

SILVER RETREAT 2023

COSTA RICA

Qualification Period: July 2022 - December 2022 Commission Months

Qualify and join The Body Shop at Home™ top US Leaders on this 5 Day/4 Night tropical adventure at Dreams Las Mareas Resort in Costa Rica taking place February 8th – 12th, 2023!

Qualification is open to all Consultants. To qualify you need to achieve Trip Points according to your July 2022 Recognition Rank. Take a look at the Rank qualification requirements below.

Qualification Requirements for your July 1 st Recognition Rank	Required Trip Points
Consultant, Beauty Consultant, Star Beauty Consultant	60
Silver Leader	100
Gold Leader	150
Platinum Leader	200
Ruby Group Leader (and above)	300

How to get Trip Points!

Activity	# of Trip Points	Time period
Be Paid As min. Silver Leader	10 Trip Points	per month
Each 1 Consultant in your Central Group Paid As min. Silver Leader	10 Trip Points	per month
Achieve min. 3,500 PPV in a month of qualification	10 Trip Points	per month
Each 4 New Personally Enrolled Consultants with 750 PPV (each)*	40 Trip Points	in qualification period
Each 1 Personally Enrolled Consultant promoting to Star Beauty Consultant (for the first time)**	20 Trip Points	promoted during qualification period
Each 1 Consultant promoting to Silver Leader in your Central Team (for the first time)**	40 Trip Points	promoted during qualification period

*includes Consultants enrolled in the qualification period only.

**includes Consultants enrolled prior to the qualification period.

July 2022 Recognition Ranks are confirmed in the first week of each month when the commission process for June 2022 has been completed.

Make sure your business has what it needs to reach to the Silver Leader Paid As Rank. Talk to your existing Customers, use our promotional offers to find potential new customers! Grow your Team and support them as they embark on their TBSAH journey and get rewarded with Trip Points for your mentorship!

The tropical Costa Rica is waiting for you! Make sure you answer the call!

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Qualification Rules

- The Costa Rica Silver Retreat Qualification is open to **all Consultant Ranks**
 - Consultants, Beauty Consultants and Star Beauty Consultants will need to promote to Silver Leader.
- Qualification Period is **1 July to 31 December 2022**
- This is a **“do and get”** Incentive. In order to earn your place on the Retreat you need to earn a specific number of **Trip Points** according to **your July 2022 Recognition Rank**
 - If you change your Rank during the qualification period, you carry over the Trip Point Requirement of your July 1st Recognition Rank
 - E.g., Consultant A is Recognized as Gold Leader, and their Target is 150 Trip Points. After a promotion to Platinum Leader, they still hold the Target of 150 Trip Points.

Qualification Requirements for your July 1 st Recognition Rank	Required Trip Points
Consultant, Beauty Consultant, Star Beauty Consultant	60
Silver Leader	100
Gold Leader	150
Platinum Leader	200
Ruby Group Leader (and above)	300

- Earning Trip Points during a month:
 - 10 Trip Points = Yourself Paid As Silver Leader or above
 - 10 Trip Points = Each Consultant in your Central Group Paid As Silver Leader or above
 - 10 Trip Points = Each month you achieve 3,500 PPV in a month
 - 40 Trip Points = Each 4 New Personally Enrolled Consultants with 750 PPV (each)
 - 20 Trip Points = Each Personally Enrolled Consultant promoting to SBC (for the 1st time)
 - 40 Trip Points = Each 1 Consultant promoting to Silver Leader in your Central Team (for the 1st time)
- Only Consultants from your Home Market (USA) in your Central Group Paid As Silver Leader or above will count towards the Trip Points.
- You need to be Paid As Silver Leader (or above) to count your Trip Points for
 - Consultants Paid As Silver Leader or above (10 Trip Points)
 - Consultants promoting to Silver Leader for the first time (40 Trip Points)
- Your 4 New Personally Enrolled Consultants:
 - Need to be enrolled during the qualification period
 - Only Consultants from your Home Market (USA) will count towards the Trip Points.
- Your New Personally Enrolled Consultant promoting to SBC:
 - Include Consultants enrolled prior to the qualification period.
 - Only 1st time promotions will count toward Trip Points.
 - Only Consultants from your Home Market (USA) will count towards the Trip Points.
- Your Consultant promoting to Silver Leader in your Central Team:
 - Include Consultants enrolled prior to the qualification period.
 - Only 1st time promotions will count toward Trip Points.
 - Only Consultants from your Home Market (USA) will count towards the Trip Points.
 - Will earn you 40 Trip Points in the month of the promotion.
- Partner Qualifications:
 - Achieve an extra (on top of your Rank's Trip Point Requirement) 100 Trip Points to earn partner accommodation (cost of flight not included)
 - Achieve an extra (on top of your Rank's Trip Point Requirement) 150 Trip Points to earn partner accommodation and flight.
- SVP Promote-Outs for Upline SVP:
 - When you have a Sapphire Vice President promoting (or re-promoting) out of your Central Group the Upline Sapphire Vice President will receive 200 Trip Points.
 - In month following the SVP Promote-Out (or Re-Promote-Out) of the Central Group, the points will be distributed accordingly to new organization structure.
 - Only SVP Promote-Outs from your Home Market (USA) will count towards the Trip Points.
- To qualify you need to end the Qualification Period as a Recognized Silver Leader or above.
- To attend the Retreat, you need to be Recognized As a Silver Leader or above in January 2023.

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Terms & Conditions

1. Qualification

1. This is a Trip Point-based incentive. In order to qualify for this Incentive you must meet the required Trip Points and hold the Recognition Rank of Silver Leader by the end of the qualification period.
2. Your Trip Points target is based on your Recognition Rank at the beginning of July 2022.
3. Consultants must hold the recognition rank of Silver Leader of Above in January 2023 in order to attend the retreat.
4. This incentive is open to TBSAH Consultants with Home Market of USA.
5. Any first time Rank Achievement means the Consultant has not held that rank or equivalent rank & above in the current or previous compensation plan.
6. TBSAH Head Office has the right to amend the Terms & Conditions of this Incentive at its own discretion and will announce any changes to Consultants via the Business Hub. Any changes to the Terms & Conditions supersede the previous version released. The current T&C Version is 1. Any future versions of the T&C will override any previous communication of the Terms & Conditions.
7. Qualification will be confirmed (or denied) at the sole discretion of TBSAH Head Office.
8. Qualifiers will be announced after the qualification period has finished and results have been calculated in January 2023.
9. The only way to earn your way onto the Retreat is through the qualification requirements (no buy-in).

2. Reward

1. Dates for the Retreat are February 8th – 12th, 2023 (5 days / 4 nights).
2. When the Consultants Qualification is confirmed, they will be required to opt for one of the following options only by a specified date:
 1. Attend the Reward Trip to the Dreams Las Mareas Resort in Costa Rica OR
 2. Opt for a Cash Bonus – that will be paid in the month of the travel, by selecting this option the Consultant agrees to remove any right to attendance on the Reward Trip.
 Cash Bonus of USD \$1250 for level 1 (Consultant earned trip).
 Cash Bonus of USD \$1500 for level 2 (Consultant earned trip + guest accommodation)
 Cash Bonus of USD \$1750 for level 3 (Consultant earned trip + guest accommodation + guest flight), by selecting this option the Consultant agrees to remove any right to attendance on the Reward Trip.
3. This Retreat is subject to availability and TBSAH Head Office reserves the right to change any element of this Retreat without notice or penalty and award a substitute Retreat of equal value. The Retreat is non-transferable.
4. TBSAH Head Office will notify everyone who has achieved by email asking for confirmation of whether they will be attending the Retreat or opting for a cash bonus once their qualification is confirmed. Once confirmed, the reward chosen is final and are strictly non-refundable/non-changeable.
5. The Body Shop reserves the right to cancel, postpone or adjust the reward at any time in the interest of Consultant safety and travel requirements which may include the offering of a virtual experience or other prize. The Body Shop At Home™ will not be liable to the qualifiers and will not accept responsibility for any cancellation, postponement or unavailability of Retreat beyond the control of The Body Shop At Home™.
6. Qualifiers are not permitted to sell/transfer/give their place to any other person.
7. Gifting provided throughout the retreat will only be available for those in attendance on the trip only.

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3. Retreat Travel

1. Consultant must have an open, active account in the month of travel.
2. Accommodation is provided on a twin share basis and your sharing partner is at the discretion of The Body Shop At Home™.
3. Qualifiers must provide their own spending money and are responsible for paying for their own meals / activities /tips when not provided by The Body Shop At Home™.
4. TBSAH will coordinate your travel through our travel agency; no allowance/vouchers will be offered directly.
5. In the event that a Consultant requires allowances for Carers, infants or additional support on the retreat, these circumstances will be reviewed on a case by case basis once qualification is confirmed. Any additional accommodation, travel and expenses incurred will be at the expense of the consultant including any provisions needed for a single room.
6. Event program, catering, activities, transfers and gifting will be available for the qualifiers only attending the retreat.
7. Achievers must provide their own comprehensive travel insurance and present these details to The Body Shop At Home™ when requested.
8. Passports, visas, proofs of citizenship, expiration dates of passports and all other travel documents required for entry in/travel to the destination including Covid requirements, are the sole responsibilities of the qualified* Consultants and not TBSAH. Winners are responsible to ensure they are aware of the conditions of entry (to the destination and are eligible for the appropriate visa/s or meet the entry conditions. You are responsible to ensure you can gain a visa by the close of the qualification period. Should you qualify and register you participation and later are declined a visa, you may be liable for booking costs and cancellations incurred.
9. The prize cannot be extended i.e. you cannot increase the length of time you are on the Retreat.

4. Consultant Conduct

1. All attendees must at all times represent the company in a positive light and refrain from activity which would bring disrepute to themselves, another Independent Consultant or The Body Shop®, whether legal or otherwise on the Retreat as this may result in you either being required to return to your home or your account terminated on return.
2. Attendees must make smart choices about the activities that they undertake while on the Retreat, ensuring that the activities are safe and are booked using reputable tourist groups.
3. We also remind Consultants of The Body Shop's commitment to fight for a fairer and more beautiful world. Consultants must not partake in activities at the destination that directly or indirectly affect any of The Body Shop's purpose.

5. Partner Qualification

1. Consultants can achieve the additional qualifications to secure an additional spot on the reward trip for a partner. These are achieved by achieving their additional trip point targets as published.
2. The partner level qualifications entitle the partner to the following:
 1. Level 1: Partner accommodation twin/double sharing with the consultant and attendance at the program of events, dinners and activities.
 2. Level 2: Partner accommodation twin/double sharing with the consultant, return economy airfares from their capital city and attendance at the program of events, dinners and activities.
3. A partner cannot be a Consultant of The Body Shop At Home unless they are within the consultants immediate family.
4. The Consultant will be required to confirm partner details upon confirming their place on the retreat.
5. A Cash out Bonus is not available if the Consultant chooses to not have a partner attend.

All Retreat Travel and Consultant Conduct conditions as outlined in Sections 3 & 4 will apply to the travelling partner.