

What is QV?

QV= Qualifying Volume
PQV = Personal Qualifying Volume
SRP= Suggest Retail Price
PC= Preferred Client
IC= Independent Consultant

Qualifying Volume (QV)

There are 3 major branches of the SuccessPlan: Compensation, Promotion and Maintenance.

While **Compensation** is based on the amount of sales in the currency of a country (e.g. \$), **Maintenance, Promotions, Qualifying for Promotions, Incentives, and Awards** are all based on QV. Every Arbonne product has been allotted a specific QV.

When Arbonne opened the markets in Canada, UK, and Australia, and in looking ahead to our globalization, they needed to create a "universal unit." This created an equal opportunity for all ICs, no matter what country their Arbonne business exists in. **QV is like a points system used in Arbonne to track the volume of product sales.**

For you numbers' people, QV in Canada is roughly 80–85% of the full Suggest Retail Price (SRP) of products. Or another way to think of it, QV is roughly equivalent to what Preferred Clients pay for products at 20% off. This means that typically the QV for a product is higher than the reduced price we pay as Consultants (35% off).

(Note): Business Aids don't have any QV attached to them. They don't provide you with any PQV when you order them.

QV in your SuccessLine is the volume by your personally-sponsored PCs, ICs, and all other PCs and ICs sponsored below them through your whole SuccessLine ('family tree') – it also includes your PQV.

Personal Qualifying Volume (PQV)

PQV is derived from purchasing products yourself AND from the purchases of your directly-sponsored Preferred Clients and Retail clients.

Maintenance

Maintaining your status as Consultant requires getting 1200 PQV over 12 months. I want to reassure you that this will not be a problem for anyone working their business or even just Arbonnizing their home.

In addition to the Maintenance Requirements, there are also minimum requirements related to qualifying for overrides and bonus payments. In order to get paid these from Arbonne, you need to have at least 150 PQV for that month.

****Putting it all together, plan to have at least 150 PQV every month from personal orders and sales. This will ensure that you get a cheque each month and maintain your Consultant status. We will encourage you, however, to be aiming much higher than just maintenance.****

To put this in perspective, if you were to order the Daily Power Pack and a package of Fizzy Tabs each month, that would come up to 157 PQV. Your cost would be \$132.60 + tax & S/H. When you are a 'product of the product' and purchasing Arbonne products from yourself instead of from a store, meeting these volumes is easy to do. Make use of Arbonne Special Delivery and save even more with a monthly order.