Whatever career path you choose in PartyLite, your Leader and Head Office team support you and recognise your achievements every step of the way.

Discover the exciting Awards and Recognition awaiting you.

In this section you'll learn about:

- Leadership Programme Rewards
- 12-Month Bonus Club
- Unit Activity Club
- National Record Breakers
- Sales Excellence Levels
- Sponsoring Excellence Levels
- Circle of Excellence
- Region of the Year
- Hall of Fame

You'll also learn about earning awards through contests and how you qualify.

- Standard Contest Qualifications
- Contest Award Claim

**IMPORTANT:** Dollar figures in this section are subject to change.

---

**RECOGNISING YOUR ACHIEVEMENTS**

Imagine walking on stage to receive a stunning crystal award, seeing your name in Reflections magazine, or having a fresh flower bouquet delivered to you for reaching a new level of Leadership! These are just some of the thrills you'll experience as you reach your goals and grow your business.

From the newest Consultant who qualifies during Brite Start, to the most seasoned Senior Regional Vice President, PartyLite applauds you and encourages you to keep reaching new heights. If you believe it, you can achieve it. Start believing today!

Take a look at the exciting and rewarding programmes available to you.

**NOTE:** For all recognition, Leaders and Consultants need to be Active each month during the programme or contest period.

(Consultants/Team Leaders with $900 or more in personal compensatable sales; Unit Leaders and above rank with $1,400 or more in personal compensatable sales).
Leadership is the place to be in PartyLite! It's where you'll increase your income, experience personal growth, enjoy incredible benefits and help make a difference in the lives of others.

As a Leader, you'll also receive product gifts from PartyLite throughout the year and receive specialised training during National Conference*, and more.

LEADERS RECEIVE:

- Profit Plus
- Reflections recognition, including a personal profile and picture at RVP & SRVP level
- Exclusive gifts
- New product samples

For more information on Profit Plus Awards and Leader qualifications, maintenance and guidelines, please refer to your PartyLite Profit Programme.

*Subject to change.
BONUS CLUB

When you submit $2,800 retail value or more in personal compensatable sales (before Host Rewards, Host discounted items, etc.) to Head Office within a business month (to be received and accepted at PartyLite’s offices within the calendar month) you will achieve ‘Bonus’. Each month you achieve Bonus, you’ll also receive an additional 6% in Profit*!

* Leaders receive 5% monthly Bonus.

For new Consultants, the first month they can achieve Bonus Club membership is their first full month of business (including bonus sales from previous days/weeks).

Bonus Club Members receive:

- Reflections recognition

12-MONTH BONUS CLUB (JULY 1 - JUNE 30)

Consistency is the key to success in PartyLite. When you consistently Bonus with $2,800* or more in personal compensatable sales every month - July through June - you’ll join the 12-Month Bonus Club.

To be part of Double Bonus Club, you will need to do a minimum of $5,600 or more in personal compensatable sales.

Triple Bonus achievers must achieve a minimum of $8,400 or more in personal compensatable sales.

To participate in any Bonus Club level you need to do the minimum or more in personal compensatable sales every month - from July through June.

12-MONTH BONUS, DOUBLE BONUS AND TRIPLE BONUS CLUB MEMBERS RECEIVE:

- Exclusive award presented at National Conference
- Reflections recognition
UNIT ACTIVITY CLUB (JULY 1 - JUNE 30)

Teamwork is the focus for the Unit Activity Club. When a Unit Leader motivates their team to work together to achieve consistent sales levels in Central Unit sales each business month from July 1 to June 30. The Unit Leader and the Unit have the distinguished honour of being part of the Unit Activity Club.

UNIT ACTIVITY CLUB ACHIEVERS RECEIVE:

- Reflections recognition
- Award at National Conference

Definitions and Clarifications

Unit Activity Club is available to all PartyLite Unit Leaders and above and may be attained from July 1 to June 30 during the Conference Recognition year. Central Unit must not use any grace months during this period to achieve this award. The Unit Leader and Team must maintain each month during July 1 to June 30.

Unit Activity Club is tracked automatically by Head Office.

For more information for Leader maintenance and guidelines, please refer to your PartyLite Profit Programme.

NATIONAL RECORD BREAKERS AWARDS (JULY 1 - JUNE 30)

When you set or break monthly sales or sponsoring records, you’ll experience the incredible sense of pride and accomplishment that comes with being a PartyLite Record Breaker.

These Awards recognise the top performers in the following categories for holding the record in one business month:

- Top Consultant / Team Leader in Personal Sales
- Top Consultant / Team Leader in Personal Sponsoring
- Top Leader in Personal Sales
- Top Leader in Personal Sponsoring
- Top Leader in Central Unit Sales
- Top Leader in Central Unit Sponsoring

MONTHLY RECORD BREAKERS RECEIVE:

- Reflections recognition

YEAR-END RECORD BREAKERS RECEIVE:

- National recognition at Conference
- Exclusive gift
- Reflections recognition
- Name included in Hall of Fame

Definitions and Clarifications

In order to receive Record Breaker recognition, a Record Breaker must remain Active every month during the calendar year. In case of a tie in Personal or Central Unit Sponsoring, the winner will be determined by the cumulative sales of the new Consultants sponsored during that month.
SALES EXCELLENCE AWARDS (JULY 1 - JUNE 30)

Imagine receiving a special award just for doing something you love - selling beautiful candles and home decorating accessories!

When you achieve personal compensatable sales of $40,000 - $59,999 a year, you'll qualify as a Sales Excellence winner.
When you step up with personal compensatable sales of $60,000 - $79,999 a year, you'll qualify as a Sales Excellence 1 winner.
When you challenge yourself to sell $80,000 - $99,999 a year in personal Compensatable Sales, you'll be recognised as a Sales Excellence 2 winner.
When you excel in your business and $100,000 or more a year in personal Compensatable Sales, you will be recognised as a Sales Excellence 3 winner.

SALES EXCELLENCE RECEIVE:
• Exclusive award presented at National Conference
• Reflections recognition
• Name included in Hall of Fame

SALES EXCELLENCE 1 RECEIVE:
• Exclusive award presented at National Conference
• Reflections recognition
• Name included in Hall of Fame

SALES EXCELLENCE 2 RECEIVE:
• Exclusive award presented at National Conference
• Reflections recognition
• Name included in Hall of Fame

SALES EXCELLENCE 3 RECEIVE:
• Exclusive award presented at National Conference
• Reflections recognition
• Name included in Hall of Fame

MARIA SLATTER AWARD:
Maria Slatter was the first Consultant to achieve Personal Compensatable Sales of more than $100,000 in a recognition year in 2008.
Each year this prestigious award is presented to the highest selling Consultant in excess of $100,000 in Personal Compensatable Sales.

MARIA SLATTER AWARD RECIPIENT RECEIVES:
• Exclusive award presented at National Conference
• Reflections recognition
• Name included in Hall of Fame
RECOGNITION AND AWARDS PROGRAMMES

SPONSORING EXCELLENCE AWARDS (JULY 1 - JUNE 30)

Sharing PartyLite’s incredible business opportunity and sponsoring lots of new Consultants builds a strong foundation for your business and ensures future growth and success.

Your accomplishments for personal sponsoring Qualified new Consultants will be honoured and recognised through the Sponsoring Excellence Programme.

When you introduce 8-11 Qualified New Consultants you’ll qualify as a Sponsoring Excellence achiever.

By consistently sponsoring during July - June each year and achieving 12-17 Qualified New Consultants, you’ll be recognised for Sponsoring Excellence Level 1.

When you take it to the next level and Sponsor 18-23 Qualified New Consultants you will be rewarded with Sponsoring Excellence Level 2.

With 24 or more Qualified New Consultants, you are excelling in your business and will be rewarded with Sponsoring Excellence Level 3.

SPONSORING EXCELLENCE

- Exclusive gift presented at National Conference
- Reflections recognition
- Name included in Hall of Fame

SPONSORING EXCELLENCE 1 RECIPIENTS RECEIVE:

- Exclusive gift presented at National Conference
- Reflections recognition
- Name included in Hall of Fame

SPONSORING EXCELLENCE 2 RECIPIENTS RECEIVE:

- Exclusive gift presented at National Conference
- Reflections recognition
- Name included in Hall of Fame

SPONSORING EXCELLENCE 3 RECIPIENTS RECEIVE:

- Exclusive gift presented at National Conference
- Reflections recognition
- Name included in Hall of Fame

COLLEEN TITO AWARD:

Colleen Tito was the first Consultant to achieve over 12 new Qualified Consultants in a recognition year in 2011.

Each year the Consultant who Sponsors the most Qualified new Consultants in excess of 12, is recognised with this amazing award.

MARIA SLATTER AWARD RECIPIENT RECEIVES:

- Exclusive award presented at National Conference
- Reflections recognition
- Name included in Hall of Fame
CIRCLE OF EXCELLENCE AWARDS (JULY - JUNE)

When you set your heart on your dreams, find the courage to pursue them and the motivation and determination to make them come true, you will no doubt find yourself in the coveted Circle of Excellence. These awards are presented to the elite group of performers who excel in one or more business categories:

- Top 3 Consultant / Team Leaders in Personal Sales
- Top 3 Consultant / Team Leaders in Personal Sponsoring
- Top 3 Leaders in Personal Sales*
- Top 3 Leaders in Personal Sponsoring
- Top 3 Leaders in Central Unit Sales*
- Top 3 Leaders in Central Unit Sponsoring*
- Top 3 Leaders in Central Unit Leadership Development*

ANNUAL CIRCLE OF EXCELLENCE AWARD RECIPIENTS RECEIVE:

- National recognition at Conference
- Exclusive gift
- Reflections recognition
- Name included in Hall of Fame

Definitions and Clarifications

In the case of a tie in the Sponsoring categories, winners will be determined by the compensatable sales of the Qualified new Consultants. In case of a tie in the Leadership Development category, winners will be determined by the Personal Sales of the Upline Leader.

* Top 3 Leader for Central Unit Sales and Sponsoring excludes the Leader’s Personal Sales and Personal Sponsoring.

* For Leadership Development, Unit Leaders must maintain an active Unit or Unit Leader (or above) status from promote-out date until June 30.
Imagine receiving a special award when your Region shares PartyLite’s incredible business opportunity by developing Leaders to build a strong foundation of your business and ensures future growth and success.

**REGION OF THE YEAR AWARD ACHEIVER RECEIVES:**
- Exclusive award presented at National Conference
- Reflections recognition
- Region name included in Hall of Fame

**Definitions and Clarifications**
Your Region’s accomplishment is based on Net Unit Leader Development growth year-on-year calculated on New Leaders with promote-out dates from August 1 - July 1. Unit Leader Development commences July 1 to June 30 and is open to all Regional Leader Teams.

In the result of a tie, the awarded Region will be based on combined sales of New Central Units during July 1 to June 30.

To be eligible to be Region of the Year, you must be a Regional Leader or above by July 1 each year.

---

**HALL OF FAME**

Each year PartyLite celebrates the success of achievers in a variety of recognition programmes by including them into the annual Hall of Fame.

This prestigious list is proudly displayed in the PartyLite Head Office and updated annually.

The award winners in the following categories are inducted to the Hall of Fame:
- Sales Excellence
- Sponsoring Excellence
- National Record Breakers
- Circle of Excellence
- Region of the Year
- The Spirit of Mabel Baker Award

**HALL OF FAME INDUCTEES RECEIVE:**
- Head Office recognition
THE SPIRIT OF MABEL BAKER AWARD

In 1905 Mabel Baker, a teacher on the East Coast of the US began to give away her home-made candles as gifts. From there her business grew and her candles and accessories were distributed on the US East Coast until 1973 saw the founding of PartyLite to enable sales of Mabel Baker’s products assortment nationwide.

Mabel Baker was a visionary business woman and amazing Leader!

She was an honest, caring person who had the courage to reach beyond any obstacle.

Every year, it is a PartyLite tradition to honour one Consultant or Leader who has best exemplified the spirit of Mabel Baker over the past year. The award is presented at National Conference to someone who exemplifies these ideals:

• A visionary who finds a need and fills it
• A simple honest person who cares about their friends
• Courageously reaches beyond any obstacle
• Shows commitment, passion and belief in their ability
• A strong leader who has great faith in people
• Is respected by their associates and community for their commitment to quality
• Has a strong work ethic and integrity
• Their mission is to provide service to others

Nominations for this wonderful award open in April each year.
STANDARD CONTEST QUALIFICATIONS

- To qualify for any contest, Leaders and Consultants must be “Active” each month during the contest dates (Consultants and Team Leaders with $900 retail value or more in personal compensatable sales; Unit Leaders and above rank with $1,400 retail value or more in personal compensatable sales from the month they move up to Unit Leader.

- Newly-sponsored Consultants during a contest must be Active each calendar month during the contest starting with their first full month of business, (excluding any “Bonus” sales from previous days/weeks.) Activity is based on a calendar month only and is not subject to the special terms of the Brite Start Programme for new Consultants.

- All Leaders and Consultants qualify for any contest at the rank they hold at the beginning date of the contest unless otherwise stated in the contest brochure.

- To count as a Qualified new Consultant in any contest, a new Consultant must qualify with $2,000 retail value in personal compensatable sales within the first full month following their Start Date (including any “Bonus” sales from previous days/weeks). If a new Consultant’s Start Date falls on the first day of the month, they have until the last day of that month to qualify. Individuals who reside at the same address as the sponsoring Consultant will not be counted as new Consultants in contests, competitions, sales campaigns and recognition programmes.

- If contest awards or points are awarded for creating a new Unit Leader, both the new Leader and the Leader creating the new Unit must be personally Active and existing Unit Leaders must have an Active Central Unit throughout the contest. (See maintenance).

- Reclassification and re-qualification of a Unit Leader does not count in any contest, unless that re-qualification occurs more than two years after re-classification.

- To be considered in any contest as a “newly-sponsored Consultant”, a previous Consultant with PartyLite must have been totally “inactive” for 27 months.

- Deadlines for all sales or new Consultant Agreements are noted for each contest. There will be no exceptions for any reason.

- A good credit standing is required for any Leader or Consultant to qualify for any contest. As long as there is an outstanding obligation due to PartyLite, the Leader/Consultant may be disqualified from a contest.

- Parties returned by Head Office for any reason will not count toward personal or Unit volume until accepted by Head Office. All current Company policies will remain in effect during contest dates. Any special requests must be made in writing and must be received at Head Office within 7 business days of the contest deadline.

- When one or more items are cancelled on a Party due to an invalid credit card or refund, any subsequent adjustment of the Consultant’s compensatable sales will affect Contest points and Awards during the month of the Contest.

- PartyLite reserves the right to disqualified any Leader or Consultant who violates any PartyLite policy or procedure.

- For the purpose of any Contest, if a Party Order does not have a Party Date indicated, it will automatically be assigned the first day of the month and will not be changed for any reason. If the first day of the month does not fall within the dates of the Contest, the Party will not count for that Contest.

CONTEST AWARD CLAIM

Contest rewards are actioned automatically by Head Office and will reiterate important facts regarding redemption of an award (i.e. contest dates, final date claims will be accepted, delivery charges, etc.).

To assist you in tracking your progress, we suggest you always read and understand the Terms, Conditions and Definitions for each contest.

We recommend you contact your Leader if you have any questions regarding qualification for any contest. Your Leader may be able to explain terminology that may be new to you, help you set weekly and/or monthly goals to attain the level you desire and assist you in any way they can.