

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.
- **Bling Bag:** also know as the Jewelry Display Tote available in the Boutique section of your back office. This portable, leather bag is a great way to display and sell jewelry while you are on the go.
- **Blockbuster:** One of Paparazzi's bestselling accessories! Check out the tab labeled "Blockbusters" to view these basic staples to any jewelry collection.
- **Breakout Star:** an award that celebrates Consultants who achieve Tier 2 Style Ambassador status within their first three months-making a dazzling debut right out of the gate.
- **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).
- **Combinator:** A Paparazzi system that will combine multiple orders during high traffic ordering times to maximize hostess rewards earned and shipping costs. Typically activated at new release times, Life of the Party night and Fashion Fix nights. Key indicator: Your profile picture will be "on fire" when the combinator is combining orders.
- **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.

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- **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! The fall collection is announced with sneak peeks of jewelry that will release throughout the fall and winter and consultants can purchase the exclusive Convention jewelry collection.
- **Corporate Office:** Paparazzi headquarters located in St. George, Utah.
- **CPV: Customer Purchase Volume:** A point value used to show sales to customers through your Paparazzi Premiere or replicated website. For every completed purchase, a standard Paparazzi accessory has 2 CPV attached to it (i.e. one sold necklace equals 2 CPV). Zi Collection necklaces carry 10CPV each and Zi bracelets have 6CPV.
- **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. The current Crown Club levels are 5, 10, 25, 50, 100, 150, 200 and 250.
- **Customer:** An individual who purchases Paparazzi Accessories jewelry from a consultant.
- **Dashboard:** a place where a consultant can check their progress towards their next ranks and achievements. Consultants can track their progress and the progress of team members through the Dashboard.
- **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 directly or as a team member of someone directly 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 (2 pieces each) along with accompanying Stylist Tip Cards and Style Snapshots for each one that you can print out or refer to from the Paparazzi website. Intended to be used as the ultimate sales tool.
- **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.
- **Help Button:** A button available when you are logged into your Paparazzi account. You should see it at the bottom of your screen when you are on the Paparazzi site. Click to ask a question, read some commonly asked questions or to chat with a member of the Paparazzi support staff (during office hours). This handy resource contains official rules and training directly from Paparazzi.

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- **Host/Hostess:** An individual who holds a Paparazzi party for a consultant - 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. Also referred to as HR's.
- **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. Also known as Elite Summit.
- **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 (LOP):** A recognition program that celebrates the sales achievements of consultants through the year. LOP qualification year goes June 1 to May 31 each year. Achievements earned during the year do not roll over to the next year. Levels include: Bronze, Silver, Gold, Platinum, Diamond, Black Diamond, Pink Diamond, Empire Diamond, Imperial Access and Legacy Access. Life of the Party perks begin Aug 1 and run until July 31 for the previous qualification year.
- **Lifetime Rank:** The highest rank a consultant has achieved in the Paparazzi Compensation Plan during their career.
- **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.
- **Marquee Ambassador:** an award for consultants who maintain Style Ambassador status for 12 consecutive months—a standout performance that's a headline act. There are 3 levels of Marquee Ambassador that mirror the Style Ambassador levels.
- **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.

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- **Paparazzi App:** An easy to use app available in your app store. Great for easily accessing your Dashboard, shopping and more.
- **Paparazzi Dorks:** Paparazzi's resident IT guys. They have a training page on Facebook and do regular live shows to help you with all your tech needs.
- **Paparazzi EXP:** A Paparazzi exclusive app dedicated to helping train consultants and providing high quality graphics and videos that consultants can use and post to their pages, profiles and sales channels to showcase and sell jewelry and accessories.
- **Paparazzi LOOP:** A Paparazzi exclusive app for consultants to stay connected and communicate effectively without being filtered or hidden by other social media platforms. Features event specific connections and announcements as well as tickets to training events and trips.
- **Paparazzi Premiere:** A Paparazzi exclusive app for consultants to load and display via an online webstore all items in the consultants' current inventory. Also able to process in person payments, invoice, ship orders, and more. Premiere has a one time set up fee and after that is free for all consultants.
- **Party Pass:** The Paparazzi \$20, no kit option to join Paparazzi. This option gets you access to order jewelry, team training and support, convention and all consultant perks. It does not include any jewelry.
- **Passport Vacation:** An annual getaway with the Paparazzi Founders and other Consultants. These trips can be earned and attended by any Paparazzi consultant. Qualifications vary, so please see the details of individual trips for more information and destination info.
- **Personally Sponsored (PS):** 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 necklace equals 2 PV). Zi Collection necklaces carry 10PV each and Zi bracelets have 6PV.
- **Replicated Site:** This website contains all the currently available jewelry from Paparazzi Accessories so your friends and customers can shop. Paparazzi maintains and fulfills orders from this website for you and you still receive your retail profit. Your replicated site is free and launches shortly after you join Paparazzi.
- **Retail Profit:** The amount of money earned by purchasing Paparazzi jewelry at Wholesale Price and selling it at Retail Price.
- **ShippingEasy:** The program used for shipping Paparazzi Premiere orders. This service is free for up to 25 orders a month and after that is \$9.99.
- **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 with that month's commissions in place of the Hostess Rewards for that order.
- **Sponsor:** The Consultant who introduced you to and enrolled you in Paparazzi Accessories.
- **Star Consultant:** A rank in the Paparazzi Compensation Plan. To qualify, a consultant must have 50 PV within one calendar month. This can be achieved by purchasing a starter kit when joining or an orders totaling the 50pv within one calendar month.
- **Style Ambassador:** a Paparazzi program designed to recognize and celebrate consultants who are consistently selling and growing their customer base. There are 3 Style Ambassador Tiers. Numbers reset each calendar month.

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- Style Scout: an award that recognizes those who inspire others to step into the spotlight by personally sponsoring five or more first-time Style Ambassadors.
- Style Snapshot: A Stylized photo of Paparazzi's fabulous \$8 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. Office hours are Monday - Friday 9am MST - 5pm MST.
- The Winners Circle: A weekly training show with support and challenges to help you take your business to the next level.
- 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.
- VIP Party Pass (Verified Influencer Pack): The Paparazzi \$99 starter kit option that includes 25 pieces of jewelry that the new consultant gets to choose out, a Paparazzi branded pen and planner.
- Wholesale Price: The discounted price of accessories only available to consultants. Aka consultant price.
- Zi Collection Necklaces: A collection of necklaces with a retail value of \$35. Each Zi piece gives you 10PV and the consultant price for Zi collection items is \$22.75 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. Each year, 10 Catwalk Cameo necklaces and 10 Zi Collection necklaces are released. Paparazzi consultants earn 35% of sales on Zi necklaces.
- Zi Collection Catwalk Cameo Collection: These necklaces are named after the top 10 point earners in the Catwalk Cameo contest. These individuals then become Catwalk Cameo Models and get to walk the runway at the annual Paparazzi convention wearing a Catwalk Cameo necklace. These necklaces are then available for purchase by convention attendees. (see Zi Collection)
- Zi Collection Bracelets: Zi Collection bracelets are only available at the Paparazzi convention and can be sold by convention attendees starting in 2024. They have a retail price of \$25 and have 6pv. Each year, 5 Zi Collection bracelets are released. Paparazzi consultants earn 35% of sales on Zi bracelets.

Resources:

- [Do your customers understand what you are saying? \(Papa Rock Stars Podcast episode\)](#)