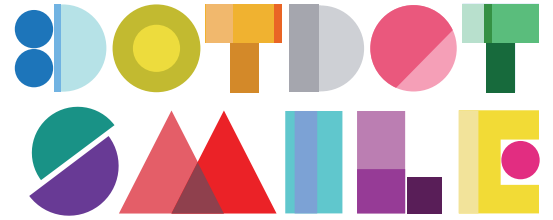


COMPENSATION PLAN



OCT 2019

We create smiles
and build confidence



TEAMWORK

WE WORK TOGETHER AS A TEAM

OPTIMISM

WE FACE CHALLENGES WITH OPTIMISM

ACCOUNTABILITY

WE DO WHAT WE SAY WE WILL DO

RESPECT

WE RESPECT EVERYONE

INTEGRITY

WE ACT WITH HONESTY AND INTEGRITY

GRATITUDE

WE EXPRESS GRATITUDE IN EVERYTHING WE DO

QUALITY

WE PROVIDE HIGH-QUALITY PRODUCTS AND SERVICE

FUN

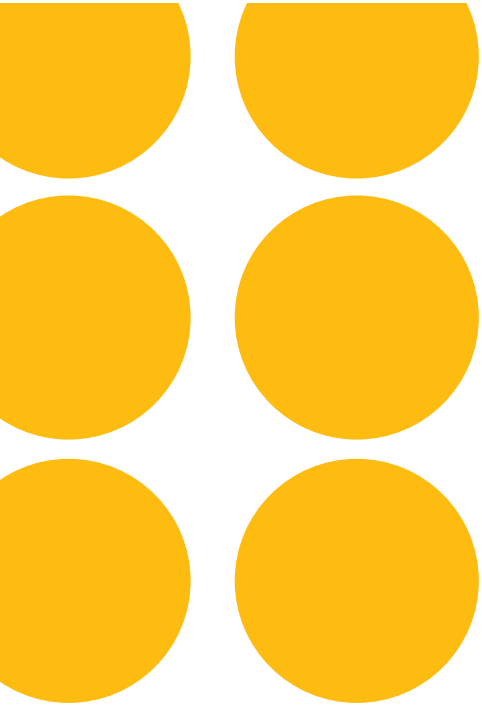
WE WORK HARD AND HAVE FUN DOING IT

INNOVATION

WE INNOVATE WITH CREATIVITY
AND CONSTANT IMPROVEMENT

EMPATHY

WE LISTEN TO UNDERSTAND
AND GENUINELY CARE



We are from California.
We are in love.
We love being parents.
We especially love our babies:
Lucy, Azure, Lennon and Hazel.
We make silly faces.

We love what we do.
We live for sweets.
We are entrepreneurs.
We are a family.
We love to smile and
spread it around.



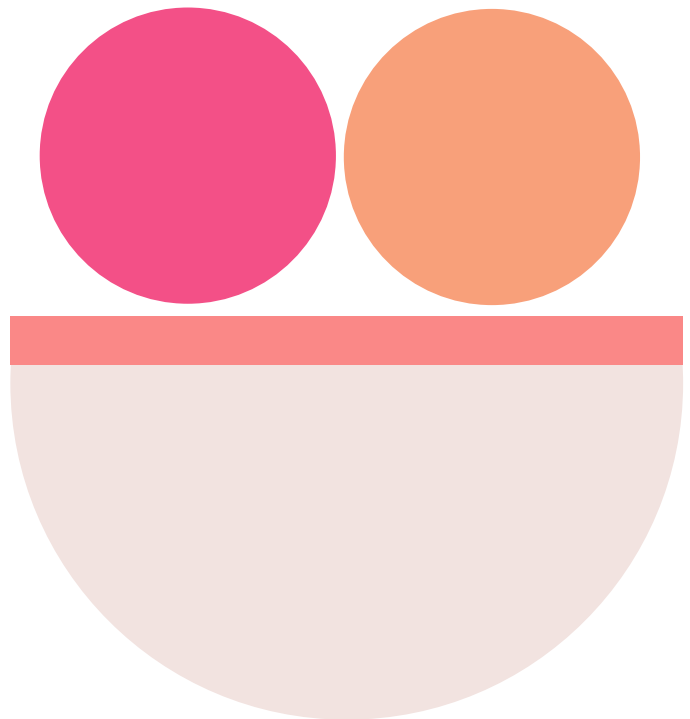


At DotDotSmile, our Independent Merchandisers are our

most important asset

and we like to reward them with a generous compensation plan.
There are 7 ways to earn commissions with DotDotSmile:

- 1 DIRECT SALES
- 2 FAST START PROGRAM
- 3 ACHIEVER MAKER BONUS
- 4 TEAM BONUS
- 5 REPLICATED WEBSITE COMMISSION
- 6 REPLICATED WEBSITE TEAM BONUS
- 7 LEADERSHIP CHECK BONUS



The Key to your Success in DotDotSmile is simple:

Become an “Achiever” yourself,
and then help others become
“Achievers” within your organization.



1

Direct Sales

Selling DotDotSmile Merchandise directly to your customer base is the first pillar of a solid foundation for your business. Whether your audience is on Facebook, Instagram, County and State Fairs, Store Front, In-Home Parties, or even at Trade Shows throughout the country, retail sales allow you to earn income by purchasing DotDotSmile at wholesale, and then selling that merchandise at a full-retail price.

2 Fast Start Program

At DotDotSmile, we know that the more clothing you have on hand, the more your customers will buy. That is why we reward you with FREE DotDotSmile product credit that can be used to add to the samples you carry or to add to the items you sell, your choice.

Would you like to earn \$600 retail value or more in free product credit? With DotDotSmile, you can do it!



Your Fast Start “Start” Date

The day you enroll and the next 99 days are your 100-Day Fast Start Period. Your first 40 days and first 70 days in your Fast Start Period are also each important.

How It Works

There are four types of Fast Start Product Credit Awards that are waiting for you. Here is how you can earn them all:

- A. When your PV totals 40 PV or more from your day 1 through your day 40, you will earn \$200 retail value in free product credit.
- B. When your PV totals 70 PV or more from your day 1 through your day 70, you will earn \$200 retail value in free product credit.
- C. When your PV totals 100 PV or more from your day 1 through your day 100, you will earn \$200 retail value in free product credit.

In your career as a DotDotSmile Merchandiser, you can earn at most one of (A), (B), and (C).

- D. For each Merchandiser you personally enroll during your Fast Start Period who earns (A) or (B) or (C) during their Fast Start Period, you will earn \$200 retail value in free product credit. You can earn one (D) for each personally enrolled Merchandiser who you enroll during your Fast Start Period.

Free product credit has no cash or PV value. Product credit will be issued in digital gift certificates each of which will expire 100 days from the date of issue.

AWARD	REQUIREMENT	FAST START PRODUCT CREDIT
A	40 PV over your days 1-40	\$200 retail value in free product credit
B	70 PV over your days 1-70	\$200 retail value in free product credit
C	100 PV over your days 1-100	\$200 retail value in free product credit
D	For each personally enrolled Merchandiser you enroll during your Fast Start 100-Day Period who earns (A) or (B) or (C). You can earn one (D) for each personally enrolled Merchandiser you enroll during your Fast Start Period.	\$200 retail value in free product credit

Fast Start Sponsor Bonuses

When your personally enrolled Merchandisers who enroll on or after August 29, 2019 earn Fast Start Product Credit (A), (B), or (C), you will earn a Fast Start Sponsor Bonus for each one when you are Bonus Qualified in the monthly commission period in which the Fast Start Product Credit was earned.

You are Bonus Qualified when you have 50 PV or more in a monthly commission period.

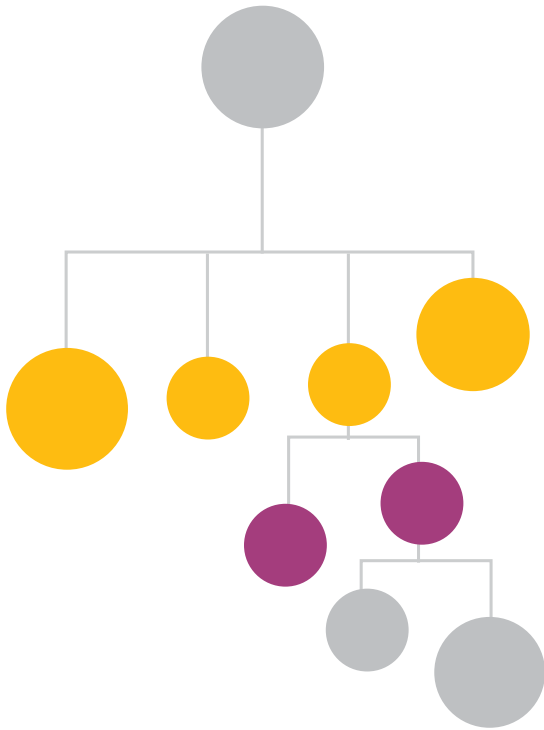
Award	Requirement Met By A Personally Enrolled Consultant	Fast Start Sponsor Bonus
1	(A) 40 PV over Fast Start days 1- 40	\$50
2	(B) 70 PV over Fast Start days 1-70	\$50
3	(C) 100 PV over Fast Start days 1-100	\$50

Definitions

Fast Start 1 PV (FS1PV) is an accumulation of all of your personal volume during the first 40 days in your career with DotDotSmile (join date* plus 39 days).

Fast Start 2 PV (FS2PV) is an accumulation of all of your personal volume during the first 70 days in your career with DotDotSmile (join date* plus 69 days).

Fast Start 3 PV (FS3PV) is an accumulation of all of your personal volume during the first 100 days in your career with DotDotSmile (join date* plus 99 days).



3

Achiever Maker Bonus

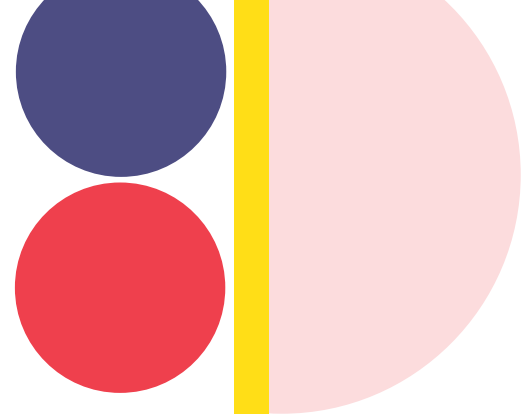
Another way to build a successful DotDotSmile business is by helping your Merchandisers reach the rank of Achiever. Qualified Merchandisers may earn the Achiever Maker Bonus. Each time one of your Personally Sponsored Merchandisers reaches the rank of Achiever, you earn a \$50 Achiever Maker Bonus.

4

Team Bonus

Team bonuses are another pillar of the DotDotSmile Compensation Plan. You'll be instrumental in helping your team generate volume through leadership qualities, example, support, and sales. The team bonus aspect of the compensation plan is calculated from your Personally Sponsored Merchandisers, which has infinite width, left to right, and a depth of five levels. You will be compensated based on successfully building team volume within your organization. As your team begins to grow, you are entitled to team bonuses based on the total monthly volume generated within your team.

PAY RANK	BRONZE	SILVER	GOLD	PLATINUM	DIAMOND
PERSONAL VOLUME (PV)	50	75	100	125	175
LEVEL 1	5%	5%	5%	5%	5%
LEVEL 2		4%	4%	4%	4%
LEVEL 3			3%	3%	3%
LEVEL 4				2%	2%
LEVEL 5					1%



REPLICATED WEBSITE

DotDotSmile has provided an opportunity for Independent Merchandisers to have a personal website to promote, grow, and strengthen their business. Promotional items provided by DotDotSmile Corporate will be a way for you to sell online, while carrying no inventory or stock on hand!

5 Replicated Website Commission

Each sale from your replicated website will earn you a commission percentage as well as PV!

COMMISSION PERCENTAGE	POINT VALUE (PV)
40%	Varies Per Style

6 Replicated Website Team Bonus

The replicated website team bonus is calculated based on the wholesale price of the total retail customer orders within your team volume. Team volume includes orders you place as a Merchandiser, orders placed by your customers, as well as orders your personally sponsored Merchandisers and their customers place.

PERSONAL VOLUME (PV)	50	75	100	125	175
LEVEL 1	5%	5%	5%	5%	5%
LEVEL 2		4%	4%	4%	4%
LEVEL 3			3%	3%	3%
LEVEL 4				2%	2%
LEVEL 5					1%

7



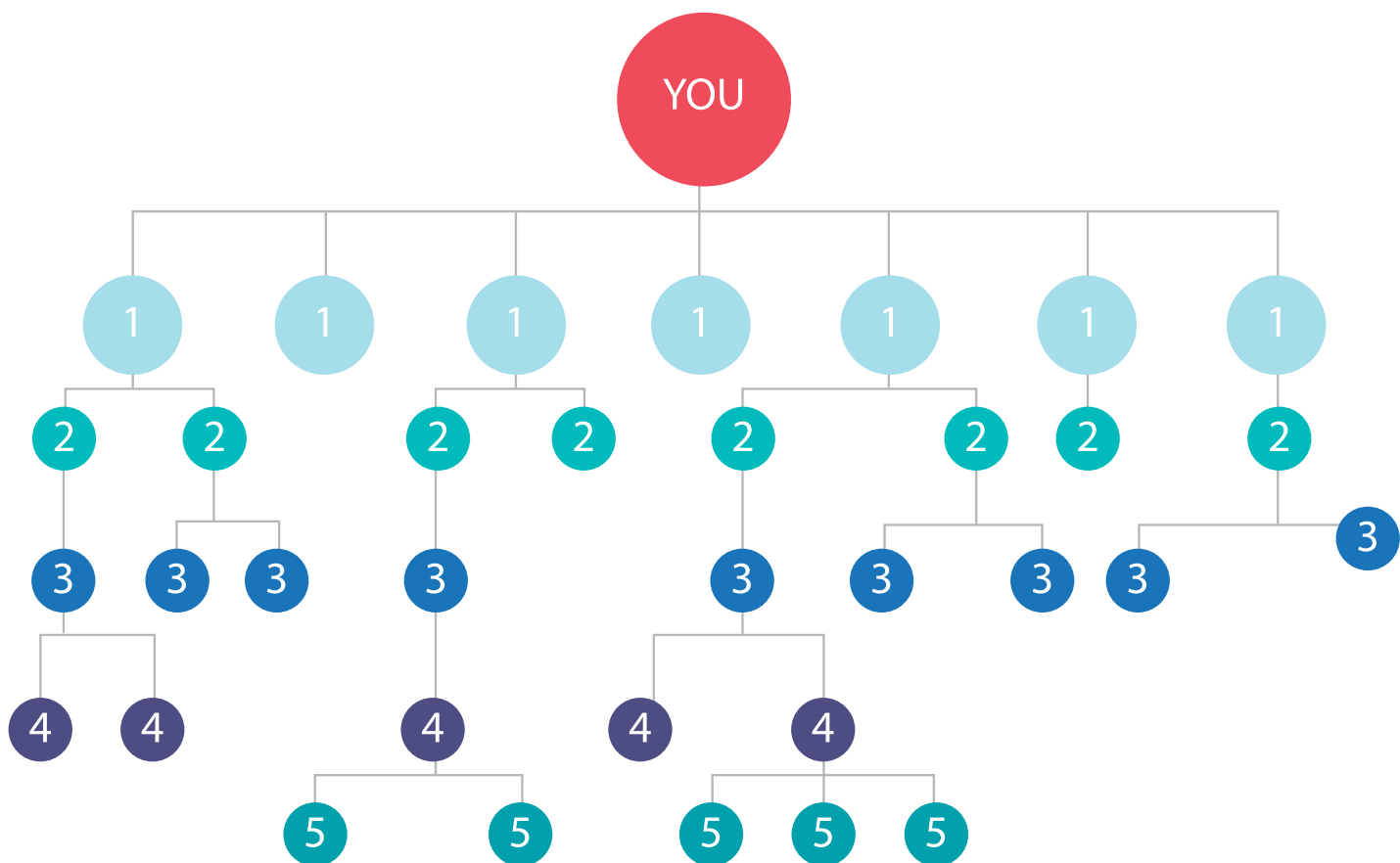
Leadership Check Bonus

To further reward our Leaders for their sales, personal volume, and team volume, we have created the Leadership Check Bonus. This bonus is calculated from Independent Merchandisers you personally sponsor, and the teams they have sponsored within your organization, and so on. The Leadership Check Bonus is calculated from up to five levels of depth, and unlimited width. As your Leadership Rank within DotDotSmile increases, so does the Leadership Check Bonus associated with each advancement.

LEADERSHIP CHECK BONUSES

RANK	MERCH	ACHIEVER	BELIEVER	CREATOR	DREAMER	EXECUTIVE
SPONSORED & QUALIFIED		2	4	6 (2 CONSECUTIVE MONTHS)	8 (2 CONSECUTIVE MONTHS)	10 (2 CONSECUTIVE MONTHS)
PERSONAL VOLUME (PV)		50	75	100 (2 CONSECUTIVE MONTHS)	125 (2 CONSECUTIVE MONTHS)	175 (2 CONSECUTIVE MONTHS)
TEAM VOLUME (TV)		300 (CURRENT MONTH)	750 (CURRENT MONTH)	2000 (2 CONSECUTIVE MONTHS)	6500 (2 CONSECUTIVE MONTHS)	30,000 (2 CONSECUTIVE MONTHS)
RANK REQUIREMENTS (SPONSORED & QUALIFIED)			(2) ACHIEVERS	(2) ACHIEVERS (2) BELIEVERS (2 CONSECUTIVE MONTHS)	(2) ACHIEVERS (2) BELIEVERS (2) CREATORS (2 CONSECUTIVE MONTHS)	(2) ACHIEVERS (3) BELIEVERS (3) CREATORS (3) DREAMERS (2 CONSECUTIVE MONTHS)
CHECK BONUS EARNED (ONE-TIME ONLY RECEIVED FIRST TIME ACHIEVE RANK)		\$100	\$1,000	\$5,000 (TWO PAYMENTS OF \$2500)	\$10,000 (PAID OVER FOUR MONTHS-\$2500)	\$50,000 (PAID OVER FIVE MONTHS-\$10,000 INSTALLMENTS)

Calculating Leadership Check Bonuses: The LCB is calculated on unlimited width. Therefore, in order to maximize your income, you should strive to continue advancing to higher executive ranks, as well as to personally sponsor Merchandisers, thereby creating more personal enrollment legs which contribute towards your Team Volume.



YOU QUALIFIED MERCHANDISER

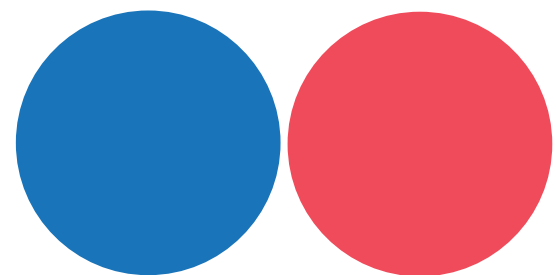
1 FIRST LEVEL 5%

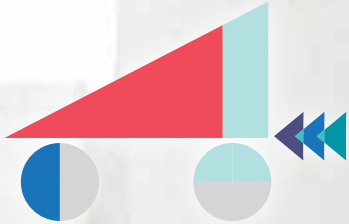
2 SECOND LEVEL 4%

3 THIRD LEVEL 3%

4 FOURTH LEVEL 2%

5 FIFTH LEVEL 1%



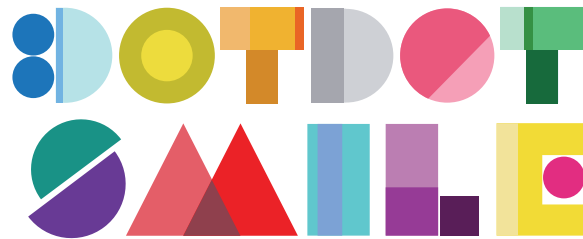


DotDotSmile rewards
program & check bonuses
put you in the drivers seat!

Take **control**,
take **ownership**,
and **together**
lets have fun!



Don't forget to



merchandise ID #

To learn more & enroll visit www.dotdotsmile.com/_____