



WE KNOW, YOU KNOW, NOT ALL NATURAL SKINCARE IS CREATED EQUAL.

Affiliates Guide Volume 1: Getting Started, Commissions, Payouts & Reviews



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# GET STARTED

## WELCOME EMAIL

- SAVE for future reference
- EMAIL will include your:
  - Unique tracking link
  - Username and Password for Control Center

## CONTROL CENTER

- Login using your Username and Password
- Change password for security (be sure to record it somewhere!)
- Enter your PAYPAL email, VERY IMPORTANT! This is how we will remit commission payments to you.

## SET-UP FOR SUCCESS

- Use your Affiliate discount to build B3 skincare into your kit and/or routine, referrals are most natural when you use products organically
- Visit the control center to track your leads, sales, and commissions

## SHARE YOUR LINK

- Start spreading the word by using B3 in your daily routine or work.
- Use social media ie. include posts about B3
- Add your link to your website, or social media using linktree.
- Consider our branded smart business card to make link sharing easy on the go (visit the general store)



## PRO TIP

**LEVERAGE THE POWER OF YOUR LINK!  
SET YOURSELF UP FOR SUCCESS!  
ALWAYS REFER CONNECTIONS TO B3 BALM BY  
SHARING VIA YOUR AFFILIATE LINK AND  
ENCOURAGE FRIENDS TO SHARE IT! WHY?**

Anyone using your link will be recorded as being referred by your efforts. When they make a purchase, you receive a commission on that purchase. Someone only needs to use your link the first time. Any subsequent visits to [b3balm.com](https://b3balm.com) will still be recorded as coming from you for up to 3 months, even if they don't use the link a second time.



# COMMISSIONS STRUCTURE

Lillie Level = 20% commission + 25% kit discount  
10+ Transactions in 1 month period

NYX Level = 15% commission  
5-9 Transactions in 1 month period

Astraea Level = 10% commission  
0-4 Transactions in 1 month period



# COMMISSIONS PROCESS: OVERVIEW

COMMISSIONS  
ARE EVALUATED  
IN TWO WAYS

**MONTHLY**  
Determines your commission level  
for the month

**BI-ANNUALLY** (every 6 calendar months)  
January and July  
Allows B3 to reward consistently  
high performers



# COMMISSIONS PROCESS : MONTHLY

**MONTHLY**  
Determines your commission level  
for the month

Commission levels apply retroactively for each pay period. IE. Affiliates at Astraea Level who make 5 transactions within the month will receive NYX commission on sales for that month

Affiliates who maintain Lillie Level for a 3 month period outside of the Bi-Annual reviews will be locked at Lillie level for the remainder of that 6 month period.



# COMMISSIONS PROCESS: BI-ANNUALLY

BI-ANNUALLY (every 6 calendar months)  
January and July  
Allows B3 to reward consistently high performers

Affiliates maintaining Lillie Level for the 3 months leading up to a Bi-Annual review will be locked in to Lillie Level for the next 6 month period

During Bi-Annual review, Commission tiers will be adjusted for the following month (February and August) according to average performance during the 3 months prior. IE. If the affiliate was locked into Lillie Level based on previous performance but averaged less than the required sales per month for the 3 months leading up to the review, that affiliate will enter the first month of the next period at the corresponding performance level– 5-9 sales = NYX level, etc.





## CITIZEN PAYMENTS

- **Payments are remitted via PAYPAL** please be sure to set up for payments in your control center.
- Commission balance must hit a minimum of \$25.00 during a pay period (one month) for pay outs to be remitted in that period.
- Commission earnings lower than \$25.00 during a pay period will continue to roll over monthly until \$25.00 is reached.
- Commissions are reviewed and approved during the first week of the month.



# ANNUAL REVIEW JOURNEY

## WITH THE PERKS OF CITIZENSHIP COMES SOME RESPONSIBILITY

We want to set all of our citizens up for success and to do so we invest significant brand resources into The Balm Society Program. In order to ensure equality among our citizenry, we will be reviewing citizens productivity on an annual basis.

Citizens with under 2 referral sales per quarter or 8 referral sales per calendar year will be under review and will be contacted in advance to be informed of options.

We want to make sure that everyone in the program is the right fit, and those who find that affiliate programs are just not the best path, we will work to connect them with the right B3 program for their needs and lifestyle.

THANK YOU FOR UNDERSTANDING