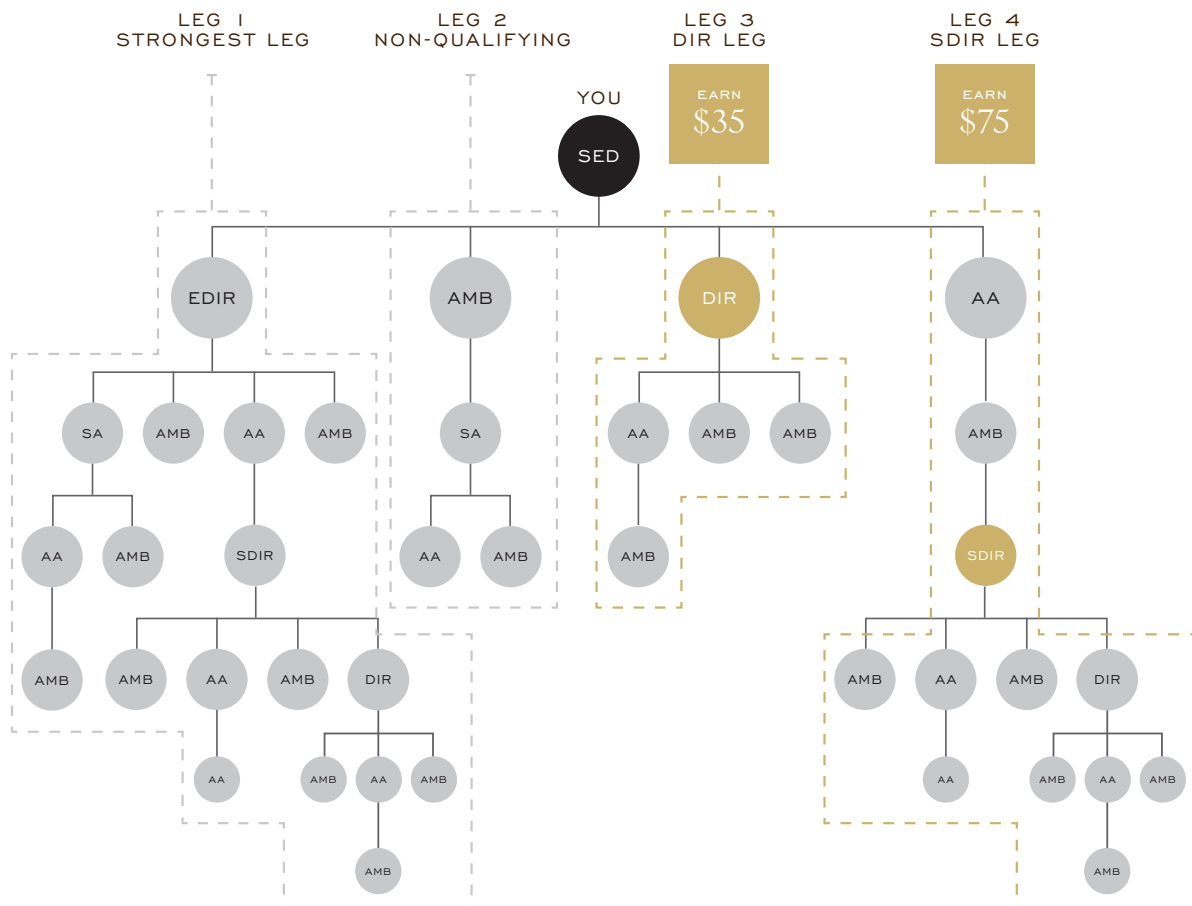
TEAM BUILDING BONUS

The Team Building Bonus rewards you for mentoring the Ambassadors across multiple legs in your downline. When you are qualified as a Senior Director or higher title, you can receive a monthly fixed bonus based on the highest paid-as title in each of your downline legs. Because it is important to develop and work with more than just one leg, this bonus will pay on all qualifying legs (up to but not exceeding your own title) excluding your strongest leg. Your strongest leg is determined by the organizational volume in that leg during the month.

DIR	SDIR	EDIR	SED	MDIR
\$35	\$75	\$125	\$250	\$500

EXAMPLE

As an Ambassador with a paid-as title of Senior Director or higher, you are eligible to earn a Team Building Bonus. Leg 1 is your strongest leg (based on OV) and is exempt from the bonus. Leg 2 does not have an Ambassador that has reached the paid-as title of Director or higher. Leg 3 has an Ambassador that has reached the paid-as title of Director, so you earn a bonus of \$35 in the month. Leg 4 contains an Ambassador that has reached the paid-as title of Senior Director, therefore you receive a bonus of \$75.



GENERATION BONUSES

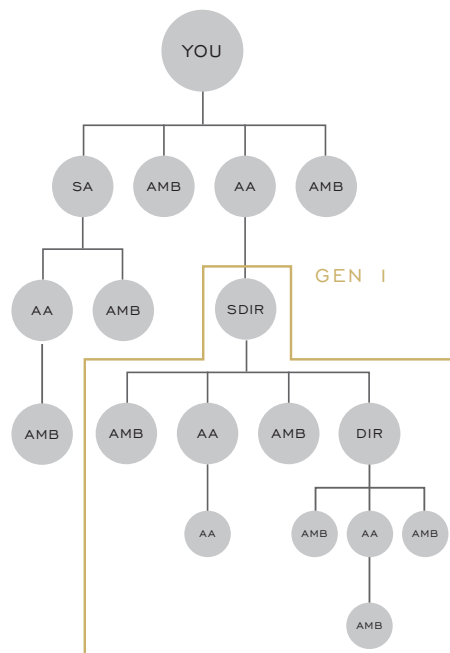
GENERATION BONUSES RECOGNIZE YOUR LEADERSHIP AND MENTORSHIP AS YOU GUIDE YOUR DOWNLINE TO REACH SENIOR DIRECTOR AND HIGHER TITLES.

As an Executive Director, you can receive up to 3% on the sales of the generations that develop below you. The Generation Bonuses pay in addition to all of the other bonuses which means you can earn multiple bonuses on the same sales! It is through these Generation Bonuses that you are rewarded on the depth that is developing in your organizations.

TITLE	EDIR	SED	MDIR
GENERATION 1	2%	3%	3%
GENERATION 2		2%	3%
GENERATION 3			2%

DEFINITION: GENERATION

A Generation is a group that has formed below you. A new Generation is created when an Ambassador anywhere in your downline reaches a career title of Senior Director or higher. That Generation includes their entire group, down to, but not including the next Senior Director or higher Career Title.



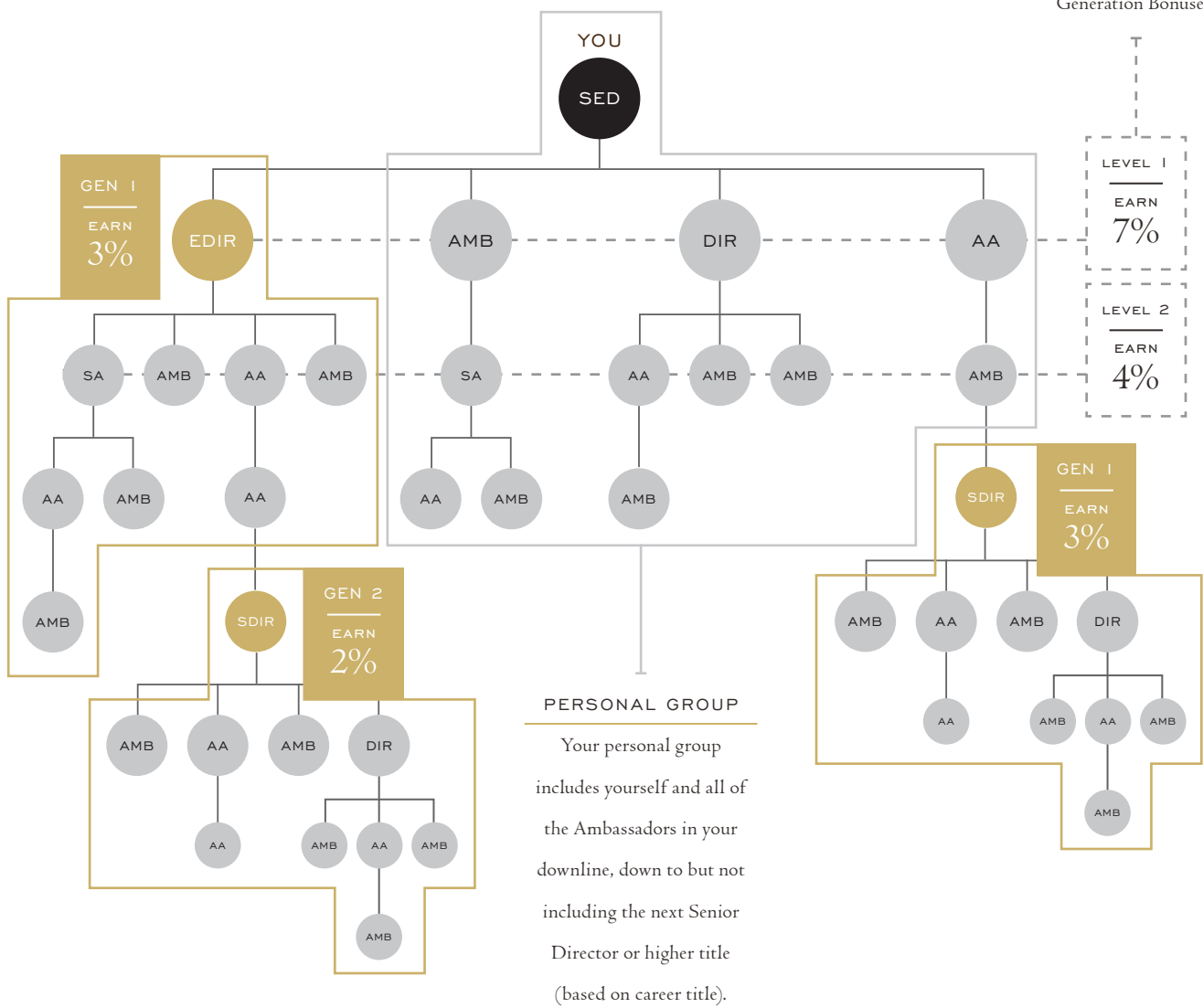
GENERATION BONUSES

EXAMPLE

As a paid-as Senior Executive Director you would receive a 3% Generation Bonus on the sales from everyone within the Executive Director Generation I group, and 2% from the

Senior Director Generation 2 group below them. You would also earn 3% on the sales from your Senior Director Generation I group.

You receive Level Bonuses on your 1st and 2nd Levels in addition to Generation Bonuses.

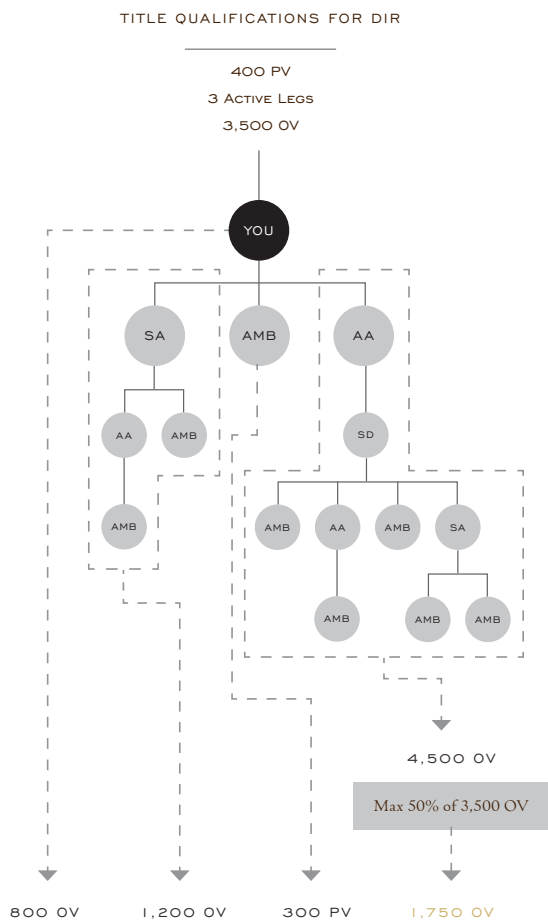


ORGANIZATIONAL VOLUME QUALIFICATION RULE

For qualification purposes only, up to 50% of your title qualification requirement can come from yourself, **OR** any one leg. However, you may still be paid commissions on the entire volume earned, based on the rules of each bonus.

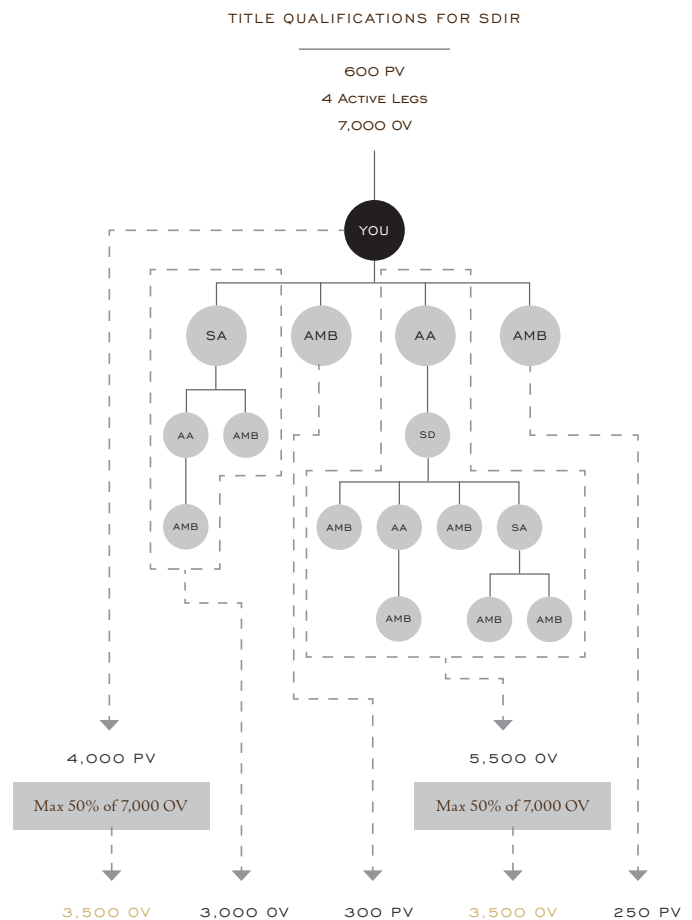
EXAMPLE

In order to qualify as a Director, you need 3,500 OV. In this example you have a total of 800 PV and therefore a full 800 OV can be counted toward your qualification. You also have a leg that has a total of 4,500 OV and therefore 1,750 OV (50% of 3,500 OV) can be counted toward your qualification. Combined with the rest of the OV in your downline, you would have a total of 4,050 OV and would qualify as a Director in this month.



EXAMPLE

In order to qualify as a Senior Director, you need 7,000 OV. In this example you have a total of 4,000 PV and therefore 3,500 OV (50% of 7,000 OV) can be counted toward your qualification. You also have a leg that has a total of 5,500 OV. Like your personal volume, you can count 3,500 OV toward qualification. Combined with the rest of the OV in your downline, you would have a total of 10,550 OV and would qualify as a Senior Director in this month.



BOISSET AMBASSADOR COMPENSATION PLAN SUMMARY (MONTHLY REQUIREMENTS)

TITLES ABREVIATIONS QUALIFICATIONS	AMBASSADOR AMB PURCHASE A STARTER KIT	ASSOCIATE AMBASSADOR AA ACTIVE (250 PV) 1 ACTIVE LEG	SENIOR AMBASSADOR SA ACTIVE (250 PV) 2 ACTIVE LEGS 1,500 OV	DIRECTOR DIR 400 PV 3 ACTIVE LEGS 3,500 OV	SENIOR DIRECTOR SDIR 600 PV 4 ACTIVE LEGS 7,000 OV	EXECUTIVE DIRECTOR EDIR 600 PV 4 ACTIVE LEGS (1 SD OR HIGHER LEG) 15,000 OV	SENIOR EXECUTIVE DIRECTOR SED 600 PV 4 ACTIVE LEGS (2 SD OR HIGHER LEGS) 40,000 OV	MANAGING DIRECTOR MDIR 600 PV 4 ACTIVE LEGS (2 SD + 1 ED OR HIGHER LEGS) 100,000 OV
PERSONAL SALES COMMISSION	ACTIVE AMBASSADORS (ACTIVE WITH 250 PV): 25% // INACTIVE AMBASSADORS 15%							
PERSONAL SALES BONUSES		WITH 3,000 PV: 3% // WITH 5,000 PV: 5% // WITH 7,500 PV: 7% // WITH 10,000 PV: 10%						
ONBOARDING BONUS		5% DURING A NEWLY RECRUITED AMBASSADOR'S FIRST 90 DAYS						
LEVEL 1 BONUS		3%	5%	7%	8%	8%	8%	8%
LEVEL 2 BONUS			3%	4%	5%	5%	5%	5%
TEAM BUILDING BONUS				\$35	\$75	\$125	\$250	\$500
GENERATION 1 BONUS						2%	3%	3%
GENERATION 2 BONUS							2%	3%
GENERATION 3 BONUS								2%

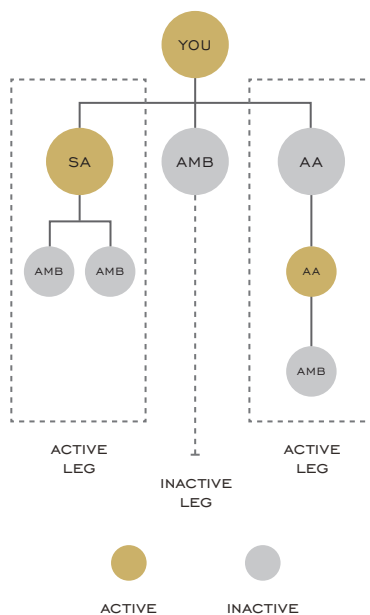
GLOSSARY

ACTIVE

You are considered to be Active when you have at least 250 Personal Volume that month. As an Active Ambassador, you may receive commissions on the Commissionable Volume from the sales of the Active Ambassadors in your downline (based on your qualifications and the requirements of each bonus).

ACTIVE LEG

Any first level Ambassador and their entire downline where at least one person is considered to be Active by maintaining \$250 in Personal Volume monthly.



CAREER TITLE

Your Career Title is your recognition title and does not change unless you are promoted to a new title or if you are a Senior Director or higher and fail to requalify for your Career Title at least once every 12 months (please refer to Requalification).

COMMISSIONABLE VOLUME (CV)

Commissionable Volume is equal to 75% of the Retail Price (not including tax) and is the volume on which commissions are paid

CUSTOMER

A Customer is someone who purchases our wine selections and products for their personal use and does not earn commissions.

DOWNLINE

All of the Ambassadors sponsored into your genealogy are considered to be part of your downline.

ENROLLER

When you introduce someone to Boisset Collections and they enroll as an Ambassador directly below you in your downline, you are considered to be their Enroller.

GENEALOGY

A genealogy is the hierarchal structure that each Ambassador has a place in.

GENERATION

A Generation is a Group that has developed below you. A Generation starts with an Ambassador in your downline whose Career Title is Senior Director (or higher) and includes everyone in their downline, down to but not including the next Career Title Senior Director (or higher title).

GENERATION BONUSES

When you are paid as an Executive Director or higher, you may be paid a percentage on the Commissionable Volume (CV) of the sales from the Active Ambassadors in the generations that develop below you. Your Paid-As Title determines the percentages you

are paid and the number of generations you are eligible to receive commissions on.

GROUP (PERSONAL GROUP)

Your group includes yourself and all of the Ambassadors in your downline, down to but not including the next Senior Director (Career Title) or higher.

LEG

A leg begins with an Ambassador on your Level I and includes all of the Ambassadors below them in the genealogy. You have as many legs as you have first level Ambassadors.

LEVEL

The depth an Ambassador has in your downline in relation to you, regardless of titles. Ambassadors directly below you are considered to be on your Level I and the Ambassadors directly below them would be on your Level 2, and so on.

LEVEL BONUSES

When you are paid as an Associate Ambassador or higher, you may be paid a percentage on the Commissionable Volume (CV) of the sales from the Ambassadors in your downline. Your Paid-As Title determines the percentages you are paid and the number of levels you are eligible to receive commissions on. The Level Bonuses are paid regardless of the titles of the Ambassadors in your downline. Onboarding Bonuses and Generation Bonuses are paid in addition to this bonus.

MINIMUM COMMISSION PAYMENT

When you earn at least \$10.00 in the month, your earnings for that commission run will be paid. If you earn less than \$10.00 from the

GLOSSARY (CONTINUED)

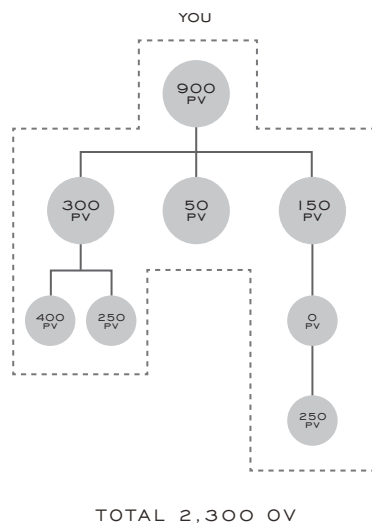
sales included in that commission run, then the amount you earn will be carried forward until you reach the minimum.

ONBOARDING BONUS

As an Active Ambassador, you may receive a Onboarding Bonus of 5% on the CV from the sales of the new recruits on your Level I during their first 90 days. This bonus is paid in addition to an other bonuses you may receive on those same sales.

ORGANIZATIONAL VOLUME (OV)

Your total sales volume and the sales volume from all of the Ambassadors in your downline, regardless of their titles and levels.



OV QUALIFICATION RULE

For qualification purposes only, up to 50% of your title qualification requirement can come from yourself, or any one leg. Ambassadors may be paid commissions on the entire volume earned.

PAID-AS TITLE

Your Paid-As Title is the title for which you qualify and are paid each month. Your

Paid-As Title may be the same as or lower than your Career Title depending on your monthly qualifications.

PERSONAL VOLUME (PV)

Your PV is the total Qualifying Volume (QV) from your purchases and your customers' purchases (orders placed directly with the company by customers).

PERSONAL SPONSOR

The Ambassador directly above you in your upline is considered to be your "personal sponsor." You are the personal sponsor for all the Ambassadors on your Level I. Your personal sponsor may also be referred to simply as your Sponsor.

PROMOTE (PROMOTION)

When you meet the qualifications to be paid as a title higher than your current Career Title, you will "promote" to that higher title and your Career Title will be updated to reflect that new achievement.

QUALIFIED

You are "qualified" for a specific title or payout when you fulfill all of the title and other requirements specified.

QUALIFIED LEG

A Qualified Leg is a leg which has at least one Ambassador that meets a specific Paid-As Title (or higher) in that month. For example, to be paid as an Senior Executive Director, you must have four Active Legs, two of which must be Qualified Senior Director legs. That means at least two of your legs must include an Ambassador that is paid-as a Senior Director or higher in that month.

QUALIFYING VOLUME (QV)

Qualifying Volume is a point value assigned to products, usually based on the rounded Retail Price, and is used to determine volumes such as PV and OV for title qualification only. All commissions and bonuses are paid on CV.

REQUALIFICATION POLICY

When you reach a Career Title of Senior Director and higher, you must meet the original promotion requirements for your Career Title at least once every 12 months. If you do not qualify to keep your Career Title, then it will be changed to your Paid-As Title in that 12th month.

PERSONAL SALES BONUS

When you have at least 3,000 PV in the month, you will earn a Personal Sales Bonus in addition to your Personal Sales Commission. The percentage you earn is based on your monthly PV and is paid based on the total CV of each purchase.

PERSONAL SALES COMMISSION

A commission you receive on the CV of your personal product purchases and customer sales. An Active Ambassador receives a 25% Personal Sales Commission and an Inactive Ambassador receives a 15% Personal Sales Commission.

TEAM BUILDING BONUS

When you are qualified as a Senior Director or higher title, you can receive a monthly fixed bonus based on the highest paid-as title in each of your downline legs excluding your strongest leg (the leg with the most OV).



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Boisset Collection reserves the right to implement changes as needed for the benefit of the field and the Home Office. Every effort will be made to give 30 days advance notice of changes. There are no guarantees regarding income, and the success or failure of each Ambassador, like any other business, depends upon each Ambassadors' own skills and personal effort.