



Iconic Rock Stars Team

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Paparazzi Lingo

In Paparazzi, as you may have noticed already, we use some words that you don't really hear other places. I like to call this Paparazzi Lingo. After you have been in Paparazzi for a while, you will get used to most or all of these terms and their meaning, but for now, here is a good reference sheet so that you know what these words mean!

- **Active:** A Consultant is considered Active when s/he has accumulated 50 PV or more within one calendar month. Being active will qualify a Consultant for certain bonuses within the Paparazzi Compensation Plan.
- **A Lister:** An Elite rank within the Paparazzi Compensation Plan. To qualify, a Consultant must have 100 PV, 150,000 OV and three personally sponsored Active Consultants within one calendar month.
- **Back Office:** A Consultant's virtual dashboard where s/he can place orders for new inventory, run reports on the activity of their new team and access resources to assist them in building their business.
- **Blockbuster:** One of Paparazzi's bestselling accessories!
- **Business Building Bonus:** A bonus in the Paparazzi Compensation Plan that is paid monthly to the Sponsor of a new Consultant. Bonus equals 15% of new Consultant's Starter kit purchase (PV).
- **Commission:** The amount of profit made after purchasing inventory at wholesale and selling it at retail price.
- **Commission Period:** One calendar month. Begins at 12:00 AM ET on the first of the month and ends at 11:59 PM ET on the last day of the month.
- **Compensation Plan:** A fashionably rewarding bonus structure that provides financial benefits to consultants. Payout increases as new ranks are achieved and sales volumes grow.
- **Compression:** Maximizes Unilevel payout in the Paparazzi Compensation Plan by omitting Consultants without orders when commissions are run.
- **Consultant:** an Independent Paparazzi business owner.
- **Convention:** The biggest Paparazzi party of the year where Consultants from all over the country gather in one place with the Founders and their corporate team for training, announcements, inspiration and fun!
- **Corporate Office:** Paparazzi headquarters located in Southern Utah
- **Crown Club:** An addition to the Paparazzi recognition program that rewards Consultants who maintain a number of personally sponsored Active Consultants on their team for three consecutive months.
- **Customer:** An individual who purchases Paparazzi accessories from a Consultant
- **Direct Deposit:** A way for Consultants to receive the monthly commissions that they've earned through the Compensation Plan. Commissions are transferred directly to a Consultant's preferred bank account in lieu of being issued in the form of a check.
- **Director:** A rank within the Paparazzi Compensation Plan. To qualify, a Consultant must have 50 PV and three personally sponsored Active consultants within one calendar month.
- **Downline:** All Consultants who are enrolled under you.
- **Empower Me Pink Tour:** A Paparazzi event typically held in the spring season, in multiple cities across the United States. Sometimes abbreviated as EMP.
- **Enrollment:** When an individual purchases one of the Starter Kits and becomes a Paparazzi Consultant.

- **Executive Director:** A rank within the Paparazzi Compensation Plan. To qualify, a consultant must have 100 PV, 6,000 OV, and three personally sponsored Active consultants within one calendar month.
- **Executive Producer:** A rank within the Paparazzi Compensation Plan. To qualify, a consultant must have 100 PV, 40,000 OV, and 3 personally sponsored Active Consultants within one calendar month.
- **Fashion Fix:** A recurring monthly shipment from the Paparazzi Stylists. Includes five perfectly coordinated Trend Blends along with accompanying Stylist Tip Cards and Style Snapshots for each one. Intended to be used as the ultimate sales tool. Also comes with five exclusive pieces of jewelry that cannot be found anywhere else.
- **Fashionista:** An Elite rank within the Paparazzi Compensation Plan. To qualify, a Consultant must have 100 PV, 75,000 OV, and three personally sponsored Active Consultants within one calendar month.
- **Generation Bonus:** A bonus in the Paparazzi Compensation Plan that is paid monthly to qualified Executive Directors and above. Bonus equals between 1% and 3% of the Personal Volume generated from all Consultants in your organization down to and including the next Executive Director or higher below you.
- **Host/Hostess:** An individual who holds a Paparazzi party for Consultants – usually in their home, place of business, or online.
- **Hostess Rewards:** A reward given to the Hostess of a Paparazzi party as a gesture of appreciation. Minimum Hostess Rewards must be equal to 10% of the retail sales generated at the Hostess's party. Generally awarded in free pieces of jewelry (one free piece of jewelry for every 10 pieces sold)
- **Hostess Rewards:** Free jewelry given to consultants when ordering. For each 20 PV ordered, a consultant is given 1 hostess reward. The hostess rewards are chosen by Paparazzi and sent in with each order that qualifies.
- **Impressionista:** An Elite rank within the Paparazzi Compensation Plan. To qualify, a Consultant must have 250 PV, 1,500,000 OV, and three personally sponsored Active Consultants within one calendar month. Qualifications must be met for two consecutive months before rank is achieved and applicable bonuses paid.
- **Jetsetter:** An Elite rank within the Paparazzi Compensation Plan. To qualify, a Consultant must have 100 PV, 500,000 OV, and three personally sponsored Active Consultants within one calendar month.
- **Leadership Summit:** An annual invitation-only event for qualified Executive Producers and above.
- **Leg:** A branch of your Paparazzi organization. A leg is created when you sponsor a new Consultant. You can have an unlimited number of legs.
- **Legacy Bonus:** A bonus in the Paparazzi Compensation Plan that is paid monthly to qualified A-listers and above. Bonus equals between 1% and 2% of the Personal volume (PV) generated from all consultants in your organization down to and including the next A-lister or higher below you.
- **Level:** Created by personally sponsored Consultants on your team. Consultants that you personally sponsor are considered your first level. Consultants that are personally sponsored by your first level are considered your second level, and so on.
- **Life of the Party:** A recognition program that celebrated the Consultants with the most PV within the year.
- **Lifetime Rank:** The highest rank a Consultant has achieved in the Paparazzi Compensation Plan during their career. Also known as a Pin Rank.
- **Luxe Jetsetter:** An Elite rank within the Paparazzi Compensation Plan. To qualify, a Consultant must have 250 PV, 1,00,000 OV and three personally sponsored Active Consultants within one calendar month. Qualifications must be met for two consecutive months before rank is achieved and applicable bonuses are paid.
- **Maven A-Lister:** An Elite rank in the Paparazzi Compensation Plan. To qualify, a Consultant must have 100 PV, 250,000 OV, and three personally sponsored Active Consultants within one calendar month.
- **OV:** Organizational Volume. The cumulative PV of all Consultants in your downline within one calendar month. Also known as Group Volume (GV).

- **Paid Rank:** The rank achieved by a Consultant during on commission period. A Consultant's Paid Rank determines which bonuses are paid through the Paparazzi Compensation Plan.
- **Passport Vacation:** An annual getaway with the Paparazzi Founders and other Consultants.
- **Personally Sponsored:** Refers to the Consultants that have been enrolled by you personally.
- **Premier Director:** A rank in the Paparazzi Compensation Plan. To qualify, a Consultant must have 50 PV, 3,000 OV, and three personally sponsored Active Consultants within one calendar month.
- **Producer:** A rank in the Paparazzi Compensation Plan. To qualify, a Consultant must have 100 PV, 12,000 OV, and three personally sponsored Active Consultants within one calendar month.
- **PV: Personal Volume.** A point value used to determine commissions earned through the Paparazzi Compensation Plan. Each standard Paparazzi accessory has 2 PV attached to it (i.e. one necklaces equals 2 PV). Starlet shimmer pieces do not carry PV.
- **Retail Profit:** The amount of money earned by purchasing Paparazzi jewelry at Wholesale Price and selling it at Retail Price
- **Show Rebate:** When a consultant purchases 1,000 PV or more in a single order, a rebate equal to 10% of the PV on that purchase is paid to them in that month's commissions.
- **Sponsor:** The Consultant who introduced you to and enrolled you in Paparazzi.
- **Star Consultant:** A rank in the Paparazzi Compensation Plan. To qualify, a Consultant must have 50 PV within one calendar month.
- **Starlet Shimmer:** Discontinued line of earrings, bracelets and rings for kids that retailed for \$1.
- **Style Snapshot:** A Stylized photo of Paparazzi's fabulous \$5 accessories in action.
- **Support Team:** Some of your many advocates and cheerleaders at the Paparazzi Corporate Office. They can be reached at (855) 697-2727 or via email: support@paprazziaccessories.com.
- **Trend Blend:** A group of accessories perfectly stylized to go together. These pieces share textures, colors, shapes, and more to pull a complete look together.
- **Unilevel Bonus:** A bonus in the Paparazzi Compensation Plan that is paid monthly to Qualified Star Consultants and above. Bonus equals between 5% and 10% of the Personal Volume (PV) generated from Consultants up to three levels deep within you organization.
- **Upline:** The Consultants above you in your organization beginning with you Sponsor.
- **Wholesale Price:** The discounted price of accessories only available to Consultants.
- **Zi Collection:** A collection of pieces with a retail value of \$25. Each Zi piece gives you 10PV and the consultant price for Zi collection items is \$16.25 plus tax. The Zi collection necklaces are released annually at convention and will be available until they are retired before the next convention. If a Zi collection necklace goes out of stock before it is retired, it will be back.
- **Zi Collection Signature Series: (see Zi Collection)**
- **Zi Collection Bracelets:** Zi Collection bracelets are a consultant only exclusive item and are not to be sold to customers. They are only available at the Paparazzi convention and only while supplies last.

Resources:

- [Paparazzi frequently use terms \(lingo\) Printable reference list](#)
- [Do your customers understand what you are saying? \(Papa Rock Stars Podcast episode\)](#)

