

CORE COOKING SUCCESS PROGRAM

Since 1946, thousands of people from all over the world with diverse backgrounds, occupations, and educations have made Saladmaster their path to a more satisfying, healthy, and financially rewarding way of life.

Saladmaster has designed an Opportunity that can be customized to fit every individual's goal and objectives. The Saladmaster Opportunity is summarized in the Success Program which reflects five basic levels:

1. Associate

- Complete Independent Contractor Agreement.
- Attend weekly meeting and Customer Appreciation Cooking Classes.
- Complete your warm market list with your Dealer/Manager.
- Complete Classroom Training/Field Training.
- Complete CRM system training and begin entering activity.
- Schedule four training shows from warm market list.
- Complete six training cooking shows in 15 days (4 training shows and 2 solo shows)
- Earn 10% commission on retail sales of training cooking shows and 15% commission on solo cooking shows. If all six shows are completed in 15 days, advancement to Consultant is earned.
- To be advanced to Consultant, the Associate must complete **one** of the following:
 - Complete 6 cooking shows in 15 days
 - Deliver 10 cookware sets (Personal set & above)
 - Personally recruit 2 Associates who each deliver one cookware set.

2. Consultant

- Earn 15% commission on all retail sales.
- Enter all activity into CRM.
- To advance to Senior Consultant, the Consultant must complete one of the following:
 - Deliver 30 sets of cookware (combination of personal sales and team sales, minimum 10 personal sales)
 - Personally recruit 3 new Associates who each deliver one solo set.

3. Senior Consultant

- Earn 20% commission on all retail sales.
- Enter all activity into CRM.
- To advance to Distributor, the Senior Consultant must complete all of the following:
 - Deliver 50 sets of cookware (combination of personal retail sales and team personal team retail sales)
 - Personally sell a minimum on 20 cookware sets.
 - Have a minimum of 3 personally recruited, active Associates at time of advancement.
 - Corporate field management interview.

4. Distributor

- Earn 25% commission on all retail sales.
- Must have a minimum of two active recruits and sell four personal cookware sets per month.
- Earn 5% override on team retail sales (all the people in downline).
- Earn 2% override on Distributor teams advanced out of your team.
- Perform management duties required by Dealer.
- To be advanced to Direct Dealer, the Distributor must complete all of the following:
 - Deliver 180 cookware sets within any 12 consecutive month or less; this is a combination of team retail sales and personal retail sales.
 - Have business start up investment cash of \$20,000 or \$10,000 and 12 inventory certificates.
 - Qualifications based on CRM.
 - Personal review with corporate field management.

5. Direct Dealer

- Up until now, you have advanced under the direction of your Dealer. As a Direct Dealer, you are responsible for recruiting, training, and managing your own sales organization. You are also eligible for special incentive programs such as Master Dealer, International Winners Circle, and more based on Sales Point Value (SPV)! One of the key benefits of operating your own Dealership is that you will purchase product directly from Saladmaster.
- To earn an advancement to Senior Dealer, you must deliver 5,000 SPVs within 12 consecutive months or 8,000 SPVs within 24 consecutive months, both with purchases to support.

INVENTORY CERTIFICATES

Distributors are eligible to earn inventory certificates. Each inventory certificates can be redeemed for one Professional set.

- Distributor will earn 5 inventory certificated for every Distributor team advanced out of his or her personal team. These certificated can be redeemed when he Distributor is advanced to Direct Dealer and the office is opened.
- A maximum of 15 certificated may be earned through promoting Distributors.
- Distributors can be earned one inventory certificate for each month of 25 cookware sets delivered by his or her team.
- A maximum of 12 certificates may be earned by delivering 25 sets per month.
- New Direct Dealers may redeem one certificate for each Professional set purchased at full wholesale cost.