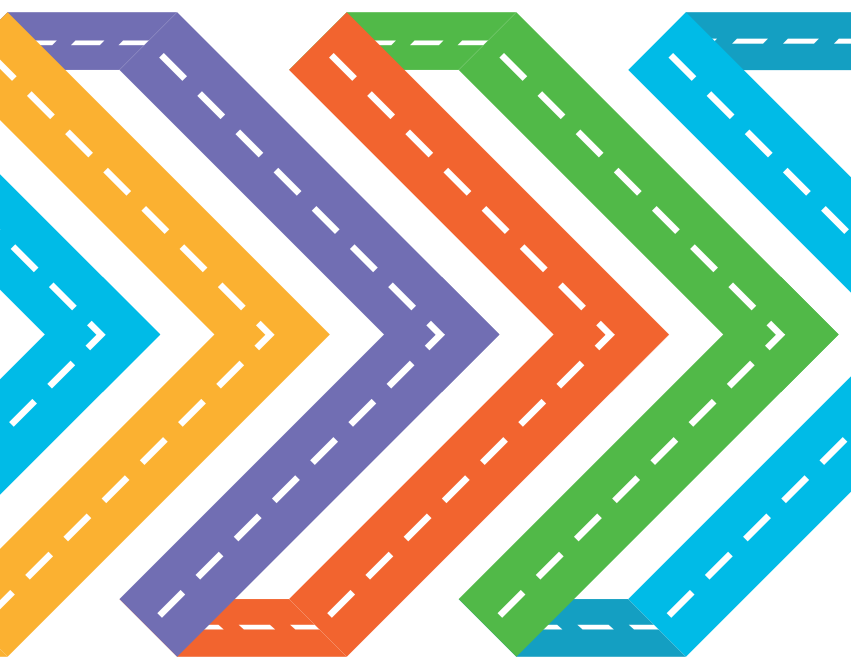


COMPENSATION PLAN OVERVIEW





HOW OUR PLAN WORKS FOR YOU

The foundation of any Rodan + Fields® business is a commitment to promoting our products and brand values. From there, it is up to you how you choose to grow.

This document is designed to help you further understand the Compensation Plan.

MULTIPLE WAYS TO EARN



The Rodan + Fields® Compensation Plan offers five ways to earn:

- 1 RETAIL PROFIT** from selling product to Retail Customers and to Preferred Customers.
- 2 CONSULTANT COMMISSIONS** from sales to the Consultants and PCs you sponsor.
- 3 PERSONAL TEAM COMMISSIONS** on sales made by your Personal Team¹ and Consultants you sponsor.
- 4 GENERATION COMMISSIONS** on sales made by the extended organisation your Personal Team creates.
- 5 PERFORMANCE BONUSES** for performance achievements.

¹ With respect to any Consultant, the Personal Team consists of (i) Consultants who are directly or indirectly sponsored by that Consultant down to and including the first EC in each respective Downline Leg in the Performance Lineage; and (ii) PCs who are directly sponsored by the Consultant or have compressed to the Consultant, and any PCs of Consultants who have not promoted to EC in the Consultant's Personal Team.

CHART EXPLANATIONS



Retail Customer (RC)



Preferred Customer (PC)



Consultant



Executive Consultant (EC)



LI EC - LV EC and RF^x EC

RETAIL CUSTOMER (RC): A Customer who purchases the R+F Products from or through a Consultant at suggested Retail Price.

PREFERRED CUSTOMER (PC): A Customer who agrees to receive regular shipments by enrolling in PC Perks, the Rodan + Fields Customer Loyalty Program (see PC Perks Terms & Conditions located in the Pulse Business Development Library for more details).

CONSULTANT (C): A Consultant is an Independent Contractor who has signed a Consultant Application which has been accepted by Rodan + Fields and is operating in compliance with Rodan + Fields Policies and Procedures.

EXECUTIVE CONSULTANT (EC): The first promotion title an Active Consultant² may achieve. Requires a monthly minimum of 100 in Sales Volume (SV) and a minimum of 600 in Personally Sponsored Qualifying Volume (PSQV).

LEVEL I EC (LI EC) - LEVEL V EC (LV EC) AND RF^x EC: Leadership Titles within the Compensation Plan.

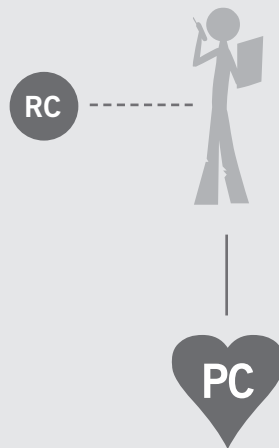
² A Consultant becomes an "Active Consultant" and therefore has an opportunity to earn Consultant Commissions by achieving a minimum of 100 SV in sales during a Commission Period.

1. RETAIL PROFIT



As a Rodan + Fields Consultant, you can earn retail profit on purchases made by your Retail Customers and L1 Preferred Customers. Retail Profit is based on the difference between Consultant Price and the Retail or Preferred Customer Price with Goods and Services Tax (GST) removed.

RETAIL PROFIT



PRICE SHEET SAMPLE

Consultant Price	Preferred Customer Price	Retail Price
\$185.45*	\$221.81*	\$247.27*
Retail Profit	\$36.36	\$61.82

*10% GST is removed from All Display Prices prior to calculating Retail Profit.

2. CONSULTANT COMMISSIONS



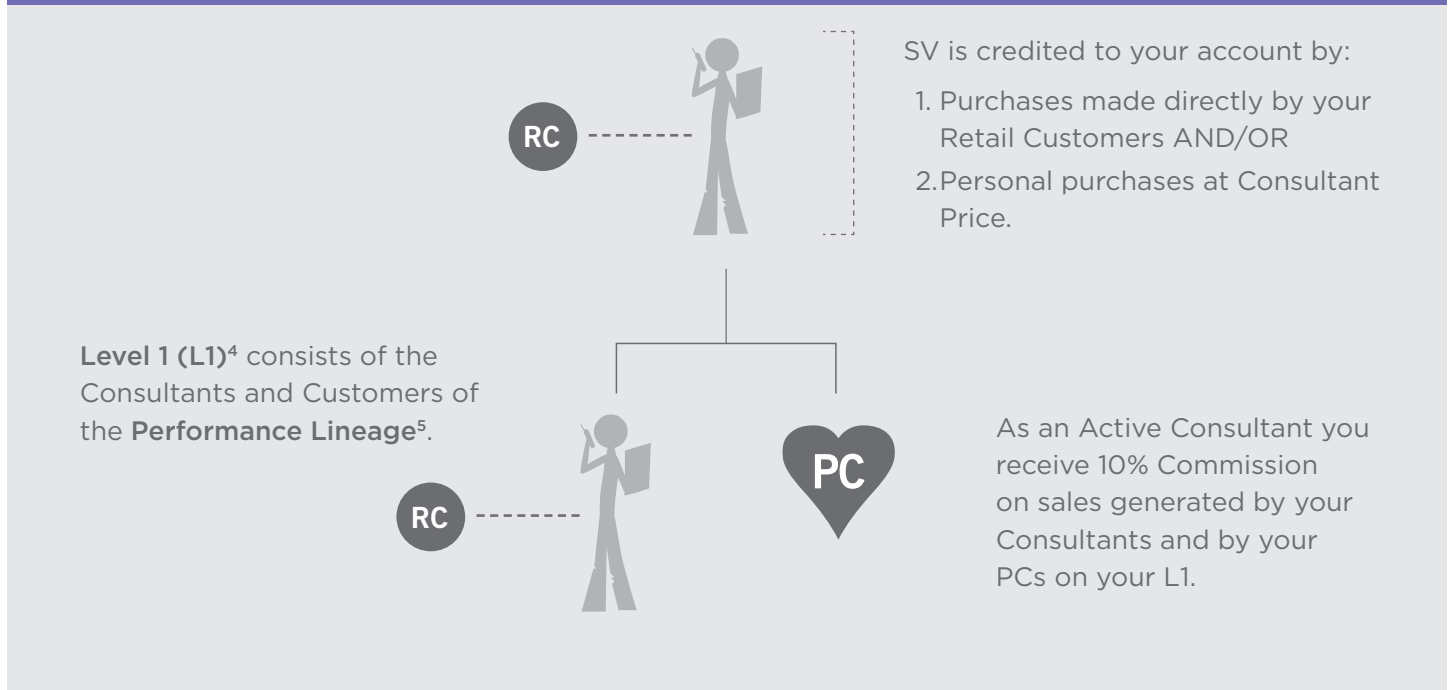
ACTIVE CONSULTANT

As an Active Consultant you are eligible to earn Consultant Commissions. You simply need to acquire a minimum of 100 Sales Volume (SV) for your Consultant Account each Commission Period.³

As an Active Consultant, two ways you can earn include:

- **Consultant Commissions:** 10% L1 Commissions on all Commissionable Volume (CV) which includes volume from Customers and Consultants on your L1.
- **Retail Profit:** From your Retail Customers and Preferred Customers.

ACTIVE CONSULTANT



³ Commission Period is a calendar month.

⁴ With respect to a Consultant, L1 consists of all Preferred Customers and Consultants of which that Consultant is the Sponsor in the Performance Lineage.

⁵ The lineage based on performance within the Program. The lineage can change as a result of Compressions, which may be the result of either a Roll Around or Termination.

3. PERSONAL TEAM COMMISSIONS



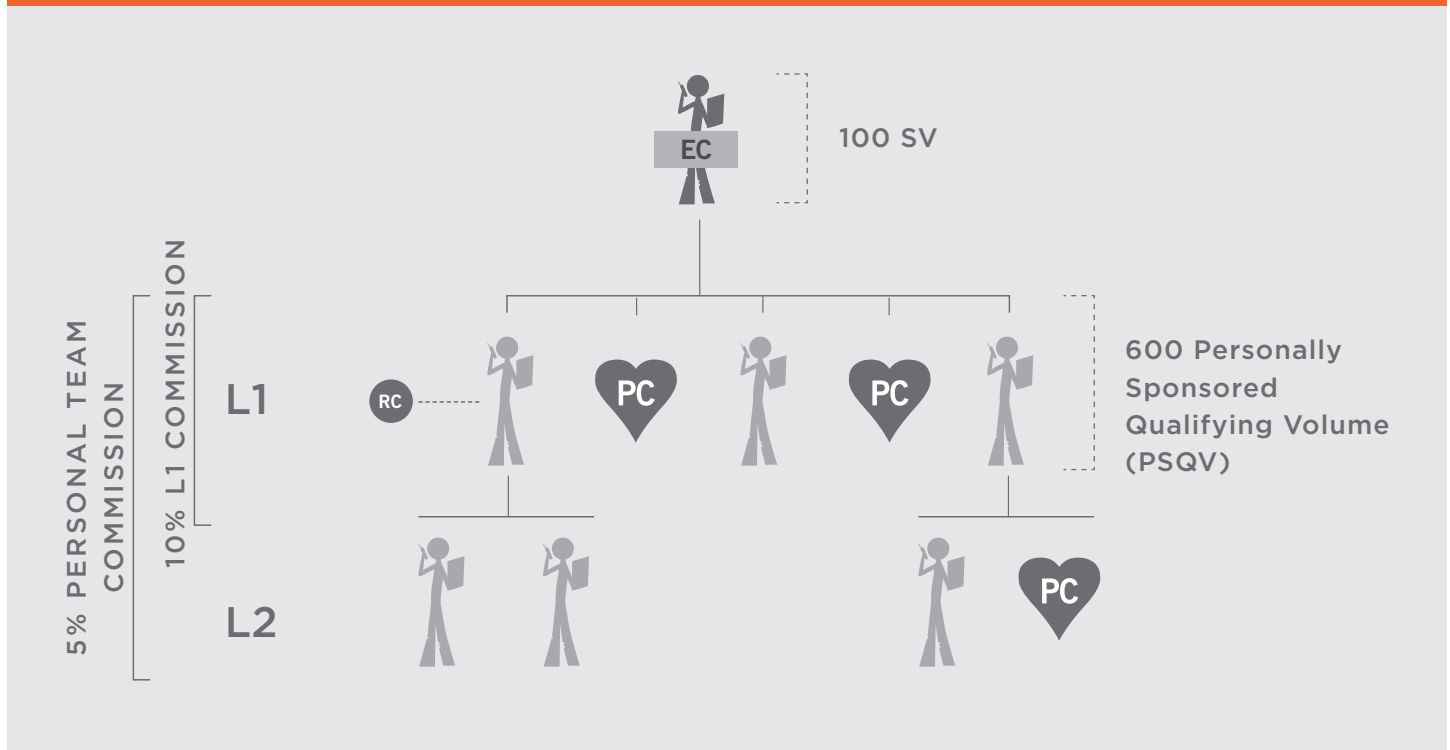
EXECUTIVE CONSULTANT

As an Active Consultant, your next target is to qualify as an Executive Consultant (EC) by achieving a minimum of 600 Personally Sponsored Qualifying Volume (PSQV) in a Commission Period. PSQV is the qualifying volume generated by the Preferred Customers whom you personally enrol in the PC Perks Program and Consultants whom you personally sponsor, including Commissionable Volume (CV) from their Retail Customers.

As an EC, three ways you can earn include:

- **Personal Team Commissions:** 5% Commission on the CV generated by all the Consultants and Customers in your Personal Team.
- **Consultant Commissions:** 10% Commission on all Level 1 Volume.
- **Retail Profit:** From your Retail Customers and Preferred Customers.

EXECUTIVE CONSULTANT



4. GENERATION COMMISSIONS



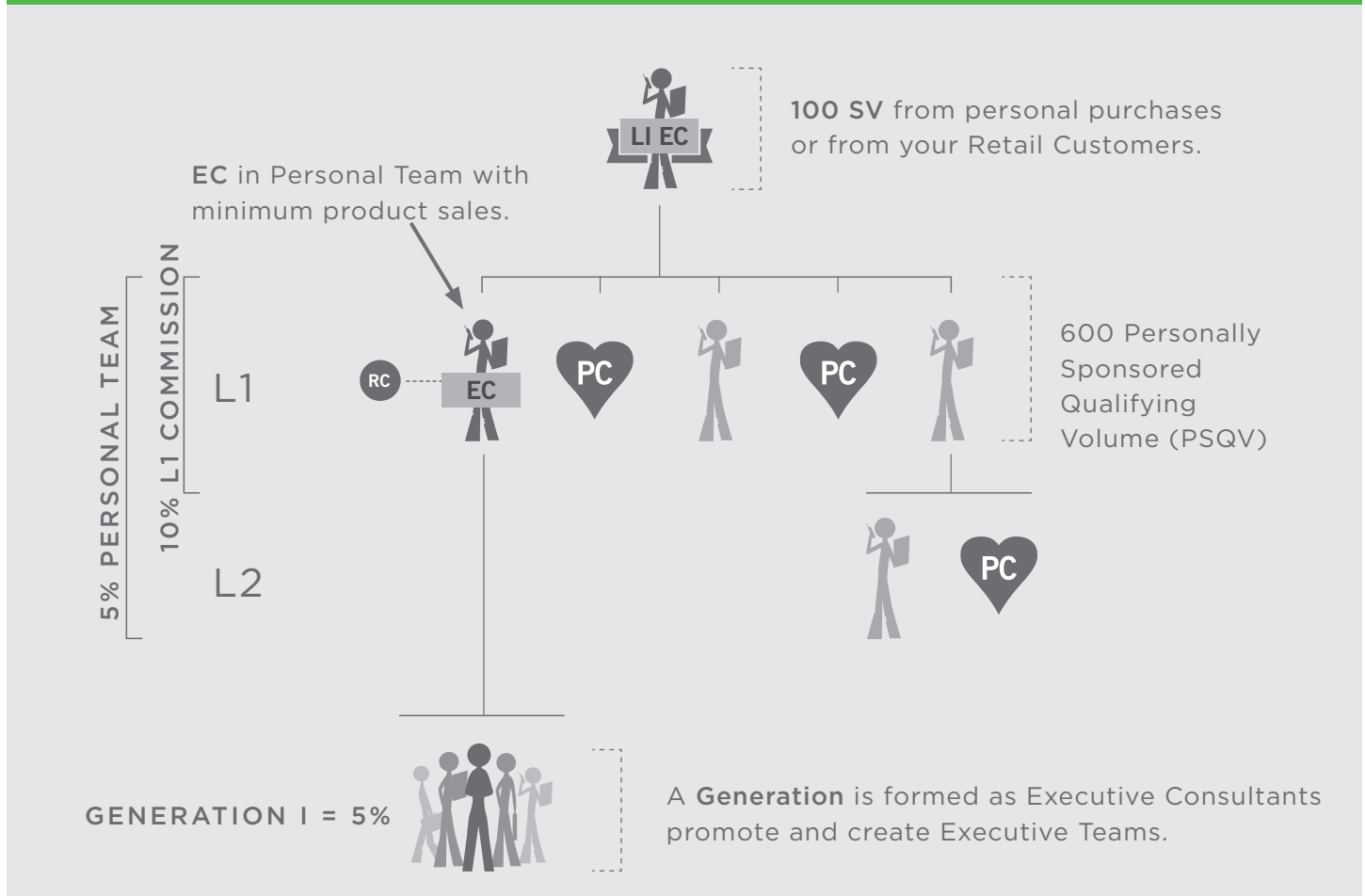
ADVANCING TO LEVEL I EXECUTIVE CONSULTANT

When you maintain your EC status and support the promotion of one Consultant in your Personal Team to EC status through product sales, that Consultant's Personal Team Volume moves out of your Personal Team to your Generation I.⁶ This process will promote you to a Level I Executive Consultant (LI EC).

As a Level I EC, four ways you can earn include:

- **Generation Commissions:** 5% Commissions on Generation I Volume.
- **Personal Team Commissions:** 5% Commission on the CV generated by all the Consultants and Customers in your Personal Team.
- **Consultant Commissions:** 10% Commission on all Level 1 Volume.
- **Retail Profit:** From your Retail Customers and Preferred Customers.

LEVEL I EXECUTIVE CONSULTANT



⁶ All volume generated by an Executive Consultant forms a new generation.

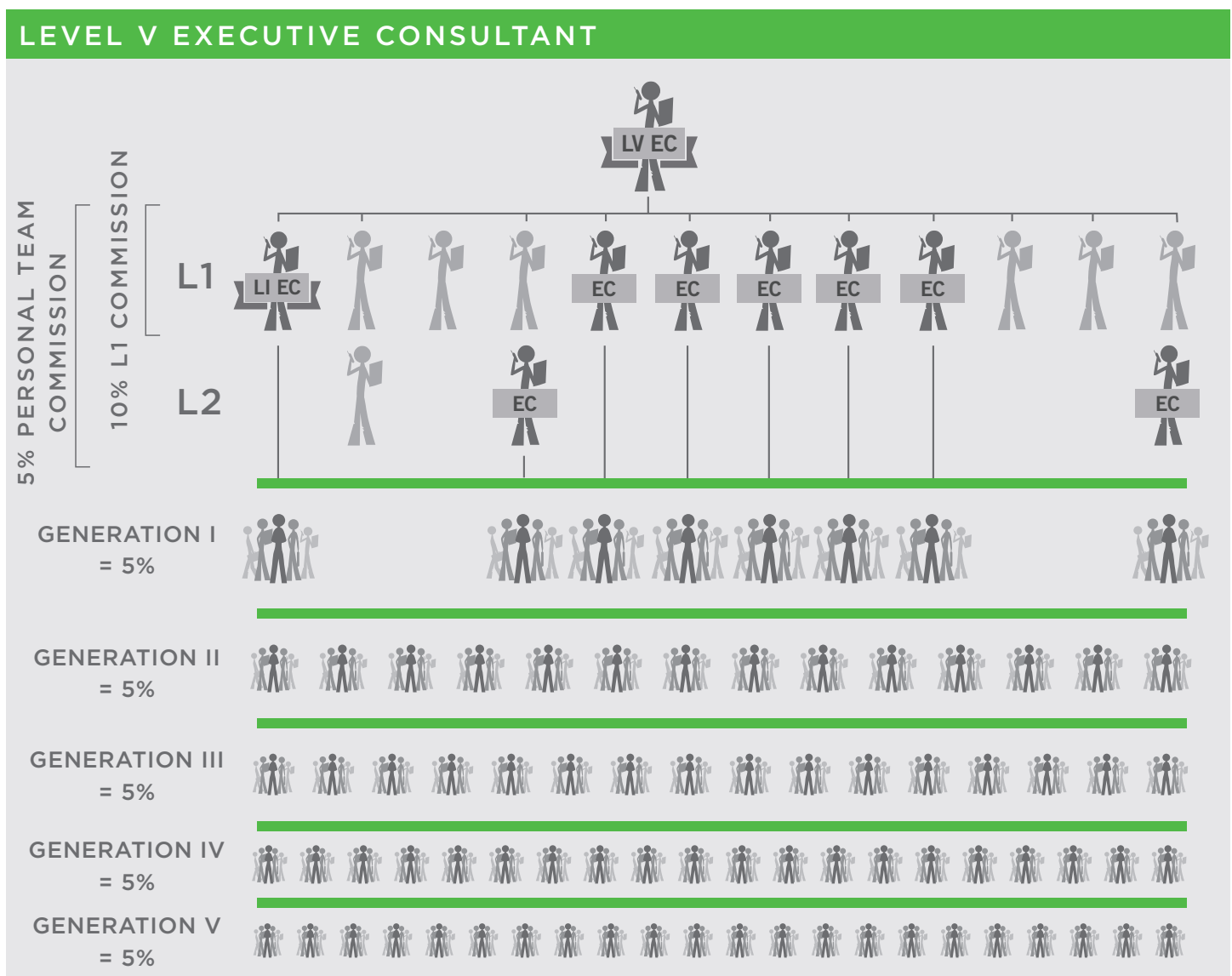
4. GENERATION COMMISSIONS CONTINUED

LEVEL V EXECUTIVE CONSULTANT

Once you have grown your organisation and support the advancement of eight Consultants in your Personal Team to Executive Consultants, you will be promoted to a Level V Executive Consultant (LV EC).

As a Level V EC, four ways you can earn include:

- **Generation Commissions:** 5% Commissions on Generation I - Generation V Volume.
- **Personal Team Commissions:** 5% Commission on the CV generated by all the Consultants and Customers in your Personal Team.
- **Consultant Commissions:** 10% Commission on all Level 1 Volume.
- **Retail Profit:** From your Retail Customers and Preferred Customers.



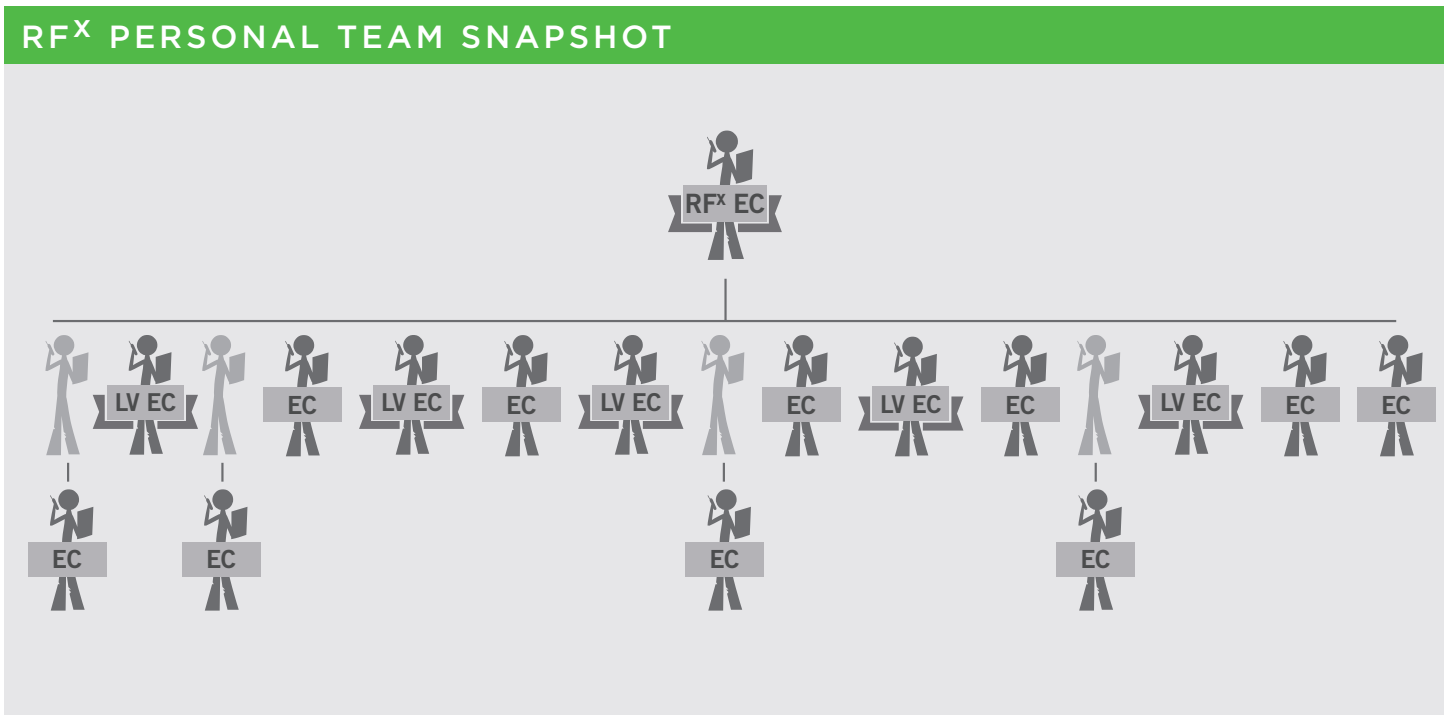
4. GENERATION COMMISSIONS CONTINUED

RF^X EXECUTIVE CONSULTANT

Maximise your potential earnings from the Compensation Plan with RF^X when you continue to build your organisation with 15 ECs in your Personal Team, five of whom are LV ECs. When you reach this ultimate destination you will earn 2.5% Commission on your Generation VI Volume. As your organisation continues to grow and develop, this has the potential to meaningfully increase your earnings.



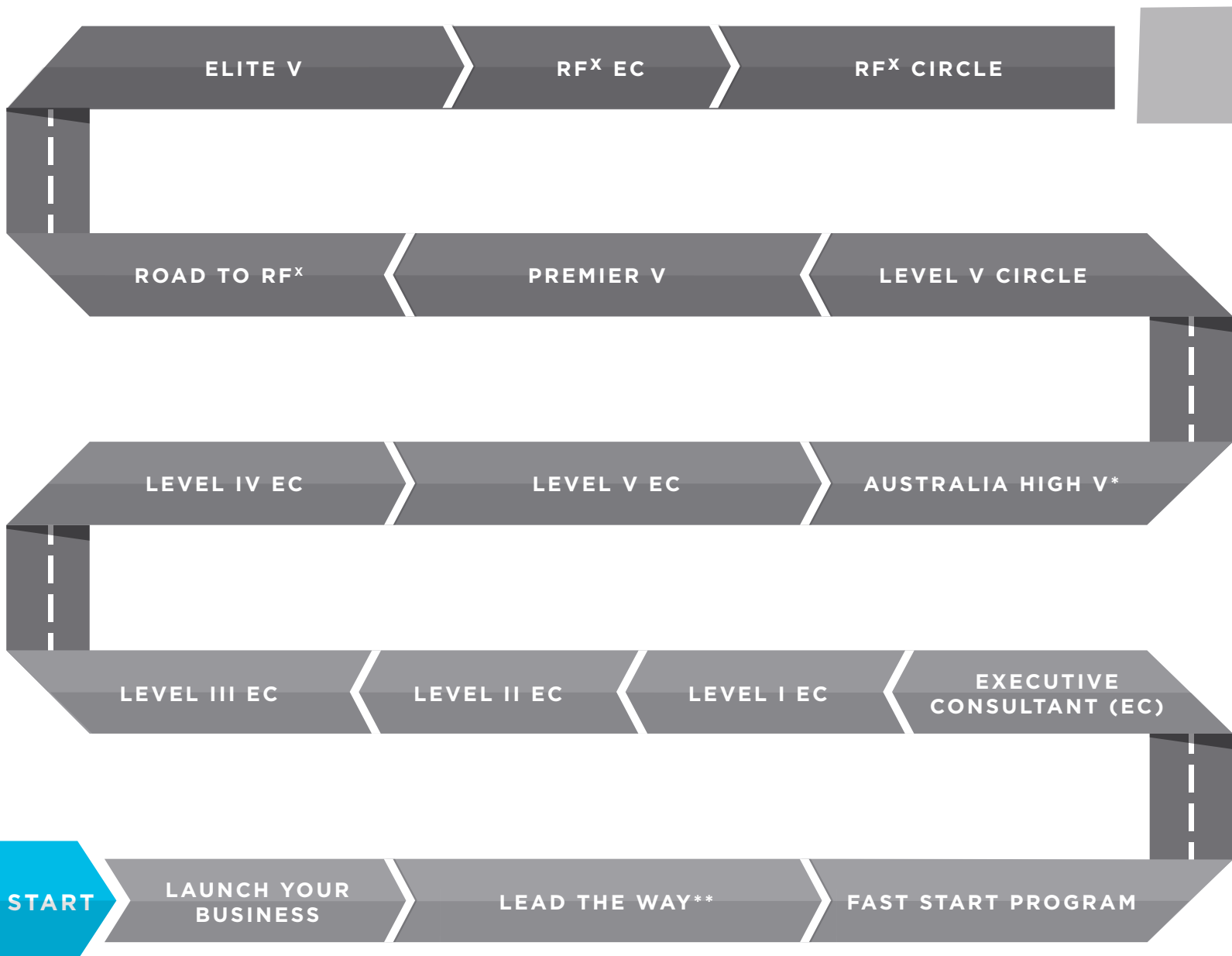
RF^X PERSONAL TEAM SNAPSHOT



5. PERFORMANCE BONUSES



In addition to earning Commissions through our Compensation Plan, you may also become eligible to participate in award programs that are offered from time to time. From our Fast Start Program, which is designed to help Consultants get an early return on their efforts to our Road to RF^X Car Incentive Program, the Compensation Plan and bonus programs offer the possibility of residual income and an abundance of lifestyle rewards.



*Australia High V Program runs from May - August 2017 only
 **Lead The Way Program begins for Australian Consultants August 2017

COMPENSATION PLAN AT A GLANCE

	Consultant	Active Consultant	Executive Consultant	Level I Executive	Level II Executive	Level III Executive	Level IV Executive	Level V Executive	RFX Executive
Requirements									
Business Portfolio	X	X	X	X	X	X	X	X	X
Total Sales Volume (SV)		100 SV	100 SV	100 SV	100 SV	100 SV	100 SV	100 SV	100 SV
Personally Sponsored Qualifying Volume (PSQV)			600 PSQV	600 PSQV	600 PSQV	600 PSQV	600 PSQV	600 PSQV	600 PSQV
Number of Qualified EC Legs				1	2	4	6	8 or more	15 or more*
Earning Potential									
Retail Profit	X	X	X	X	X	X	X	X	X
Level 1 (L1) Consultant Commission		10%	10%	10%	10%	10%	10%	10%	10%
Personal Team Commission (includes L1)			5%	5%	5%	5%	5%	5%	5%
Generation I Commission				5%	5%	5%	5%	5%	5%
Generation II Commission					5%	5%	5%	5%	5%
Generation III Commission						5%	5%	5%	5%
Generation IV Commission							5%	5%	5%
Generation V Commission								5%	5%
Generation VI Commission									2.5%

* To qualify for RFX, you must maintain your status as a paid as LV EC and create seven additional Downline EC Legs by helping at least seven Consultants in your Personal Team promote to EC through product sales. Five of your Downline EC Legs must start with a LV EC. All calculations are based on Commissionable Volume.

RODAN+FIELDS®



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