

## **Bambino**

### **Bambino Squadra Requirements**

This is not a leadership role. If you are in the Bambino Squadra you will be a retailer of Pelle Naturale skincare products. To become a retailer, you will need to sign up on the website.

Registration and business starter kit is \$29.99

We also advise that you purchase one of our starter packages for home parties, salons and discounted personal use. Starter packages for are BASIC, SUPERIOR & ELITE

1. Basic – one of every Pelle Naturale branded product, cosmetic bag & product guide – \$238
2. Superior – two of every Pelle Naturale branded product, cosmetic bag & product guide – \$476
3. Elite – four of every Pelle Naturale branded product, cosmetic bag & product guide - \$952

New recruits also get 50% discount code to purchase starter packages. The code is valid for 4 weeks after joining the company.

Your products come with a recommended retail price. Commission on wholesale products is 30% after initial starter pack purchase.

To remain in the Bambino Squadra you must be an active retailer of the products. Have personal or retail sales totalling 3 products in retail sales in one calendar month. Failure to achieve the minimum personal or retail sales for 3 consecutive months will result in the termination of the distributors role. The distributor can reapply to the company after 6 months post termination.

## **Sorella**

### **Sorella Squadra Requirements**

The Sorella Squadra is a sponsorship role and will make you more active in the Pelle Naturale family and one step closer to building a sustainable independent income. Once you have personally sponsored at least 1 retailer from the Bambino Squadra, you will have the family level of Sorella.

In order to achieve the family level of Sorella, the family level must be qualified for each month. The monthly Sorella Compensation Requirements are:

Have a personal or retail sales of totaling 3 products sales for that calendar month. Failure to achieve the minimum personal or retail sales for 3 consecutive months will result in the distributor being demoted to the role of Bambino. The sponsored members of the distributors team will be given to a new upline.

### **Sorella Compensation**

You will be eligible to earn 3% override compensation on the retail sales of your sponsored Bambino retailers. Sales and compensation will be calculated per calendar month. You will also receive a personalized gift of an engraved Pelle Naturale phone cover. You can order this for any phone type that you have.

### **Sorella Compensation Levels**

When you are a member of the Sorella Squadra you can begin working towards the family level of Famiglia Squadra. To become a member of the Famiglia Squadra there are some levels of Sorella that you must advance through first. Each level of advancement for Sorella gives a one-time pay out in the month it is first achieved. The levels are:

#### **Sorella 1 - \$25**

The requirements to advance to Sorella level 1 are:

- Have personal or retail sales totaling a minimum of 9 products or a minimum of \$100.
- Have team personal or retail sales totaling a minimum of 12 products or a minimum of \$200.
- Have a minimum team size of 3 Bambinos.

#### **Sorella 2 - \$50**

The requirements to advance to Sorella level 2 are:

- Have personal or retail sales totaling a minimum of 15 products or a minimum of \$200.
- Have team personal or retail sales totaling a minimum of 20 products or a minimum of \$400.
- Have a minimum team size of 5 Bambinos.

### **Sorella 3 - \$75**

The requirements to advance to Sorella level 3 are:

- Have personal or retail sales totaling a minimum of 24 products or a minimum of \$300.
- Have team personal or retail sales totaling a minimum of 32 products or a minimum of \$600.
- Have a minimum team size of 8 bambino retailers.

## **Famiglia**

### **Famiglia Squadra Requirements**

As a Famiglia, you must have at least 3 personally sponsored bambino retailers and have a total of 10 people on your team (team includes all retailers on your team not under a graduated leader).

In order to receive compensation at the family level of Famiglia, the family level must be qualified for at minimum every 3 months. If the distributor (leader) has not qualified with sales for 3 consecutive months will result in the distributor being demoted to the role of Bambino. The sponsored members of the distributors team will be given to a new upline.

### **Famiglia compensation requirements are:**

- Have personal or retail sales totaling a minimum of 45 products in a month.
- Have team personal or retail sales totaling a minimum of 60 products in a month.

### **Famiglia Compensation**

For qualifying as a Famiglia, you will receive a one-time compensation of \$450 and Pelle Naturale necklace or bracelet. You will continue to be eligible to earn a 3% compensation on the retail sales of your personally sponsored retailers. For any member of your team you do not personally sponsor, you'll receive a 1.8% compensation on their retail sales. This will continue while you work with them to also achieve the family level of Famiglia. Once a Team member becomes a Famiglia, they will graduate within your group, allowing you to train others who need your help. The 1.8% you were receiving on the Dollar Amount of the Group Volume will be replaced by 0.6% of the Dollar Amount of the Group Volume. As long as you continue to qualify as a Famiglia you will receive a 0.6% compensation on the Dollar Amount of that graduated Sorella's Group Volume. If one of your graduates who have reached Sorella for that month has one of their Team members graduate to Sorella or Famiglia, for compensation you are not eligible on that second level leader's team's total retail sales.

### **Famiglia Compensation Levels**

The tiers are:

#### **Famiglia 1 - \$100**

- Have personal or retail sales totaling a minimum of 45 products or a minimum of \$500.
- Have team personal or retail sales totaling a minimum of 60 products or a minimum \$1000.
- Have a minimum team size of 10 retailers.
- Have a minimum of 2 legs.

### **Famiglia 2 - \$150**

- Have personal or retail sales totaling a minimum of 55 products or a minimum of \$600.
- Have team personal or retail sales totaling a minimum of 110 products or a minimum of \$1000.
- Have a minimum team size of 10 retailers.
- Have a minimum of 3 legs.

### **Famiglia 3 - \$200**

- Have personal or retail sales totaling a minimum of 65 products or a minimum of \$700.
- Have team personal or retail sales totaling 150 products or a minimum of \$1,400.
- Have a minimum team size of 10 retailers.
- Have a minimum of 5 legs.

### **Famiglia 4 - \$250**

- Have personal or retail sales totaling a minimum of 75 products or a minimum of \$800.
- Have team personal or retail sales totaling a minimum of 210 products or a minimum of \$1600.
- Have a minimum team size of 10 retailers.
- Have a minimum of 7 legs.

Famiglia 4 is currently the highest level for a Pelle Naturale independent distributor. When you reach this level and keep this level for 3 calendar months you will be rewarded with a cash bonus of \$1,000 and you will also receive a personalized gift of an engraved Pelle Naturale gold necklace.