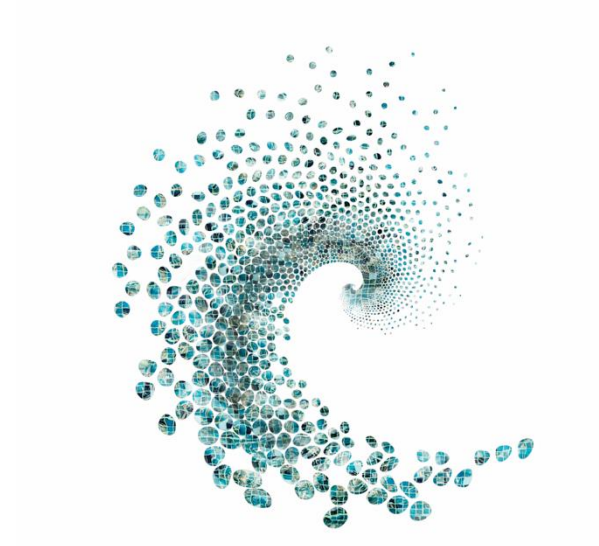


# Cili By Design **Prosperity Plan**



“Working globally **to equip people from all walks of life** with tools for them to develop their own dreams.

It’s time to gather around **a very unique concept of health & nutrition** and take this creative asset **to the world.**”



# CILI

is a Balinese word that means

PROSPERITY • GOOD FORTUNE • BEAUTY • GREAT HEALTH

# Prosperity Plan

1. Retail Bonuses
2. Retail Fast Start Bonus
3. Personal Sales Bonus
4. Business Builder Fast Start Bonus
5. Team Bonus
6. Mentor Bonus (Matching Bonus)
7. Car & Transportation Bonus
8. Travel and Expense Account Bonus
9. Healthcare Bonus
10. Rank Advancement Bonus

## 1. Retail Bonuses

All replicated (member) sites have pre-set retail prices for each product. When an online customer (non-member) buys a product from a member's replicated site, a retail bonus will be paid on 4 levels. The bonus payout and levels are as follows:

Rank	Qualified Member	C1	C2	C3	C4	C5	C6	C7	C8	C9	C10	C11	C12
<b>Retail Commission – Personal</b>	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
<b>1<sup>st</sup> Level</b>		10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
<b>2<sup>nd</sup> Level</b>			5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
<b>3<sup>rd</sup> Level</b>				5%	5%	5%	5%	5%	5%	5%	5%	5%	5%

In other words, the selling member earns a **25%** Retail Bonus **EVERY TIME** a personal customer orders from their site. They also earn a **10%** Retail Bonus every time a customer orders from the site of their personally sponsored members, and so forth for two more levels deep of **5%** (members have to be qualified to earn Retail Bonuses – see qualification definition).

Members also receive Retail Bonuses on their customers' customers, and so on, as described above (Retail Bonuses are not paid on free products, nor is CILI Credit given to customers).

The retail bonuses are calculated by multiplying the amount of the bonus with the wholesale cost. **Example:** If a customer purchased \$100 of wholesale products, a \$25 (25%) Retail Bonus would be paid to the selling member, a \$10 (10%) Retail Bonus would be paid to the selling member's sponsor, a \$5 (5%) would be paid to their sponsor and another \$5 (5%) would be paid to their sponsor. These bonuses are paid weekly and are based on Sponsor Tree levels, not Binary Tree.

## 2. Retail Fast Start Bonus

Members can earn a **\$300** Retail Fast Start Bonus if, in their first 4 weeks (28 days from the member's enrollment), they personally sponsor 10 or more unique VIP Customers, each with an initial order and an Easy Order (to be run the following month). The Easy Orders of these 10 (or more) unique VIP Customers must total at least \$500 in retail. VIP Customers' initial orders don't count for the \$500; only their Easy Orders/auto-ship orders count. The \$500 (retail price) must come from at least 10 unique personal VIP Customers (customers' customers don't count). This Retail Fast Start Bonus is paid in two parts: **50%** in **FREE** products (of member's choice) and **50%** in bonus money.

First, in the week after \$500 in VIP Customer retail orders from a minimum of 10 unique customers have been successfully placed and all 10 Easy Orders have been set up, (note: auto-ships must be set with valid credit card on file), members will be given a \$150 product credit (see CILI Credit) in their back office to purchase products of their choice.

Second, In the following month after all of the required \$500 in retail Easy Orders/auto-ships — from at least 10 unique VIP Customers — have successfully run (funded), the \$150 money bonus will be paid to the member. It is the member's responsibility to make sure that at least 10 of their personal VIP Customers are kept on Easy Orders, the orders are paid for, and that the orders total at least \$500, in order to receive the bonus.

## 3. Personal Sales Bonus

Qualified members earn a Personal Sales Bonus (PSB) every time one of their personally sponsored members makes a product purchase. This includes initial enrollment orders, Business Builder Packs, reorders, and Easy Orders. This bonus is calculated using the BV on all of the Members personally sponsored members order. This bonus is paid weekly as follows:

Qualified Members	Qualified C1 Members	Qualified C2 Members	Qualified C3-12 Members
10% Personal Sales Bonus	15% Personal Sales Bonus	20% Personal Sales Bonus	25% Personal Sales Bonus

## 4. Business Builder Fast Start Bonus

Members earn a **\$400** Fast Start Bonus if they achieve the following three criteria in their first 4 weeks (28 days from the member's enrollment).

Qualifying Criteria is as follows:

1.

Create/sponsor 4 online VIP customers with an order AND an Easy Order/ auto-ship (cc on file); no minimum dollar amount per customer.
2.

Member must generate 200 BV of Personal Sales Volume, OR purchase a Business Builder Pack during the 28-day qualifying period.
3.

Personally sponsor 4 Members, each with a Business Builder Pack, AND each with a minimum Easy Order PSV of 50 BV (cc on file).



The Business Builder Fast Start Bonus is paid in two parts: 50% in FREE products (of members choice) and 50% in bonus money. First, the week after all the criteria is initially completed (note: auto-ships must be set with a valid credit card on file), members will be given a \$200 product credit (see CILI Credit) in their back office to purchase products of their choice. Second, the week after all required autos-ships (8 total – 4 customers, 4 members) from the qualifying criteria have successfully run (funded), the \$200 money bonus will be paid to the member. If any of the 8 auto-ships fail to fund or cancel, the \$200 bonus will not be paid. It is the member's responsibility to make sure they get at least 8 Easy Orders (4 customers, 4 members) funded from the original qualifying customers and members, in order to receive this bonus.

## 5. Team/Binary Bonus

Qualified members at the rank of **C2** and higher will earn team commissions based on the lesser team's BV. These commissions start at **10%** and go up to **20%** based on rank and qualification (see ranks and comp plan chart for qualifications and exacts). This bonus is paid weekly. A newly qualified member will start accumulating/storing BV in a team leg the day they place a personally sponsored qualified member in said leg. You must have a personally sponsored member in both team legs (left & right) to earn team commissions. When bonuses are paid, the BV used for payout is subtracted and any leftover (unused) BV will rollover to the next week's pay period. The unused volume will continue to store in the strong team leg as long as a member is personally qualified and has a personally sponsored qualified member in their strong leg. Unused BV on the weak side that is left over from the cap will also rollover to the next week's pay period. Unused BV will continue to store in the weak team leg as long as a member is personally qualified and has a personally sponsored qualified member in their weak leg. If the member isn't personally qualified (65 PSV in standard orders or, 50 PSV in Easy Orders) for the RQP and/or they have no personally sponsored qualified member in said leg, the BV in that leg will flush at the end of the month (RQP) Rank Qualifying Period.

Title	C2	C3	C4	C5	C6	C7	C8	C9	C10	C11	C12
Team / Binary Commissions	10%	11%	12%	13%	14%	15%	16%	17%	18%	19%	20%



## Leadership Bonuses

## 6. Mentor Bonus - Check Match

Qualified members at the **C3** rank or higher will earn a matching bonus of up to **50%** on each of their personally sponsored member’s weekly Team Bonuses. This bonus is paid weekly.

Title	C3	C4	C5	C6	C7	C8	C9	C10	C11	C12
Mentor Bonus (check match)	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%

## 7. Car & Transportation Bonus

Members who qualify at the **C4** rank or higher and maintain **C4** rank or higher in the following RQP will earn this bonus of up to **\$1,200** monthly. This bonus is earned at the end of the second qualified RQP. If a member qualifies at two different ranks during the initial qualifying period (2 RQPs), the lowest of the two ranks will be used for payout. Once a member has qualified for this bonus, they can earn the next level of bonus by only qualifying one time per rank. Members must re-qualify for this bonus each month and will be paid at the qualified rank of the RQP. This bonus is paid monthly on the 15<sup>th</sup>, after the second RQP. If a member falls below the rank of **C4** for an RQP, they will have to qualify two consecutive RQPs at **C4** or above to restart this bonus.

Rank	Payout Amount
C4	\$100
C5	\$250
C6	\$350
C7	\$450
C8	\$550
C9	\$700
C10	\$850
C11	\$1,000
C12	\$1,200

## 8. Travel & Expense Account Bonus

Rank	Payout Amount
C5	\$250
C6	\$500
C7	\$1,000
C8	\$2,000
C9	\$3,500
C10	\$5,000
C11	\$7,500
C12	\$10,000

Members who qualify at the **C5** rank or higher and maintain the **C5** rank or higher the following RQP will earn this bonus of up to **\$10,000** monthly. This bonus is earned at the end of the second qualified RQP. If a member qualifies at two different ranks during the initial qualifying period (2 RQPs), the lowest of the two ranks will be used for payout. Once a member has qualified for this bonus, they can earn the next level of bonus by only qualifying one time per rank. Members must re-qualify for this bonus each month and will be paid at the qualified rank of the RQP. This bonus is paid monthly on the 15<sup>th</sup>, after the second RQP. If a member falls below the rank of **C5** for an RQP, they will have to qualify two consecutive RQPs at **C5** or above to restart this bonus.

Rank	Payout Amount
C6	\$350
C7	\$350
C8	\$350

## 9. Healthcare / Insurance Bonus

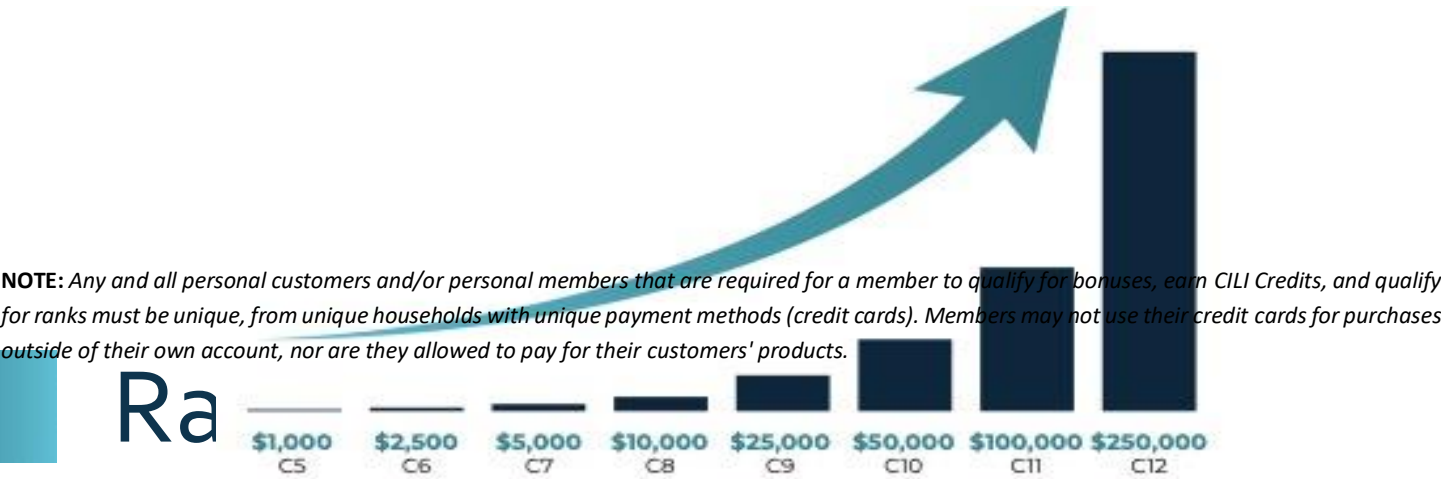
Members who qualify at the C6 rank or higher and maintain the C6 rank or higher the following RQP will earn this bonus of up to **\$1,000** monthly. This bonus is earned at the end of the second qualified RQP. If a member qualifies at two different ranks during the initial qualifying period (2 RQPs), the lowest of the two ranks will be used for payout. Once a member has qualified for this bonus, they can earn the next level of bonus by only qualifying one time per rank. Members must re-qualify for this bonus each month and will be paid at the qualified rank of the RQP. This bonus is paid monthly on the 15<sup>th</sup>, after the second RQP. If a member falls below the rank of C6 for an RQP, they will have to qualify two consecutive RQPs at Q6 or above to restart this bonus.

C9	\$350
C10	\$350
C11	\$350
C12	\$1,000

## 10. Rank Advancement Bonuses

When members qualify at the ranks of C5 and higher for 3 consecutive RQPs, they earn a one-time Rank Advancement Bonus. If a member qualifies at different ranks during the qualifying period (3 RQPs), the lowest of the three ranks will be used for payout. Each new rank has to be qualified for 3 RQPs, in order to earn the next Rank Advancement Bonus. These bonuses will be paid out on the 15<sup>th</sup> of the month, after the final qualification has been completed. A maximum of **\$25,000** per month will be paid on these bonuses. For example, if a Q11 Rank Advancement Bonus of \$100,000 has been earned, **\$25,000** a month will be paid out each month for the next 4 months. If a member qualifies for multiple Rank Advancement Bonuses at one time — by skipping over smaller ranks and qualifying at a higher one for 3 RQPs, they will be paid all Rank Advancement Bonuses in between, but at the maximum of **\$25,000** per month until paid in full.

### Rank Advancement Bonus Payout



## Qualified Member

- Enroll as a member and purchase membership (unless waived by the company)
- 65 PSV in standard orders, or 50 PSV in Easy Orders (auto-ships) within the RQP

## C1

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 1 active personal customer
- 1 qualified personally sponsored member
- 200 BV in personal \*Sponsor Tree in RQP (*\*BV from all of your personally sponsored members, their team, and their customers; See Glossary of Terms - Sponsor Tree*)

## C2

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 2 active personal customers
- 2 qualified personally sponsored members (must have one on each side of the binary)
- 600 BV in personal Sponsor Tree in RQP
- Team Bonus Cap: \$500 max in any RQP

## C3

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 3 active personal customers
- 3 qualified personally sponsored members (must have at least one on each side of the binary)
- 2,000 BV in personal Sponsor Tree in RQP
- Team Bonus Cap: \$1,000 max in any RQP

## C4

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 4 active personal customers
- 4 qualified personally sponsored members (must have at least one on each side of the binary)
- 5,000 BV in personal Sponsor Tree in RQP
- Sponsor Tree Max: 70% (no more than 70% Sponsor Tree BV can come from one leg)
- Team Bonus Cap: \$2,500 max in any RQP

## C5

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 4 active personal customers
- 5 qualified personally sponsored members (must have at least one on each side of the binary)



- 15,000 BV in personal Sponsor Tree in RQP
- Sponsor Tree Max: 65% (no more than 65% Sponsor Tree BV can come from one leg)
- Team Bonus Cap: \$7,500 max in any RQP

## C6

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 4 active personal customers
- 6 qualified personally sponsored members (must have at least one on each side of the binary)
- 30,000 BV in personal Sponsor Tree in RQP
- Sponsor Tree Max: 60% (no more than 60% Sponsor Tree BV can come from one leg)
- Team Bonus Cap: \$12,500 max in any RQP

## C7

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 4 active personal customers (must have at least one on each side of the binary)
- 7 qualified personally sponsored members
- 60,000 BV in personal Sponsor Tree in RQP
- Sponsor Tree Max: 55% (no more than 55% Sponsor Tree BV can come from one leg)
- Team Bonus Cap: \$25,000 max in any RQP

## C8

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 4 active personal customers
- 8 qualified personally sponsored members (must have at least one on each side of the binary)
- 120,000 BV in personal Sponsor Tree in RQP
- Sponsor Tree Max: 50% (no more than 50% Sponsor Tree BV can come from one leg)
- Team Bonus Cap: \$50,000 max in any RQP

## C9

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 4 active personal customers
- 9 qualified personally sponsored members (must have at least one on each side of the binary)
- 250,000 BV in personal Sponsor Tree in RQP
- Sponsor Tree Max: 45% (no more than 45% Sponsor Tree BV can come from one leg)
- Team Bonus Cap: \$100,000 max in any RQP

## C10

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 4 active personal customers

- 10 qualified personally sponsored members (must have at least one on each side of the binary)
- 500,000 BV in personal Sponsor Tree RQP
- Sponsor Tree Max: 40% (no more than 40% Sponsor Tree BV can come from one leg)
- Team Bonus Cap: \$250,000 max in any RQP

## C11

- 65 PSV in standard orders or 50 PSV in Easy Orders (auto-ships) within the RQP
- 4 active personal customers
- 11 qualified personally sponsored members (must have at least one on each side of the binary)
- 1,000,000 BV in personal Sponsor Tree in RQP
- Sponsor Tree Max: 35% (no more than 35% Sponsor Tree BV can come from one leg)
- Team Bonus Cap: \$500,000 max in any RQP

## C12

- 65 PSV in standard orders or 50 PSV in VIP (auto-ships) orders within the RQP
- 4 active personal customers
- 12 qualified personally sponsored members (must have at least one on each side of the binary)
- 2,500,000 BV in personal Sponsor Tree in RQP
- Sponsor Tree Max: 30% (no more than 30% Sponsor Tree BV can come from one leg)
- Team Bonus Cap: \$1,000,000 max in any RQP



# Glossary of Terms

**Customer** – A non-member who buys products at retail price directly from a member.

**Online Customer** – A non-member who buys products at retail price from a member's replicated site online.

**Active Customer** – An Online Customer who has placed an order in the last 4 weeks.

**VIP Customer** – An Online Customer who signs up for Easy Order: an automatic, recurring, monthly retail order (auto-ship). VIP Customers can receive FREE products and savings in the form of discounts, customer loyalty program, and referral credits etc. as offered by the company. There is no minimum dollar purchase requirement to be a VIP Customer in so long as the customer is on a monthly Easy Order/auto-ship with a credit card on file to purchase at least one product every month.

## VIP Customers' Benefits

- **FREE Bonus Product** – receive a \$25.00 product FREE every month

If a VIP Customer orders a CILI Swish with their Easy Order, they get a CILI Quick Shot spray of their choice for FREE (a \$25.00 retail product - shipped with their Easy Order) every month.

- **VIP Loyalty Program** – SAVE 10% on ALL future orders

Every time a qualified VIP Customer's Easy Order runs, they receive 10% of the retail product cost of that order in CILI Credits. These credits will be given to the VIP Customer in their back office the week after the order was placed and can be used to purchase products in the future (see CILI Credits for complete details).

- **CILI For FREE** – Get your products FREE every month

If a VIP Customer personally refers two other VIP Customers, they will receive free products equal to the average retail cost of their two VIP Customers' Easy Orders. If they refer more than two VIP Customers, they will receive the average of the two largest Easy Orders. Only Easy Orders count toward CILI For Free. This free product will be given to the VIP Customer as CILI Credits in their back office the week after it is earned (see CILI Credits for complete details). Each new month gives the VIP Customer the opportunity to earn free products credits again with same VIP Customers from the previous month, and/or new or different ones.

Note: Retail Bonuses are not paid on the VIP Customer's orders where CILI Credits are used. However, the two VIP Customers' orders that created the credits will count as personal customers of the sponsoring member, who will get a Personal Retail Bonus of 25% on each of those two orders, and the remaining 10%, 5%, and 5% will be paid to the appropriate qualified members as well. All of a member's customers, and their customers and so on will be counted as personally sponsored

customers and will warrant the member a Personal Retail Bonus of 25% unless they earned free products (CILI Credits).

**Membership/Enrollment Fee** – Each member will pay an annual membership fee of \$39.95.

**Member** – Someone who has enrolled and purchased a membership for the purpose of buying products at wholesale for personal use, and/or to sell products retail for a profit as well as sponsoring other members to do the same.

**Active member** – A member who qualified at least once during the last 6 Rank Qualifying Periods (see Qualified Member).

**Qualified Member** – A member who has 65 PSV (Personal Sales Volume) in standard orders or 50 PSV in Easy Orders (auto-ships) BV within the RQP. Only Qualified members can earn bonuses.

**PSV – Personal Sales Volume** – All BV purchased by a member combined with all BV purchased by member's personal customers and their customers and so forth in an RQP (Rank Qualifying Period).

**BV - Business Volume** – The portion of the wholesale price that is used to pay bonuses and commissions.

**VIP Member** – A member who signs up for Easy Order: an automatic, recurring, monthly product order (auto-ship). VIP Members can receive FREE products and savings in the form of discounts, loyalty program, and referral credits etc. as offered by the company. There is no minimum dollar purchase requirement to be a VIP Member in so long as the member is on a monthly Easy Order/auto-ship with a credit card on file to purchase at least one product every month.

## **VIP Member Benefits**

- **FREE Bonus Product** – receive a \$25.00 product FREE every month

If a VIP Member orders a CILI Swish with their Easy Order, they get a CILI Quick Shot of their choice for FREE (a \$25.00 retail product - shipped with their Easy Order) every month.

- **VIP Loyalty Program** – SAVE 10% on ALL future orders

Every time a qualified VIP Member's Easy Order runs, they receive 10% of the product cost of that order in CILI Credits. These credits will be given to the VIP Member in their back office the week after the order was placed and can be used to purchase products in the future (see CILI Credits for complete details).

- **CILI For FREE** – Get your products FREE every month.

If a VIP Member personally refers two VIP Customers, they will receive free products equal to the average BV of their two VIP Customers' Easy Orders. If they have more than two VIP Customers, they will receive the average of the two largest Easy Orders. Only Easy Orders count toward CILI for Free. This free product will be given to the VIP Member as CILI Credits in their back office the week after it

is earned (see CILI Credits for complete details). Each new month gives the VIP member the opportunity to earn free product credits again with same VIP Customers from the previous month, and/or new or different ones.

**NOTE:** Retail Bonuses are not paid on the VIP Customer's orders where CILI Credits are used. However, the two VIP Customers' orders that created the credits will count as personal customers of the sponsoring member, who will get a Personal Retail Bonus of 25% on each of those two orders, and the remaining 10%, 5%, and 5% will be paid to the appropriate qualified members as well. All of a member's customers, and their customers and so on will be counted as personally sponsored customers and will warrant the member a Personal Retail Bonus of 25% unless they earned free products (CILI Credits).

**Personal Sponsor** – The member that referred/sponsored another member is the personal sponsor of said member.

**Wholesale** – The price members pay for the products.

**Retail Price** – The price set by the company that customers pay for products. The retail price is programmed on all members' replicated sites and automatically generates Retail Bonuses for members when customers place orders on their site. Note: Members are not allowed to sell CILI products below the published retail price.

**PV - Personal Volume** – The BV personally ordered by a member. Note: All PV over 200 in an RQP will be placed in the member's Pay Leg at the time of the order.

**CBV – Customer Business Volume** – The BV generated by customers. This does not include any BV from members. A member's personal volume does not count as CBV. CBV is attached to the member who personally sponsored/obtained the customer and can't be placed below them in the binary for payment.

**Personal Group Volume** – All BV created by a member's personal purchases, their personal customers' purchases, their personally sponsored members' purchases, and their personally sponsored member's customers' purchases.

**Easy Order** – An automatic, recurring, monthly order (Auto Ship) purchased by members and/or customers. Customers and members who are on a monthly Easy Order are VIPs and qualify for savings in the form of discounts, free products, frequent buyer points, etc. as deemed viable by the company. Note: additional, or non auto ship orders do not supersede or cancel future Easy Orders.

**VIP Volume** – BV that is generated from VIP customers and VIP members' Easy Orders. This does not include BV from initial purchases, enrollment packs, standard website orders, etc. ONLY BV from Easy Orders is counted as VIP Volume.

**Personal VIP Group Volume** – VIP Volume that is generated from a member's personal VIP order, personal VIP Customers' orders, and their customers' VIP Customers' orders, and personally enrolled VIP Members' orders. This does not include BV from initial purchases, enrollment packs, standard website orders, etc.



**CILI Credits** – Credits given to members and customers in the way of gift certificates, primarily for specific, activates, rewards, promotions, and bonuses. CILI credits awarded to customers are always in the form of retail price, while member credits are in the form of BV. CILI Credits have expiration dates within which they have to be used. These dates are generally noted in the qualifying description of the bonus or reward in which they are earned. CILI credits can be used for product purchases ONLY unless otherwise stated by the company.

CILI Credits cannot be used for marketing materials, services, taxes, shipping, etc. Credits carry zero bonus BV and no bonuses are paid on products/credits when they are used. Credits cannot be transferred; however, members and/or customers can use their credits to send products to people and addresses other than their own (Member/customer pays for tax, shipping and handling etc.). The company reserves the right to restrict certain products from this credit and/or specify which products are used for credit if they deem necessary. If the member/customer has enough credits to cover their entire Easy Order (shipping & handling not included), they can choose to use them to qualify instead of their credit card on file. If the member/customer doesn't have enough credit to cover their entire Easy Order, they can use them for other products if they have enough credit, or hold them and let them accumulate as they earn more.

**Upline** – The sponsor of a member and all members above the member; also known as the line of support.

**Downline** – All members enrolled below a member — both personally and by the upline.

**Sponsor Tree** – ALL of a member's personally sponsored members, and their personally sponsored members, and their personally sponsored members and so on. All of a member's personally sponsored members go on the first level of their Sponsor Tree; there is no limit to how many members they can have on their first level. Members sponsored by a member's first level go on their second level and so forth. The Sponsor Tree only consists of a member's personally sponsored team and does NOT include any members from their sponsor or any upline member.

**Sponsor Tree Leg** – Each member's personally sponsored member constitutes a separate Sponsor Tree Leg. For example, if a member personally sponsors 5 members, they would all be front line in the Sponsor Tree, and therefore, said member would have 5 separate Sponsor Tree Legs. Sponsor Tree Leg BV includes BV from all members and customers in a leg.

**STV – Sponsor Tree Volume** – The total of all BV from a member's entire Sponsor Tree, including all legs and all customer BV. Sponsor Tree Volume is used to determine member ranks and maximum Team Bonus payouts.

**Binary Tree** – The Binary Tree is made up of two teams/legs: a left team, and a right team. All members from the Sponsor Tree are also placed by their Sponsor in the Binary Tree on either the left or right side. Members in the upline may also place people in a member's Binary Tree. This is called spillover. The Binary Tree BV is what determines a member's Team Bonus. Members must have a personally sponsored qualified member on both the left and right side to earn Team Bonuses. Based on a member's rank, they earn a percent of the lesser side of the Binary Tree BV, which may include spill over BV. Members may also select a default in their back office

and have the computer automatically place their newly sponsored members in their pay leg, or on the left or right side.

**Qualifying Volume** – Volume used to personally qualify a member for bonuses and/or rank.

**TTV – Total Team Volume** – ALL volume in a member's team. This includes Personal Volume, Customer Volume, Sponsor Tree Volume, and Binary Tree Volume.

**Placement** – The place in the binary tree where a member places their personally sponsored members.

**Strong Leg** – The side of your Binary Tree (left or right) that has a greater amount of BV.

**Pay Leg** – The side of your Binary Tree (left or right) with the lesser BV. The Pay Leg BV is used to calculate a member's weekly Team Bonus.

**Banked Volume** – Members must be qualified and have a personally sponsored qualified member in a binary leg (left or right), in order to bank/store BV. If the member is unqualified and/or doesn't have a personally sponsored qualified member in a leg (left or right), the BV in that particular leg will flush. Once BV is flushed, it is never restored. Unused BV in the Strong Leg can be banked/stored for rolling 12 months or until it is used, whichever comes first. Upon conclusion of the 12th month, the old, unused BV from 12 months ago will flush and the current month's BV will bank (if applicable). Unused Pay Leg BV will bank/store in the same manner for a rolling 12 months as long as the member is qualified and has a personally sponsored qualified member in the Pay Leg.

**Rank** – A title awarded to members that indicates the level of success achieved from selling products, acquiring customers, building a team, and producing BV.

**Qualified Rank** – An active member who has met all the qualification of a particular rank during the current Rank Qualifying Period. Qualified Rank determines the level a member is paid at.

**Sponsor Tree Max** – The maximum percent of the required BV that can come from any one personal Sponsor Tree Leg to qualify for ranks and bonuses.

**Rank Qualifying Period (RQP)** – Ranks are determined using the calendar month. Each rank period ends at midnight EST on the last day of each month. The rank a member qualifies for, by the end of the calendar month, is the rank they will be paid at for the following month.

**Qualifying On The Fly** – If a member hits a new rank during the month, that rank will be activated the following day and they will be paid at that rank for the rest of that month and the following month.

**Qualify & Confirm Bonuses** – Bonuses that members have to be qualified in consecutive RQPs to start earning. Example: Qualify a rank one month, then requalify/confirm the same rank or higher the next month to

earn the bonus. Once the qualify and confirm periods are complete, these bonuses are paid on the 15th of the following month.

**Pay Period** – The pay period for weekly bonuses ends at midnight PST each Sunday. If the RQP ends before the end of the weekly pay period, members will be paid at their highest qualified rank of the two RQPs. The pay period for monthly bonuses ends at midnight PST on the last day of each month.

**Payday** – Weekly bonuses will be posted 5 days after a pay week ends(Friday), and paid 3 days thereafter (Monday). Monthly bonuses will be paid on the 15th of the month following the RQP.

**Business Builder Packs** – Enrollment packs that are pre-set by the company to give members discounts, savings, and/or free products, along with better and quicker earning potential.



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