

Sales Quick Look Conversion Chart

Common Catalog Prices w/ SV and CV Earned!

CATALOG PRICE	SALES VOLUME (SV)	COMMISSIONABLE VALUE (CV)
\$9.00	\$8.28	\$6.21
\$11.00	\$10.12	\$7.59
\$13.00	\$11.96	\$8.97
\$18.00	\$16.56	\$12.42
\$25.00	\$23.00	\$17.25
\$28.00	\$25.76	\$19.32
\$33.00	\$30.36	\$22.77
\$35.00	\$32.20	\$24.15
\$39.00	\$35.88	\$26.91
\$40.00	\$36.80	\$27.60
\$44.00	\$40.48	\$30.36
\$45.00	\$41.40	\$31.05
\$50.00	\$46.00	\$34.50
\$55.00	\$50.60	\$37.95
\$60.00	\$55.20	\$41.40
\$65.00	\$59.80	\$44.85
\$70.00	\$64.40	\$48.30
\$80.00	\$73.60	\$55.20

Common Order Totals w/ SV and CV Earned!

ORDER TOTAL	SALES VOLUME (SV)	COMMISSIONABLE VALUE (CV)
\$100.00	\$92.00	\$69.00
\$200.00	\$184.00	\$138.00
\$250.00	\$230.00	\$172.50
\$300.00	\$276.00	\$207.00
\$350.00	\$322.00	\$241.50
\$400.00	\$368.00	\$276.00
\$450.00	\$414.00	\$310.50
\$500.00	\$460.00	\$345.00
\$550.00	\$506.00	\$379.50
\$600.00	\$552.00	\$414.00
\$650.00	\$598.00	\$448.50
\$700.00	\$644.00	\$483.00
\$750.00	\$690.00	\$517.50
\$800.00	\$736.00	\$552.00
\$850.00	\$782.00	\$586.50
\$900.00	\$828.00	\$621.00
\$950.00	\$874.00	\$655.50
\$1,000.00	\$920.00	\$690.00

These examples are not inclusive of tax and shipping which SV is not based.

SV= Sale Volume is where there is a base commission paid based on the retail of the product and is used to calculate qualifications, incentive and Quick Start.

CV= This value is the base value of a product that is eligible to have leadership percentage-based commissions paid on it. The commissionable volume generally follow the 75% value for all commissionable products, except for the Fundraiser which Pink Zebra calculates SV based on 92% of catalog price (not applicable to Fundraisers).

Example: 1 Jar of Sprinkles (\$9)

Sales Volume (SV)

Catalog Price x .92 = SV

\$9 (1 jar) x .92 = **\$8.28** (SV)

Commissionable Value (CV)

SV x .75 = CV

\$8.28 x .75 = **\$6.21** (CV)



Order Examples with Commission

Customer Order (after 1/29/17)					
Qty	Catalog	SV	Commission		
16	Sprinkles Jar	\$ 144.00	\$ 132.48	\$ 33.12	
3	Sprinkles Carton	\$ 84.00	\$ 77.28	\$ 19.32	
2	Simmering Light	\$ 56.00	\$ 51.52	\$ 12.88	
1	Soaks	\$ 13.00	\$ 11.96	\$ 2.99	
3	Shade	\$ 75.00	\$ 69.00	\$ 17.25	
1	Jewelry	\$ 33.00	\$ 30.36	\$ 7.59	
26	Product Total	\$ 405.00	\$ 372.60	\$ 93.15	
	Shipping		FREE		
	Total (less tax)	\$	405.00		
Commission				\$ (93.15)	
Net Price				\$ 311.85	

Customer Order (prior to 1/29/17)					
Qty	Catalog	SV	Commission		
16	Sprinkles Jar	\$ 128.00	\$ 128.00	\$ 32.00	
3	Sprinkles Carton	\$ 75.00	\$ 75.00	\$ 18.75	
2	Simmering Light	\$ 50.00	\$ 50.00	\$ 12.50	
1	Soaks	\$ 12.00	\$ 12.00	\$ 3.00	
3	Shade	\$ 75.00	\$ 75.00	\$ 18.75	
1	Jewelry	\$ 30.00	\$ 30.00	\$ 7.50	
26	Product Total	\$ 370.00	\$ 370.00	\$ 92.50	
	Shipping	\$	37.00		
	Total (less tax)	\$	407.00		
Commission				\$ (92.50)	
Net Price				\$ 314.50	

Consultant Order (after 1/29/17)					
Qty	Wholesale	SV	Commission		
16	Sprinkles Jar	\$ 110.88	\$ 132.48	\$ 33.12	
3	Sprinkles Carton	\$ 64.68	\$ 77.28	\$ 19.32	
2	Simmering Light	\$ 43.12	\$ 51.52	\$ 12.88	
1	Soaks	\$ 10.01	\$ 11.96	\$ 2.99	
3	Shade	\$ 57.75	\$ 69.00	\$ 17.25	
1	Jewelry	\$ 25.41	\$ 30.36	\$ 7.59	
26	Product Total	\$ 311.85	\$ 372.60	\$ 93.15	
	Shipping		FREE		
	Total (less tax)	\$	311.85		
Net Price				\$ 311.85	

Consultant Order (prior to 1/29/17)					
Qty	Wholesale	SV	Commission		
16	Sprinkles Jar	\$ 96.00	\$ 128.00	\$ 32.00	
3	Sprinkles Carton	\$ 56.25	\$ 75.00	\$ 18.75	
2	Simmering Light	\$ 37.50	\$ 50.00	\$ 12.50	
1	Soaks	\$ 9.00	\$ 12.00	\$ 3.00	
3	Shade	\$ 56.25	\$ 75.00	\$ 18.75	
1	Jewelry	\$ 22.50	\$ 30.00	\$ 7.50	
26	Product Total	\$ 277.50	\$ 370.00	\$ 92.50	
	Shipping	\$	37.00		
	Total (less tax)	\$	314.50		
Net Price				\$ 314.50	