

Introduction to Gold Canyon

Our purpose is to provide families and communities life-changing products and opportunities.

There are three ways to become part of Gold Canyon: become a Retail Customer, Preferred Customer or an Executive.

Retail Customer	Preferred Customer
Pays Full Retail Price	Scent of the Month
Occasional Deals	<ul style="list-style-type: none"> • \$29.95 plus \$5.00 flat-rate shipping* • Billed on the 1st to have order to the customer around the 10th
<ul style="list-style-type: none"> - Shop Online - Update Profile Information - Upgrade to: <ul style="list-style-type: none"> • Preferred Customer • Executive 	25% off Everything They Buy**
	<ul style="list-style-type: none"> - Shop Online - Update Profile Information - Upgrade to: <ul style="list-style-type: none"> • Executive

2 Ways to Join	
Executive	
SILVER	GOLD
 <p>\$200 \$50 Gold Dollars per Promotion in 1st 90 Days</p>	 <p>\$400 \$100 Gold Dollars per Promotion in 1st 90 Days</p>
7 Ways to Earn	
25% Base Commissions Scent of the Month Bonus Enrollment Bonus Team Overrides	Star Bonus Lifestyle Bonus Fundraisers

All dollar amounts shown in examples and bonuses are U.S. Dollars. (USD). To calculate Canadian Dollars (CAD), multiply the dollar amount shown by 1.3.

* \$38.94 CAD. Shipping reimbursed in Gold Dollars

** Excludes Scent Delivery Systems, monthly subscriptions and supplies

Enrollment Bonuses are void during promotional or discounted Enrollment Kits. See goldcanyon.com or the current Enrollment Kit Flyer for details about current offerings.

Key Definitions

Qualifying Volume (QV) – Qualifying Volume is a universal point system assigned to each product. For example, Qualifying Volume is assigned to personal purchases, retail and Preferred Customer purchases, Scent of the Month, Enrollment Kits, Fundraiser items and supply items. In general, 1 Qualifying Volume is equal to 1 U.S. Dollar.

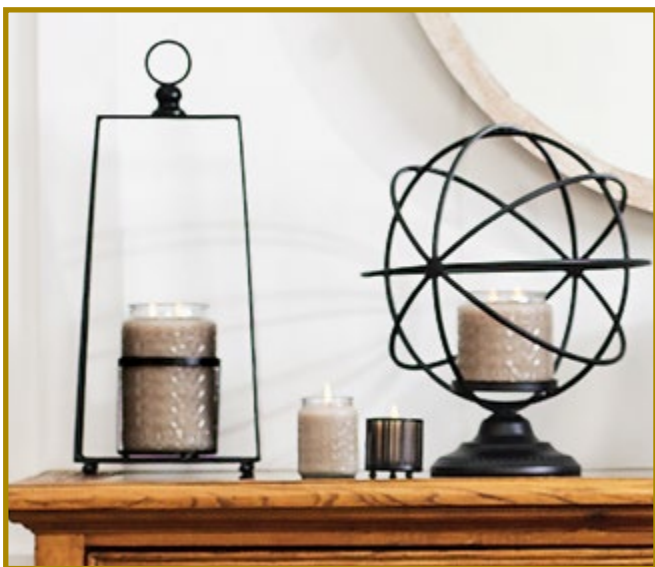
Personal Qualifying Volume (PQV) – The total Qualifying Volume of an Independent Executive's personal purchases and sales to personal retail and Preferred Customers and personal Fundraisers.

Commissionable Volume (CV) – The point value used to calculate Team Overrides. Not all items carry CV. For example, supply items or Scent Delivery Systems do not carry CV. CV is typically 75% of the Qualifying Volume of non-Fundraiser products and 50% of the Qualifying Volume of Fundraiser products.

Team Volume (TV) – The total PQV of an Independent Executive and the PQV of all Independent Executives on their team (Levels 1 to 10).

Active Executive – An Active Executive is in compliance with the Gold Canyon Statement of Policies, Terms and Conditions and has renewed their agreement by paying an annual fee or being enrolled in Scent of the Month the previous 12 months.

Base Commission is a 25% commission paid to all Active Executives on orders placed by their customers and is based on their customer's purchase price.



Examples:

1. If you sell \$500 in products to retail customers and your Preferred Customers buy products for \$200 in the same month, you earn \$175 in Base Commissions that month (\$125 for retail purchases plus \$50 for Preferred Customer purchases).
2. If you sell \$600 in products to retail customers and your Preferred Customers buy products for \$400 in the same month, you earn \$250 in Base Commissions that month (\$150 for retail purchases plus \$100 for Preferred Customer purchases).

	Customer Price	QV	CV	Base Commission
Retail Purchases	\$100.00	100.00	75.00	\$25.00
Preferred Customer Purchases	\$75.00	75.00	56.25	\$18.75

Scent of the Month

A subscription for an unique fragrance in custom-designed candle glass that is exclusive to this program.

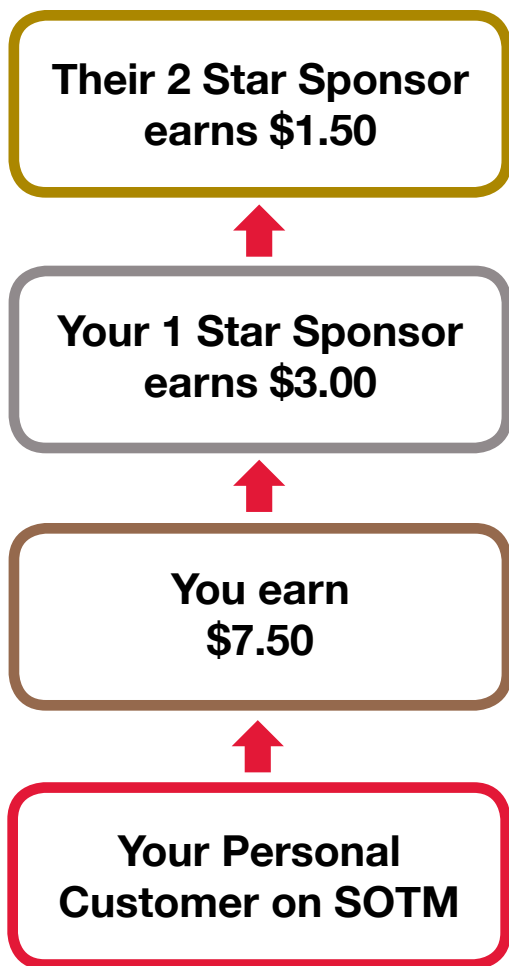


* Shipping is reimbursed in Gold Dollars

- You get 30 QV per month per customer that you enroll in Scent of the Month (SOTM). As an Active Executive, you earn a Scent of the Month Bonus on your personal Preferred Customers.
- You can also earn a Scent of the Month Bonus on SOTM purchased by Preferred Customers of your Level 1 and Level 2 Executives.

Example 1

You earn \$7.50 on your personal customer's SOTM, your 1 Star Sponsor earns \$3.00 and their 2 Star Sponsor earns \$1.50.



You earn \$75.00 on 10 of your personal customer's SOTM, your 1 Star Sponsor earns \$30.00 and their 2 Star Sponsor earns \$15.00.



Scent of the Month

Example 2

You earn a Scent of the Month Bonus each month a customer is subscribed.

Earnings grow when you sell SOTM to more customers, and they continue to grow when your customers stay subscribed to SOTM for 12 months.

Hypothetical earnings when you sell SOTM to your personal customers					
Personal Customers	QV Each	QV Total	Monthly Earnings per Customer	Monthly Earnings	Annual Earnings
1	30	30	\$7.50	\$7.50	\$90.00
10	30	300	\$7.50	\$75.00	\$900.00
20	30	600	\$7.50	\$150.00	\$1,800.00
40	30	1,200	\$7.50	\$300.00	\$3,600.00

Hypothetical earnings if you teach five Level 1 Executives to sell SOTM to the same number of customers						
L1 Executives' Customers	Four L1 Executives' Customers	QV Each	QV Total	Monthly Earnings per Customer	Monthly Earnings	Annual Earnings
1	5	30	150	\$3.00	\$15.00	\$180.00
10	50	30	1,500	\$3.00	\$150.00	\$1,800.00
20	100	30	3,000	\$3.00	\$300.00	\$3,600.00
40	200	30	6,000	\$3.00	\$600.00	\$7,200.00

Hypothetical earnings if your Level 1 Executives each teach 5 Level 1 Executives (25 total) to sell SOTM to the same number of customers						
L2 Executives' Customers	16 L2 Executives' Customers	QV Each	QV Total	Monthly Earnings per Customer	Monthly Earnings	Annual Earnings
1	25	30	750	\$1.50	\$37.50	\$450.00
10	250	30	7,500	\$1.50	\$375.00	\$4,500.00
20	500	30	15,000	\$1.50	\$750.00	\$9,000.00
40	1,000	30	30,000	\$1.50	\$1,500.00	\$18,000.00

Add up all the customers, QV and hypothetical earnings					
Customers Each	Total Customers	QV Each	QV Total	Monthly Earnings Totals	Annual Earnings
1	31	30	930	\$60.00	\$720.00
10	310	30	9,300	\$600.00	\$7,200.00
20	620	30	18,600	\$1,200.00	\$14,400.00
40	1,240	30	37,200	\$2,400.00	\$28,800.00

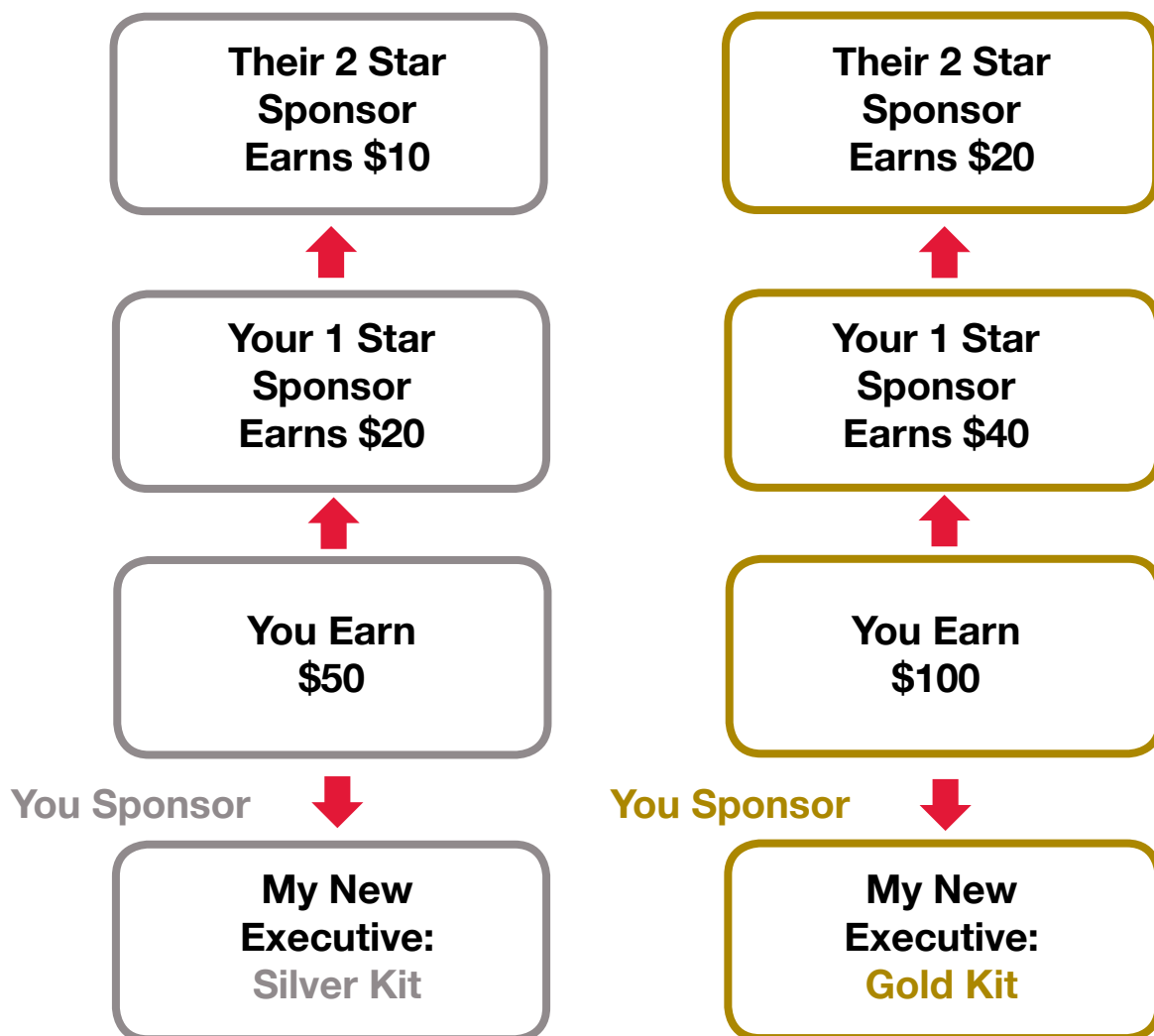
Enrollment Bonus

A bonus paid to an Executive that personally sponsors new Executives. The bonus varies based on the kit purchased by the new Executive.

- You earn an Enrollment Bonus on your personally sponsored Executives when you're an Active Executive.
- You earn an Enrollment Bonus on your new Level 2 Executives when you're Paid-As a 1 Star or above.
- You earn an Enrollment Bonus on your new Level 3 Executives when you're Paid-As a 2 Star or above.

Example 1

Look at how one kit can pay out Enrollment Bonuses up to three levels.



Enrollment Bonus

Example 2

Here's how your PQV and Enrollment Bonuses can add up when you sponsor and teach others to do the same.

Potential earnings when you personally sponsor 5 new Executives					
Kit Type	L1 Executives	QV Each	Total QV	Bonus Each	Total Bonus
Silver	5	200	1,000	\$50.00	\$250.00
Gold	5	400	2,000	\$100.00	\$500.00

Potential earnings when you teach 5 Level 1 Executives to sponsor 5 new Executives each					
Kit Type	L2 Executives	QV Each	Total QV	Bonus Each	Total Bonus
Silver	25	200	5,000	\$20.00	\$500.00
Gold	25	400	10,000	\$40.00	\$1,000.00

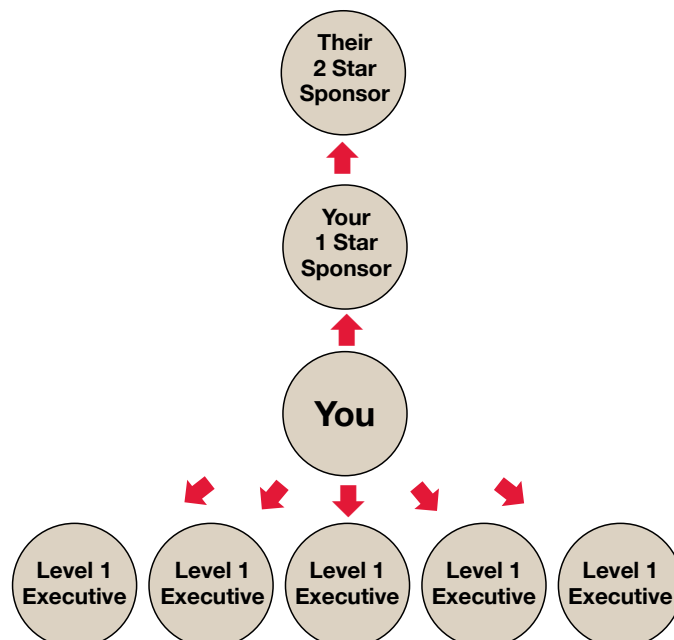
Potential earnings when your Level 2 Executives each teach 5 of their Executives to sponsor 5 new Executives each					
Kit Type	L3 Executives	QV Each	Total QV	Bonus Each	Total Bonus
Silver	125	200	25,000	\$10.00	\$1,250.00
Gold	125	400	50,000	\$20.00	\$2,500.00

Example 3

If you sponsor 5 new Executives with Silver Kits, you earn \$250.

Your 1 Star Sponsor earns \$100.

Their 2 Star Sponsor earns \$50.



Advance in ★ Rank

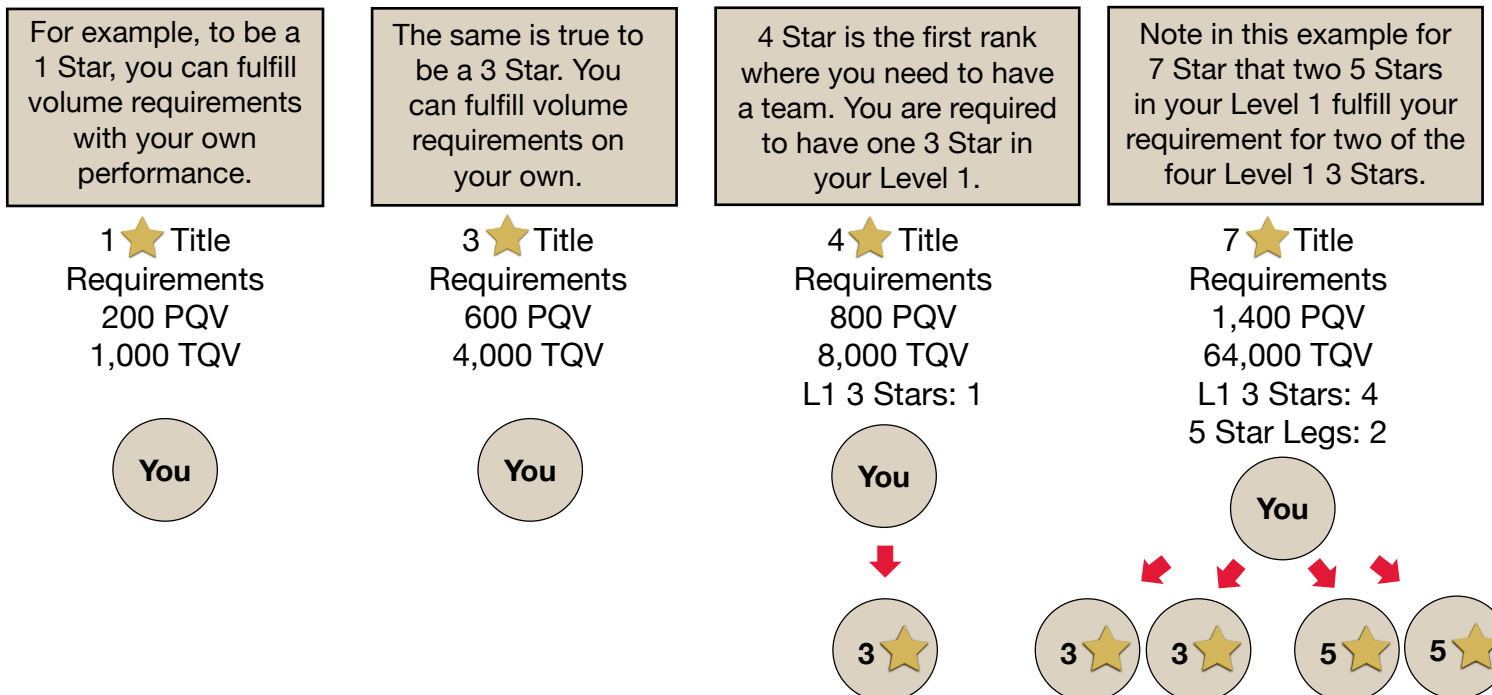
Promotion – An Executive promotes to a new Career Title when they meet all of the qualifications for that title in a single month. Regardless of what day the promotion was actually achieved, the new Career Title is effective for the entire month when determining qualification for overrides and bonuses.

Career Title – An Executive's Career Title is their recognition title, the highest title they have achieved. An Executive's Career Title does not change unless they promote. Career Title determines an Executive's eligibility for different incentives or programs offered by Gold Canyon.

Paid-As Title – Your Paid-As Title is the title that determines your paycheck. Your Paid-As Title is determined by your monthly performance. You are paid at the title for which you qualify during the period.

	Exec	1 ★	2 ★	3 ★	4 ★	5 ★	6 ★	7 ★	8 ★	9 ★	10 ★
PQV		200	400	600	800	1,000	1,200	1,400	1,600	1,800	2,000
TV		1,000	2,000	4,000	8,000	16,000	32,000	64,000	128,000	256,000	512,000
L1 3 Star					1	2	3	4	5	6	7
5 Star Legs							1	2	3	4	5

Step by step, you are rewarded for building PQV, TV, and teaching others on your team to do the same thing.



Team Overrides

As an Independent Executive, you can earn an override commission on your entire team, Levels 1-10.

- You unlock additional levels as you rise in rank.
- Team Overrides are based on your Paid-As Title each month.
- Team Overrides are calculated on the Commissionable Volume of your Levels 1-10.

	Exec	1 ★	2 ★	3 ★	4 ★	5 ★	6 ★	7 ★	8 ★	9 ★	10 ★
PQV		200	400	600	800	1,000	1,200	1,400	1,600	1,800	2,000
TV		1,000	2,000	4,000	8,000	16,000	32,000	64,000	128,000	256,000	512,000
L1 3 Star					1	2	3	4	5	6	7
5 Star Legs							1	2	3	4	5
L1		10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
L2			5%	5%	5%	5%	5%	5%	5%	5%	5%
L3				4%	4%	4%	4%	4%	4%	4%	4%
L4					3%	3%	3%	3%	3%	3%	3%
L5						2%	2%	2%	2%	2%	2%
L6							1%	1%	1%	1%	1%
L7								1%	1%	1%	1%
L8									1%	1%	1%
L9										1%	1%
L10											1%

See examples on the following page.

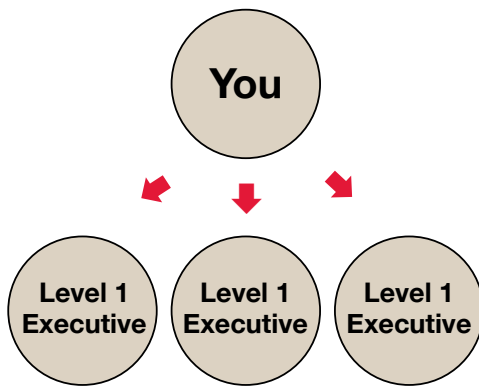
Team Overrides

Example 1:

If you and your team achieve the following in a month: PQV = 350, Level 1 QV = 1,000, TV = 1,350 (PQV + QV of L1 Execs)

Your Paid-As Title = 1 Star
Team Overrides = 10% of L1 CV

If your L1 CV = 750, you would earn \$75 in Team Overrides for the month.

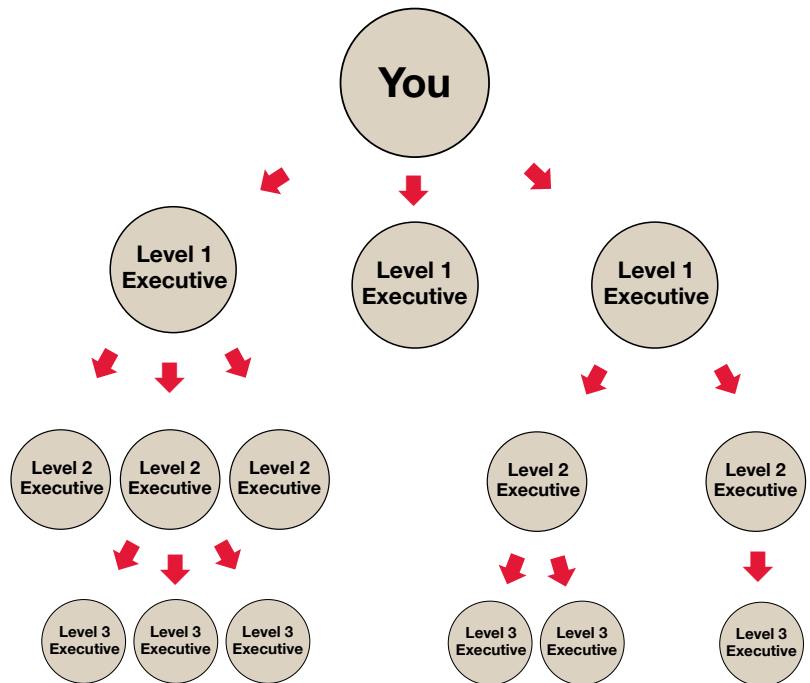


Example 2:

If you and your team achieve the following in a month: PQV = 725, Level 1 QV = 1,050, Level 2 QV = 1,350, Level 3 QV = 1,500, TV = 4,650 (PQV + QV of L1 – L3 Execs)

Your Paid-As Title = 3 Star
Team Overrides = 10% of L1 CV + 5% of L2 CV + 4% of L3 CV

If L1 CV = 787.50, L2 CV = 1,012.50 and L3 CV = 1,125.00 , you would earn \$78.75 + \$50.62 + \$45.00 for a total of \$174.37 in Team Overrides for the month.



Star Bonus

A bonus paid to Independent Executives that achieve and maintain a rank. It starts at \$400 at 4 Star and goes as high as \$1,000 at 10 Star and above. To unlock the Star Bonus, Executives must be Paid-As a 4 Star or higher two consecutive months.

	Exec	1 ★	2 ★	3 ★	4 ★	5 ★	6 ★	7 ★	8 ★	9 ★	10 ★
PQV		200	400	600	800	1,000	1,200	1,400	1,600	1,800	2,000
TV		1,000	2,000	4,000	8,000	16,000	32,000	64,000	128,000	256,000	512,000
L1 3 Star					1	2	3	4	5	6	7
5 Star Legs							1	2	3	4	5
Star Bonus					\$400	\$500	\$600	\$700	\$800	\$900	\$1,000

Examples

January	February	March	April	May	June
Promote to 4 ★!	Paid As 4 ★	Paid As 4 ★	Paid As 4 ★	Promote to 5 ★!	Paid As 5 ★
	\$400 Star Bonus	\$400 Star Bonus	\$400 Star Bonus	\$400 Star Bonus	\$500 Star Bonus!

Did you know? Executives enrolling with the Gold Kit unlock the Star Bonus at 1 month when they promote within their first 90 days!

January	February	March	April	May	June
Promote to 4 ★ in 1st 90 Days!	Paid As 4 ★	Paid As 4 ★	Promote to 5 ★!	Paid As 5 ★	Paid As 5 ★
\$400 Star Bonus!	\$400 Star Bonus	\$400 Star Bonus	\$400 Star Bonus	\$500 Star Bonus!	\$500 Star Bonus





Did you know? Once an Executive in Gold Status unlocks the Star Bonus, they continue to earn a Star Bonus based on their Paid As title. Non-Gold Status Executives can only drop 1 level to still receive their Star Bonus.

January	February	March	April	May	June
Promote to 5 ★!	Paid As 5 ★	Paid As 5 ★	Paid As 5 ★	Paid As 4 ★	Paid As 5 ★
\$400 Star Bonus	\$500 Star Bonus!	\$500 Star Bonus	\$500 Star Bonus	\$400 Star Bonus	\$500 Star Bonus

*Star Bonuses are paid to 4 Star Executives and above after they've been paid two consecutive months at the new Career Title. A Star Bonus is then paid each month an Executive in Gold Status is Paid-As 4 Star or above. Executives not in Gold Status will be paid the lower bonus amount when they are Paid-As one level lower than the highest Star Bonus level they have unlocked. The amount of the Star Bonus is determined by the Executive's Paid-As Title at the end of the month.






Lifestyle Bonus

A bonus paid to Independent Executives that achieve the Jewel levels above the Star levels. To unlock the Lifestyle Bonus, Executives must be Paid-As Sapphire or higher two consecutive months.





	 10	 Sapphire	 Ruby	 Emerald	 Diamond	 Double Diamond
PQV	2,000	2,000	2,000	2,000	2,000	2,000
TV	512,000	512,000	512,000	512,000	512,000	512,000
L1 - 3 Star	7	7	7	7	7	7
5 Star Legs L1 - 3	5	5	5	5	5	5
10 Star Legs L1 - 3		1	2	3	4	5
Star Bonus	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Lifestyle Bonus		\$25,000 Paid over 5 months	\$50,000 Paid over 10 months	\$100,000 Paid over 10 months	\$200,000 Paid over 20 months	\$400,000 Paid over 20 months

Examples

Did you know? The Lifestyle Bonus is in addition to the Star Bonus!

January	February	March	April	May	June
Promote to  !	Paid As 	Paid As 	Paid As 	Paid As 	Paid As 
	\$5,000 Lifestyle Bonus	\$5,000 Lifestyle Bonus	\$5,000 Lifestyle Bonus	\$5,000 Lifestyle Bonus	\$5,000 Lifestyle Bonus
	\$1,000 Star Bonus	\$1,000 Star Bonus	\$1,000 Star Bonus	\$1,000 Star Bonus	\$1,000 Star Bonus

Did you know? Once you unlock the Lifestyle Bonus, you don't lose it if you have an off month.

January	February	March	April	May	June
Promote to  !	Paid As 	Paid As 	Paid As 10 	Paid As 	Paid As 
	\$5,000 Lifestyle Bonus	\$5,000 Lifestyle Bonus	No Lifestyle Bonus	\$5,000 Lifestyle Bonus	\$5,000 Lifestyle Bonus
	\$1,000 Star Bonus	\$1,000 Star Bonus	\$1,000 Star Bonus	\$1,000 Star Bonus	\$1,000 Star Bonus

Look at the **Big Picture** for Star Rank Requirements

Here are the requirements and compensation for the Gold Canyon Rewards Plan at a glance.

GOLD CANYON REWARDS PLAN SUMMARY

	Exec	1★	2★	3★	4★	5★	6★	7★	8★	9★	10★
PQV		200	400	600	800	1,000	1,200	1,400	1,600	1,800	2,000
TV		1,000	2,000	4,000	8,000	16,000	32,000	64,000	128,000	256,000	512,000
L1 3 Star					1	2	3	4	5	6	7
5 Star Legs L1 - 3							1	2	3	4	5
Base Commission	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
L1		10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
L2			5%	5%	5%	5%	5%	5%	5%	5%	5%
L3				4%	4%	4%	4%	4%	4%	4%	4%
L4					3%	3%	3%	3%	3%	3%	3%
L5						2%	2%	2%	2%	2%	2%
L6							1%	1%	1%	1%	1%
L7								1%	1%	1%	1%
L8									1%	1%	1%
L9										1%	1%
L10											1%
Quick Star		GD	GD	GD	GD						
Star Bonus					\$400	\$500	\$600	\$700	\$800	\$900	\$1,000
Lifestyle Bonus											

Team Override Commissions (Levels 1 through 10) are paid on Commissionable Volume (CV) of a sale. CV = 75% of PQV-Net; CV = 50% of PQV-FR. TV = Your PQV plus the total PQV from Levels 1 through 10 in the current month.

Quick Star Bonuses are paid in Gold Dollars when an Executive promotes to a new title within their first 90 days.






Star Bonuses are paid to 4 Star Executives and above after they've been paid two consecutive months at the new Career Title*. The Star Bonus is paid each month a Gold Status Executive is Paid-As a 4 Star or above. Executives not in Gold Status will be paid the lower Star Bonus amount when they are Paid-As one level lower than the highest Star Bonus they have unlocked. The amount of the Star Bonus is determined by the Executive's Paid-As Title at the end of the month.

*If you enroll with the Gold Kit, you unlock the Star Bonus the first month when you promote to 4 Star within your first 90 days.

Look at the Big Picture for Jewel Rank Requirements

Here are the requirements and compensation for the Gold Canyon Rewards Plan at a glance.

JEWEL RANK SUMMARY

	10 ★					
PQV	2,000	2,000	2,000	2,000	2,000	2,000
TV	512,000	512,000	512,000	512,000	512,000	512,000
L1 - 3 Star	7	7	7	7	7	7
5 Star Legs L1 - 3	5	5	5	5	5	5
10 Star Legs L1 - 3		1	2	3	4	5
Base Commission	25%	25%	25%	25%	25%	25%
L1	10%	10%	10%	10%	10%	10%
L2	5%	5%	5%	5%	5%	5%
L3	4%	4%	4%	4%	4%	4%
L4	3%	3%	3%	3%	3%	3%
L5	2%	2%	2%	2%	2%	2%
L6	1%	1%	1%	1%	1%	1%
L7	1%	1%	1%	1%	1%	1%
L8	1%	1%	1%	1%	1%	1%
L9	1%	1%	1%	1%	1%	1%
L10	1%	1%	1%	1%	1%	1%
Quick Star						
Star Bonus	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Lifestyle Bonus		\$25,000	\$50,000	\$100,000	\$200,000	\$400,000

Plus, starting at Sapphire, you're eligible to earn a one-time Lifestyle Bonus

Lifestyle Bonuses are unlocked when a leader is paid two consecutive months at their new Career Title.

The Sapphire bonus is paid in 5 equal installments when the Executive is Paid-As a Sapphire or higher.

The Ruby bonus is paid in 10 equal installments when the Executive is Paid-As a Ruby or higher.

The Emerald bonus is paid in 10 equal installments when the Executive is Paid-As an Emerald or higher.

The Diamond bonus is paid in 20 equal installments when the Executive is Paid-As a Diamond or higher.

The Double Diamond bonus is paid in 20 equal installments when the Executive is Paid-As a Double Diamond or higher.

Fundraisers

Fundraisers are a great way to increase your Personal Qualifying Volume (PQV) and share the Gold Canyon opportunity with a wider audience.

The Qualifying Volume (QV) from Fundraisers will apply to all PQV requirements.

Executives holding Fundraisers are required to familiarize themselves with the Gold Canyon Fundraiser Program and all the resources available to conduct a successful Fundraiser. The Business Center Resource Library has everything you need to get started.

The Gold Canyon Fundraiser Program is not meant to replace our current selling system. Fundraisers are designed to provide organizations, or even individuals, a method to raise funds for a specific program or event. These Fundraisers can be for schools, band programs, or even an individual or family facing a catastrophic event. The intent of the program is not now, nor was it ever, for personal gain. In the spirit of doing the right thing to support worthy causes, we ask that you please respect the intention of our Fundraiser Program.

All Executives that hold Gold Canyon Fundraisers earn 10% Personal Fundraiser Base Commission.

Benefits

- Fundraisers count toward all Qualifying Volume (QV) requirements: Personal Qualifying Volume (PQV) and Team Volume (TV).
- You can receive commission on anyone in your team (Levels 1-10) who does a Fundraiser.

Fundraisers count toward all Qualifying Volume (QV) requirements: Personal Qualifying Volume (PQV) and Team Volume (TV).

You can receive commission on anyone in your team (Levels 1-10) who does a Fundraiser.

Fundraiser Examples

Fundraiser proceeds	\$10,000
Base commission % of proceeds	x 10%
Base commission kept by Executive	\$1,000



Glossary

To be successful in your home-based business, it is important to understand the terminology unique to the direct sales industry and to Gold Canyon. Take a few minutes to familiarize yourself with this Glossary of Terms. You'll feel more confident in your business and the opportunities awaiting you!

Active Executive An Executive must be in compliance with the Gold Canyon Statement of Policies, Terms and Conditions and amendments thereto. As an Active Gold Canyon Executive, you are entitled to the full benefits of being an Executive. An Executive must renew their agreement annually on their anniversary to be considered Active for the following year, this is done by paying an annual fee or being enrolled in Scent of the Month the previous 12 months.

Base Commission A 25% Base Commission is paid to Executives on orders placed by their customers based on their customer's purchase price. The Executive does not need to achieve a PQV minimum to receive their Base Commission in any month. The Executive may choose to retain commissions when a customer pays cash or if the order is being charged to the Executive's credit card. Retaining commissions means the card will only be charged the Executive price and no base commissions will be paid at the end of the month. All other Base Commissions are paid to Executives by Gold Canyon.

Booking A scheduled Party (for example, a specific commitment from a future Host) is called a booking.

Business Center The Business Center website is password protected and provides the Executive access to their account information, ordering and reports for: customers, order history and tracking, personal and team information, events, training and more to help them grow their businesses.

Career Title An Independent Executive's Career Title is their recognition title, typically the highest title they have achieved. An Executive's Career Title does not change unless they promote or choose not to renew their business.

Commissions The term Commissions is the amount earned by the Independent Executives through the Rewards Plan.

Commissionable Volume (CV) The point value used to calculate Team Overrides is Commissionable Volume. Not all items carry CV; for example, supply items or Scent Delivery Systems do not carry CV. CV is typically 75% of the Qualifying Volume of non-Fundraiser products and 50% of the Qualifying Volume of Fundraiser products.

Compression (General) When an Executive closes their account and is no longer part of the company, their organization and customers are moved to the upline filling the gap left by this Executive on their anniversary date.

Customer Order Customer orders are those orders an Executive places for product for his or her own customer when their total does not reach the 200 Qualifying Volume minimum to enter a Party order. These orders do not qualify for Host Rewards. They are submitted through the Business Center. For current shipping rates, go to the Business Center/Tools/Resource Library/Gold Canyon USA and Canada/Shipping and Sales Tax.

Direct Sales Direct Sales is the sale of a product or service, person-to-person, independent from a fixed retail location. Gold Canyon is a direct-selling company that markets its products through Independent Executives who sell primarily at Parties, in other person-to-person settings and through a personal website.

Eligible An Executive is considered Eligible to receive a commission if they meet the Career Title requirements for a particular payout. For example, an Executive is Eligible to receive the Enrollment Bonus on Enrollment Kits purchased by new Executives in their Level 3 if they have a Career Title of 2 Star or higher. If they had a lesser title, they would not be Eligible to receive the Enrollment Bonus on Enrollment Kits purchased by new Executives in their Level 3 even though they might be fully Qualified at the lesser title. Eligibility does not mean an Executive will receive the particular payout. To receive a payout, an Executive must be both Eligible and Qualified. It is possible for an Executive to be Eligible but unqualified. For example, if they have a Career Title of 2 Star making them Eligible for the Enrollment Bonus on Enrollment Kits purchased by new Executives in their Level 3, but are Paid-As a 1 Star, it would make them unqualified to receive it. Likewise, it is possible for them to be ineligible but Qualified. For example, if they have a Career Title of 1 Star and are Qualified at that title, but are ineligible for the Enrollment Bonus on Enrollment Kits purchased by new Executives in their Level 3 because they have not achieved a title of 2 Star or higher. An Executive must be both Eligible and Qualified to receive a particular payout. See also Qualified.

Enroller/Personal Sponsor An Executive who sponsors and brings a new Executive into the business is the new Executive's Enroller or Personal Sponsor.

Enrollment Bonus A bonus paid to an Executive that personally sponsors new Executives. The bonus varies based on the Enrollment Kit purchased by the new Executive. See page 7 of the Rewards Plan Guide for additional details.

Glossary

Enrollment Order This order type is created during the online agreement process, whether the agreement is entered by the enrolling Executive via the corporate website, another Executive's personal website or the home office. The item ordered is the Enrollment Kit, consisting of products and business supplies. This order type is not eligible for Host Rewards. There is no retail profit or Commissionable Volume on an Enrollment Order.

Executive Acting as an independent contractor, an Executive presents and sells the Gold Canyon product line.

Executive – Hold An Executive in Hold status is one who has violated a policy and is not allowed to log in to the Business Center or do any business as an Executive until the violation has been corrected. See Hold Status in the Statement of Policies for additional information.

Executive – In Good Standing To be considered a Gold Canyon Executive In Good Standing, an Executive must be in compliance with the Gold Canyon Statement of Policies, Terms and Conditions and all amendments thereto. As a Gold Canyon Executive In Good Standing, you are entitled to the full benefits of being an Executive.

Executive – Resignation An Executive in Resignation status is one whose account with Gold Canyon was closed voluntarily by sending a Support Ticket to Customer Service asking to be resigned or choose not to renew their account on their anniversary date. See Termination by Resignation in the Statement of Policies for additional details.

Executive – Terminated An Executive in Terminated status is one whose account was closed by Gold Canyon as a result of disciplinary action.

Executive Agreement The agreement between an Executive and Gold Canyon, wherein the Executive agrees to operate a Gold Canyon business in accordance with the Statement of Policies and the Terms & Conditions. In return, Gold Canyon allows the individual to become a Gold Canyon Executive and will compensate him or her in accordance with the Rewards Plan.

Executive Order Executive orders are those orders an Executive places for product for his or her personal use when their total does not reach the 200 Qualifying Volume minimum to enter a Party order. These orders do not qualify for Host Rewards. They are submitted through the Business Center. For current shipping rates, go to the Business Center/Tools/Resource Library/Gold Canyon USA and Canada/Shipping and Sales Tax.

Executive Titles An Executive may earn additional titles beyond Executive based on sponsoring, personal sales and team sales. Those titles include 1 Star Executive (1 Star), 2 Star Executive (2 Star), 3 Star Executive (3 Star), 4 Star Executive (4 Star), 5 Star Executive (5 Star), 6 Star Executive (6 Star), 7 Star Executive (7 Star), 8 Star Executive (8 Star), 9 Star Executive (9 Star), 10 Star Executive (10 Star), Sapphire (Sapph.), Ruby (Ruby), Emerald (Emer.), Diamond (Diam.) and Double Diamond (2 Diam.). See the Rewards Plan information beginning on page 8 of the Rewards Plan Guide for a complete description of Executive titles.

Frontline The Executives who are in Level 1 of another Executive's organization are considered the Frontline of that Executive.

Fundraiser Order These orders are placed on behalf of an organization by an Executive. The organization receives 40% of the retail profit, while the Executive receives 10% of the retail profit of the order amount. See Guide to Conducting a Gold Canyon Fundraiser on the Business Center/Tools/Resource Library/Gold Canyon USA and Canada/Fundraiser Tools for details regarding this program and PQV - Fundraiser (PQV-FR). This order type is not eligible for Host Rewards. Products sold through the Fundraiser Program must not be entered as Party order(s), as this is a misrepresentation of the Gold Canyon Fundraiser Program and misuse of the Rewards Plan. Fundraiser orders must be a minimum of \$400 retail.

Gold Dollars A product credit posted to a ledger for Executives and customers to use as a payment method when placing an order. Gold Dollars may only be used for payment on Gold Dollar and personal website orders. QV and CV will be reduced by the amount of Gold Dollars used on an order. The amount of Gold Dollars used on a personal website order will not count towards Host Rewards if the order is attached to a Party order. Gold Dollars cannot be used to pay for Scent of the Month, supply items, tax or shipping.

Gold Dollars Order Gold Dollar orders are those orders an Executive can use to purchase retail products. Scent of the Month and supply items are not eligible for Gold Dollar purchases. Gold Dollar orders do not qualify for Host Rewards, QV or CV. For current shipping rates, see the Business Center/Tools/Resource Library/Gold Canyon USA and Canada/Shipping and Sales Tax.

Host A Host is an individual who hosts a Party with invited guests. A Host is awarded Host Rewards when the Party reaches 200 Qualifying Volume, with additional rewards as the Party sales increase.

Host Rewards Program The Host Rewards Program includes the rewards a Host earns from hosting a Party with Qualifying Volume of 200 or greater. As a benefit to Executives, Gold Canyon provides Gold Dollars for all Host Rewards the Company offers. The Host is responsible for paying the sales tax and shipping on all Host Reward items when they redeem their Gold Dollars. (For complete information, see Party Order Tutorial on Business Center/Tools/Resource Library/ Gold Canyon USA and Canada/Tutorials).

Incentives Occasionally, Gold Canyon offers incentives to help Executives increase their sales or build their teams. These incentives vary, are offered for a limited time, and include various criteria to qualify. An example of an incentive program is the potential to earn trips paid for by the Company. Gold Canyon regularly conducts audits throughout the incentive period to prevent fraud or misuse of the incentive program.

Independent Contractors All Gold Canyon Executives are independent contractors, meaning they are not employees, franchisees, agents or partners with Gold Canyon. Each Executive controls how they conduct their Gold Canyon business provided they comply with applicable laws and as long as they fully comply with the Statement of Policies, Terms & Conditions, and Rewards Plan, as amended from time to time.

Leadership Titles With the achievement of higher leadership titles, Executives can increase the amount of Override Commissions on their team sales. These leadership titles also recognize status within the Gold Canyon community. See also Career Title and Paid-As Title.

Glossary

Level The place an Executive occupies in an organizational genealogy structure relative to another Executive in the same organization. Executives personally sponsored are Level 1 or Frontline. Those Executives sponsored by Level 1 Executives are Level 2, relative to the original Executive. Level does NOT refer to title or rank.

Lifestyle Bonus This bonus is awarded to qualified Executives that achieve a Paid-As Title of Sapphire and above after they've been paid at their new title two consecutive months. The bonus is only paid when the Executive is Paid-As their Career Title or higher. The amount of the Lifestyle Bonus is determined by the Executive's Paid-As Title at the end of the month. See page 12 of the Rewards Plan Guide for additional details.

Monthly Sales Requirement If an Executive is designated as unqualified or ineligible, then that Level Override will not be paid. See also Active, Eligible and Qualified.

New Executive A New Executive is an Executive who has enrolled for the first time as an Executive with Gold Canyon, meaning they have not been an Executive for a period of twelve months or more with Gold Canyon.

Organization Individuals sponsored by an Executive and everyone below them make up that Executive's organization.

Override Commissions Override Commissions are additional commissions earned on sales made by your team.

Paid-As Title Each Executive is paid at the title for which they qualify during the month. The requirements to be Paid-As a title are the same as the requirements to promote to that title, but subject to a single month. If in any month they fail to achieve their Career Title Level, they are Paid-As the title for which they actually qualify.

Party Order The Party order consists of orders collected through a "Home Party" or "Catalog Party" with a minimum of \$200 in commissionable sales. These orders are eligible for Host Rewards and are submitted through the Business Center. A shipping surcharge is added to the total of the order. For current shipping rates, go to the Business Center/Resources/Gold Canyon USA and Canada/Shipping and Sales Tax. Products sold through the Fundraiser Program cannot be entered as Party Order(s), as this is a misrepresentation of the Gold Canyon Fundraiser Program and misuse of the Rewards Plan.

Period A period refers to the specific time frame in which qualifications and payouts are calculated. In Gold Canyon's Rewards Plan, a period is the same as a calendar month. Base Commissions, Scent of the Month (personal Preferred Customers and Level 1 Executives) and Enrollment Bonuses (Level 1 enrollments). Team Override Commissions, Scent of the Month and Enrollment Bonuses for additional Levels are paid on a monthly basis to qualified Executives.

Personal Sales Personal sales are the sales of various products by an Executive. This includes Scent of the Month, Enrollment Kits, items sold via their personal website and items ordered on their Business Center. For additional information, see page 2 of the Rewards Plan Guide.

Personal Qualifying Volume (PQV) The total Qualifying Volume of an Independent Executive's personal purchases and sales to personal retail and Preferred Customers and personal Fundraisers.

Personal Qualifying Volume - Fundraiser (PQV-FR) The total Qualifying Volume of an Independent Executive's personal Fundraisers.

Personal Qualifying Volume Net (PQV-Net) The total Qualifying Volume of an Independent Executive's personal purchases and sales to personal retail and Preferred Customers.

Personal Website Orders Personal website orders allow customers to order online when they are unable to attend a Party. These orders are placed on an Executive's personal website or GoldCanyon.com and are not eligible for Host Rewards, unless they are attached to an online Party. Personal website orders must be attached prior to an order being submitted. Only the customer placing the order may request an order be attached to an online Party. A shipping surcharge is added to the total of the order. For current shipping rates, go to Business Center/Tools/Resource Library/Gold Canyon USA and Canada/Shipping and Sales Tax.

Preferred Customer A Preferred Customer is an individual who purchases products for personal use, is enrolled in Scent of the Month and has not signed an agreement with the Company. Preferred Customers receive a 25% discount off the retail price of all products, excluding Scent of the Month, Scent Delivery Systems and supply items, and may receive additional promotional offers throughout the year.

Promotion An Executive promotes to a new Career Title when they meet all of the qualifications for that title in a single month. Regardless of what day the promotion was actually achieved, the new Career Title is effective for the entire month when determining qualification for Team Overrides, Scent of the Month Bonus, Enrollment Bonus, Star Bonus and Lifestyle Bonus. An Executive may promote to more than one new title in the same month. In this instance, the Executive is paid at the highest title to which they promoted in that month.

Qualified An Executive is considered to be Qualified if they meet the Paid-As requirements for a particular payout and/or title. An Executive will only receive the payouts for which they are both Eligible and Qualified. For example, an Executive may be Eligible for the Enrollment Bonus on Enrollment Kits purchased by new Executives in their Level 3 because they have a Career Title of 2 Star. However, if they are Paid-As a 1 Star or below, then they are unqualified for the bonus and would therefore not receive it. In a similar manner, an Executive may be Qualified as a 1 Star, but is ineligible to receive the Enrollment Bonus on Enrollment Kits purchased by new Executives in their Level 3 because an Enrollment Bonus on enrollments in their Level 3 is paid only to 2 Stars and above. See also Eligible.

Qualified 5 Star Executive (5 Star) Leg A Qualified 5 Star Executive (5 Star) Leg starts with the Level 1 Executive and everyone below them in Levels 2 and 3 where at least one is Paid-As a 5 Star Executive.

Qualified 10 Star Executive (10 Star) Leg A Qualified 10 Star Executive (10 Star) Leg starts with the Level 1 Executive and everyone below them in Levels 2 and 3 where at least one is Paid-As a 10 Star Executive.

Qualifying Volume (QV) Qualifying Volume is a universal point system assigned to each product. For example, Qualifying Volume is assigned to personal purchases, retail & Preferred Customer purchases, Scent of the Month, Enrollment Kits, Fundraiser items and supply items. In general, 1 Qualifying Volume is equal to 1 U.S. Dollar.

Glossary

Quick Star Period The Quick Star Period is the date of enrollment plus 90 days.

Renewal An Executive renews their agreement with the Company on an annual basis. This is done by paying an Annual Renewal Fee of \$99 USD/\$128.70 CAD on the anniversary of their enrollment. The Annual Renewal Fee is waived if an Executive is enrolled in Scent of the Month the 12 months just prior to their anniversary date. Annual renewals for Executives enrolling prior to February 1, 2018 will start February 2019. Executives that choose not to renew their accounts will be placed into Resignation status, their team and customers will be compressed the following commission period.

Replacement Process If an Executive needs to replace a candle, holder, accessory or other Gold Canyon product, he or she can either call Customer Service or go to the Business Center and enter a Support Ticket with the category of "Replacement Order". The Support Ticket must include the original order number, the item numbers to be replaced and reason for the replacement. If the order is shipping to the customer, then their name and address must be included in the ticket; otherwise the order entered by Customer Service will ship to the Executive.

Retail Customer A retail customer is an individual who purchases products for personal use, is not enrolled in the Scent of the Month and has not signed an agreement with the Company. Retail customers pay full retail price for products.

Rewards Plan The Compensation Plan of Gold Canyon. It defines the multiple ways in which an Executive can earn commissions, receive recognition and achieve incentives based on the performance of that Executive or that of his or her organization. There are detailed Rewards Plan resources on the Business Center under Tools/Resource Library/Gold Canyon USA and Canada/Career Tools.

Scent of the Month (SOTM) A monthly subscription for a unique fragrance in custom-designed glass that is offered exclusively for this program.

Scent of the Month Bonus A bonus is paid to the Executive for their personal customers enrolled in Scent of the Month. Executives can also earn a Scent of the Month Bonus on SOTM purchased by Preferred Customers of their Level 1 and Level 2 Executives depending on their Paid-As Title. See Page 4 of the Rewards Plan Guide for additional details.

Sponsor The Executive who is currently one level higher in the organization's genealogy, not necessarily the Enroller or Personal Sponsor who brought that Executive into the business.

Star Bonus This bonus is paid to qualified Executives that achieve the rank of 4 Star Executive or higher. An Executive promoting to a higher rank unlocks the higher Star Bonus after two consecutive months Paid-As their new Star rank. If an Executive purchased the Gold Enrollment Kit and promotes to 4 Star or higher within their first 90 days, they unlock the Star Bonus the month of their promotion. A Star Bonus is then paid each month an Executive in Gold Status is Paid-As 4 Star or above. Executives not in Gold Status will be paid the lower Star Bonus amount when they are Paid-As one level lower than the highest Star Bonus level they have unlocked. The amount of the Star Bonus is determined by the Executive's Paid-As Title at the end of the month. See page 11 of the Rewards Plan Guide for additional details.

Statement of Policies The Statement of Policies is the set of governing policies established by Gold Canyon. Gold Canyon may amend the Statement of Policies from time to time. Updates take precedence over previous policies and are published on the Business Center/Tools/Resource Library/Gold Canyon USA and Canada/Policies.

Team or Personal Team An Executive and their Levels 1-10.

Team Overrides (1-10) An Independent Executive can earn an override commission on their entire team, Levels 1-10.

Team Volume (TV) The total Personal Qualifying Volume (PQV) of an Independent Executive and the PQV of all Independent Executives on their team (Levels 1 to 10).

Upline The Executive who is currently one or more levels higher in an organization's genealogy than another Executive is the Executive's Upline. An Upline is not necessarily the Enroller or Personal Sponsor of an Executive.