



HEALTHY SIMPLIFIED

# COMPENSATION PLAN

Version 18.1



A smiling woman with dark hair, wearing a grey and black sports bra with a light blue V-neckline, stands in a gym. She is looking directly at the camera with a bright smile. The background shows blurred gym equipment.

## HOW TO GET STARTED IN IDLIFE

1. Join IDLife as an Independent Associate by purchasing any one of the Associate Experience Enrollment Kits and you'll receive a lifetime discount of 30% on all IDLife commissionable products.
2. You can join IDLife as a Member for free by simply selecting the Virtual Starter Kit during enrollment, which includes all of the tools and information you need to get started. This allows you to purchase products at a "Preferred" discount of 10% off retail. As a Member, you can earn the rank of Independent Associate and qualify for the 30% discount by simply completing one of the following:
  - Accumulating 500 in Lifetime Personal Volume (LPV).
  - Enrolling 2 new Independent Associates. (Business Builder Bonus commissions are not paid on these 2 sales.)



# FREE PRODUCT

## 1. IDNUTRITION 3 & FREE (EARNED MONTHLY)

You can earn your IDNutrition product for FREE by placing your IDNutrition on Scheduled Delivery and accumulating a minimum of 300 TQV from three or more Preferred Customers with IDNutrition on Scheduled Delivery.

Note: IDLife will cover the cost of your “Core” customized vitamins at the recommended dosages and one of each “Advanced” customized vitamin. The Associate will be financially responsible for any “Optional” vitamins selected as well as any additional quantities desired.

## 2. IDNUTRITION 10 & 2ND IS FREE (EARNED MONTHLY)

Get a 2nd IDNutrition order for FREE after you sign up ten or more Preferred Customers who are ordering IDNutrition on Scheduled Delivery. You receive this benefit each month, as long as you have at least ten Customers on Scheduled Delivery, which totals at least 1000 TQV. This considers all Customer types that you personally sponsor.

Note: IDLife will cover the cost of your “Core” customized vitamins at the recommended dosages and one of each “Advanced” customized vitamin. The Associate will be financially responsible for any “Optional” vitamins selected as well as any additional quantities desired.

## 3. 1000 PV CLUB (EARNED MONTHLY)

Earn your way into the 1000 PV Club and receive your Premium Website Bundle Subscription (\$24.95 Value) for FREE the following month. In addition, you will earn an exclusive 1000 PV t-shirt and recognition pin the first time you join the club. Your 1000 PV is generated by personally placed orders and by your personally sponsored customers orders placed on your website. It excludes any PV resulting from the purchase of an Associate Experience Enrollment Kit.



# GARMIN ADVANTAGES

IDLife proudly partnered with industry leader, Garmin, to offer high-quality fitness tracking devices to IDLife Associates. There are three ways you benefit from this partnership.

## 4. EARN A GARMIN DEVICE

Earn a \$99 credit the first time you Rank Advance to Senior Director or higher, beginning May 1, 2017. This credit can be used to redeem a Garmin device of your choice. Credits can be used at time of earning or can be accumulated and redeemed when the desired credit amount is met. Credits will not be awarded for Rank Advancements prior to May 1, 2017. No volume will be awarded for these devices (0% TQV, 0 CV, 0 PV).

Additional promotions offering credit towards Garmin devices will be accumulated with any credits earned for Rank Advancement. See back office for promotions that apply.

## 5. BUY A GARMIN DEVICE

Independent Associates may purchase any available Garmin device for personal use at a 15% discount in the back office. Members do not receive a 15% discount. Additional devices may be available through Customer Service. If a specific device cannot be found in the back office, call the IDLife Customer Advocate Team at 972-987-4430 for assistance. No commission or volume will be paid out on Member or Associate purchases (0% TQV, 0 CV, 0 PV).

## 6. SELL A GARMIN DEVICE

Select devices are available for retail sale directly from your replicated website. A one-time 15% commission will be paid for each retail sale. No volume will be awarded for these sales (0% TQV, 0 CV, 0 PV).

All Garmin devices will be shipped directly from Garmin warehouses. Garmin devices will not be available for customer pickup from IDLife Corporate.

Garmin devices are backed by a limited warranty. Please visit <http://www8.garmin.com/support/warranty.html> for full details.



# PAID WEEKLY

## 7. RETAIL COMMISSIONS

Retail sales are the foundation of the IDLife Compensation Plan. As an IDLife Independent Associate, when you sell product to Retail Customers in person or via your personalized replicated website, you earn a 30% commission on all retail sales and a 20% commission on all products sold to Preferred Customers at preferred pricing (10% discount).

## 8. BUSINESS BUILDER BONUS

The Business Builder Bonus rewards Associates for business building activity.

**Level 1:** Earn a one-time bonus for each Independent Associate that purchases an Associate Experience Enrollment Kit. (\$400 for an \$1199.99 Kit sale, \$200 for a \$699.99 Kit sale, \$100 for a \$299.99 Kit sale and \$50.00 for a \$199.99 Kit sale.) This bonus is paid to the Enroller.

**Level 2\*:** Earn a \$20 one-time bonus for each Kit that your Level One Associates sell. This bonus is paid to the Enroller.

**Level 3\*:** Earn a \$15 one-time bonus for each Kit that your Level Two Associates sell. This bonus is paid to the Enroller.

\*Note: To qualify for Levels Two and Three of the bonus, you are required to have your 3 & FREE completed each month or have 500 PV. As a new Associate, you are given a grace period and will automatically earn all three levels of the bonus for your first 60 days.

**Example:** You earn the Level One Business Builder Bonus on your personally Sponsored Associates. You earn the Level Two Business Builder Bonus on the Associates that your personally sponsored Associates sell to and you earn the Level Three Business Builder Bonus on the Associates that the Level Two Associates personally sell to.

	\$1,199.99 Kit Sale	\$699.99 Kit Sale	\$299.99 Kit Sale
<b>Level 1</b>	\$400	\$200	\$100
<b>Level 2</b>	\$20	\$20	\$20
<b>Level 3</b>	\$15	\$15	\$15

## 9. \$1000\* GRAND SLAM BONUS

The \$1000 Grand Slam Bonus is earned by completing the following activities within a designated 60-day period of time, as seen on the countdown clock in your IDOffice. Your first clock begins the date of your enrollment and will automatically reset every 60-day period thereafter. You can earn an unlimited number of 3x Associate and 3x Customer bonuses during each period. You can only earn one Fast Start Bonus. The bonuses listed below are earned and paid separately and when combined, total \$1000\*.

The 60-day period may be more than 60 days, depending on the date the period started. The period will always end on a Sunday and restart on a Monday. You can check your Grand Slam clock in the back office for an accurate count of how many days are left in each period. Example: If the 60th day of the period falls on a Wednesday, the period will not end until the 64th day, providing 4 extra days to complete a Grand Slam.

\*Based on an average. If retail bonus is less than \$50 each, then total bonus could be less than \$1000.

### FAST START BONUS

Sell IDNutrition, an Experience, or any combination of products totaling 70 QV (\$100 Retail) to a Customer or combination of Customers (Household, Preferred or Retail) within 60 days of your enrollment date to receive a \$100 bonus.

Note: This bonus may only be earned once during your first 60 days.

### 3X ASSOCIATE BONUS

Enroll 3 Associates who purchase a qualified \$199.99, \$299.99, \$699.99 or \$1199.99 Associate Experience Enrollment Kit within a designated Grand Slam 60 day period and you will receive a \$300 bonus in addition to the Business Builder Bonuses paid for each kit sold.

### 3X CUSTOMER BONUS

Sell an Experience or any combination of products totalling 500 QV (\$715 Retail) to at least 3 new unique Customers (Retail, Preferred or Household) within a designated Grand Slam 60-day period and you will receive \$150 bonus in addition to the Retail Commissions paid for all products sold. The first order placed by a new Customer will be counted towards this bonus. All subsequent orders will not be counted.

Note: Associates cannot set up retail accounts with the intent to purchase products for oneself. This is considered “bonus buying” and is strictly prohibited.



**Fast Start Bonus: \$100**  
**Customer Bonuses: \$300**  
**Associate Bonuses: \$600**

**Grand Slam Bonus: \$1,000**

Commission paid on product sales.  
 For illustration purposes only.

## 10. CUSTOMER ACQUISITION BONUS

The Customer Acquisition Bonus (CAB) is a four-tiered bonus paid to eligible upline leaders who are Qualified as Senior Director, Executive Director, National Director or Vice-Presidential Director (or above) when a newly enrolled Associate earns their Fast Start Bonus (FSB) within their first 60 days. The bonus will be paid as follows:

- Tier 1 will pay \$25 to the upline Senior Director
- Tier 2 will pay \$25 to the upline Executive Director
- Tier 3 will pay \$25 to the upline National Director
- Tier 4 will pay \$25 to the upline Vice-Presidential Director+

The full \$100 CAB bonus will be paid each time a new Associate earns their Fast Start Bonus and triggers it. The CAB will be divided as noted above, unless a rank tier is empty, in which case, the earnings for that rank tier will roll to the next upline tier.

**Example 1:** If the Enroller is paid as VPD+, they are eligible to earn all 4 tiers of the CAB bonus, totaling \$100, when their newly enrolled Independent Associate earns their FSB.

**Example 2:** If the Enroller is paid as ND, they are eligible to earn Tiers 1, 2 and 3 when their newly enrolled Independent Associate earns their FSB, totaling \$75.

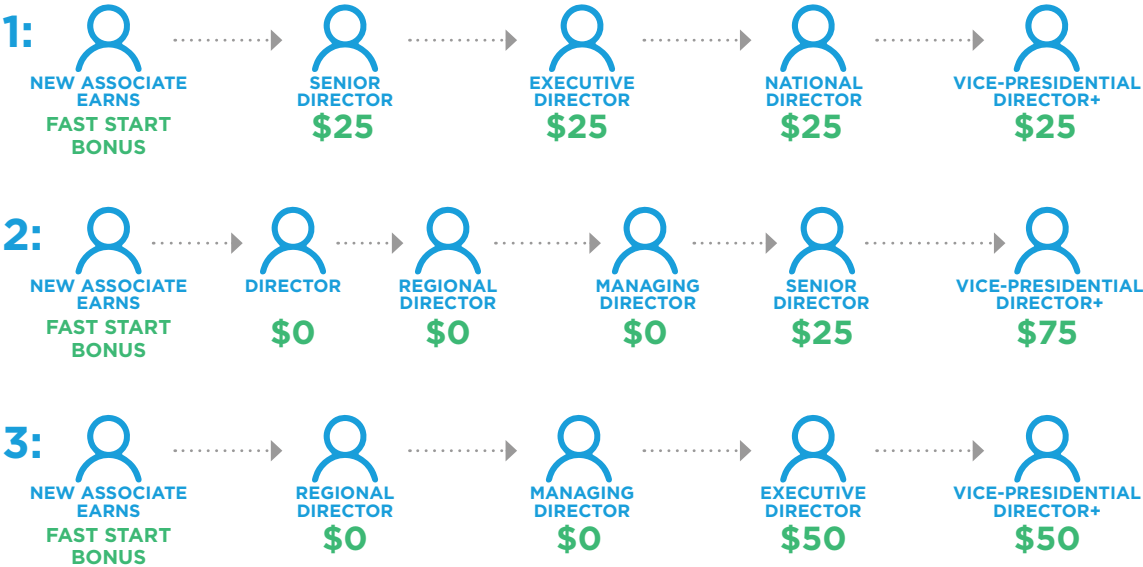
**Example 3:** If the Enroller is not SD, ED, ND, or VPD+, the CAB bonus will pay out to the closest upline leader(s).

**ELIGIBILITY REQUIREMENTS:**

The CAB will pay leaders based on their Paid-As Rank. The upline leader must be the Paid-As Rank of SD, ED, ND, or VPD+ by the end of the previous month to be eligible for a CAB during the current month. If they were not Paid-As SD, ED, ND, or VPD+ by the end of the previous month, they will not be eligible to earn a CAB until they are Paid-As one of the qualifying ranks in the current month. Any CAB paid out prior to a leader meeting the Paid-As qualification will not be retroactively paid after the rank qualification is met because the bonus will have already been paid out to the next upline leader who was Qualified at the time the bonus was triggered.

The SD, ED, ND, and VPD+ must exceed the required Personal Volume (PV) amount for that rank by at least 100 PV to qualify to earn a CAB. This is defined as follows:

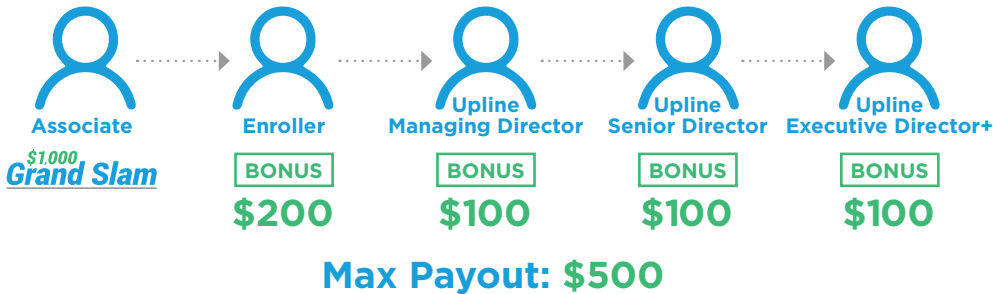
- Senior Director must have at least 400 PV
- Executive Director must have at least 450 PV
- National Director must have at least 500 PV
- Vice Presidential Director (and above) must have at least 650 PV



**PAID MONTHLY**

**11. GRAND SLAM LEADER BONUS**

When an Associate earns the \$1000 Grand Slam Bonus, it will trigger the Grand Slam Leader Bonuses. This bonus will pay the enroller \$200 for helping the newly enrolled Associate earn the Grand Slam Bonus (Enroller Grand Slam Leader Bonus). This bonus will then pay the first qualified paid-as Managing Director (MD Grand Slam Leader Bonus), Senior Director (SD Grand Slam Leader Bonus), and Executive Director or higher (ED+ Grand Slam Leader Bonus) each a \$100 Bonus, totaling a maximum of \$500 paid. Associates must achieve the appropriate Paid-As Rank by the end of the monthly period that the Grand Slam Bonus was earned by the triggering Associate.



Note: If there is not an Associate in the upline enroller tree with the specific rank of Managing Director (MD Grand Slam Leader Bonus) or Senior Director (SD Grand Slam Leader Bonus), these two levels of the Grand Slam Leader bonus will not be paid.

The Enroller is able to earn the MD Grand Slam Leader Bonus, the SD Grand Slam Leader Bonus, or the ED+ Grand Slam Leader Bonus if they are paid as Managing Director, Senior Director, or Executive Director by the end of the monthly period in which the \$1000 Grand Slam Bonus triggered the Grand Slam Leader Bonus to payout. However, the Enroller is only eligible to earn up to \$300 total for the Grand Slam Leader Bonus.

**Example 1:** If the Enroller is Managing Director, they will earn \$200 as the Enroller and an additional \$100 as the upline Managing Director for a total of \$300. The bonus will then continue to look upline for a Senior Director or Executive Director or higher to pay.

**Example 2:** If the Enroller is Executive Director or higher, they will earn \$200 as the Enroller and an additional \$100 as the upline ED+ for a total of \$300. The MD Grand Slam Leader Bonus and SD Grand Slam Leader Bonus would not be paid in this example.

## 12. RESIDUAL INCOME BONUS

Residual income commissions are the core of your lifetime residual income. Building a stable Associate and Customer base will allow you to receive bonuses each month from product orders and re-orders generated in your organization up to ten levels deep. Associates must reach the Paid-As Rank of Director or above in order to be Qualified to earn the Residual Income Bonus. Dynamic Compression maximizes the benefits of the Residual Income Bonus. Simply stated, this removes any person with 0 PV from each level and allows you to have the volume generating Associates at each level to ensure you receive the maximum benefit from the Residual Income Bonus. This bonus is paid to the Sponsor.

	Director	Area Director	Regional Director	Managing Director	Senior Director	Executive Director	National Director	Vice Presidential Director	Presidential Director	National Presidential Director or Above
Level 1	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 2	*	5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 3	*	*	4%	4%	5%	5%	5%	5%	5%	5%
Level 4	*	*	*	3%	3%	4%	4%	4%	4%	4%
Level 5	*	*	*	*	2%	3%	4%	4%	4%	4%
Level 6	*	*	*	*	*	2%	3%	4%	4%	4%
Level 7	*	*	*	*	*	*	2%	2%	3%	3%
Level 8	*	*	*	*	*	*	*	2%	2%	3%
Level 9	*	*	*	*	*	*	*	*	1%	2%
Level 10	*	*	*	*	*	*	*	*	*	1%

Requirements: Must be "Qualified." Must maintain Paid-As Rank of Director or above according to chart.

## 13. MATCHING RESIDUAL INCOME BONUS

You will earn Matching Bonuses of up to 20% on the Residual Income Bonus of your personally sponsored Associates when you reach the rank of Senior Director. Plus, earn up to 10% Matching Bonuses on up to three additional generations based on the Associate's Paid-As Rank, starting at Senior Director. This bonus pays a match on the residual commissions of up to three generations of Senior Directors or above. Matching Bonuses encourage you to mentor and help develop Associates deep within your marketing organization. This bonus is paid to the Sponsor.

	Senior Director	Executive Director	National Director	Vice Presidential Director	Presidential Director or Above
Personal Recruits	20%	20%	20%	20%	20%
1st Generation	10%	10%	10%	10%	10%
2nd Generation	5%	5%	10%	10%	10%
3rd Generation	*	5%	5%	10%	10%

Requirements: Must be "Qualified" and Paid-As Rank of Senior Director or above according to chart.

## 14. VOLUME MATCH

IDLife rewards the development of leaders. As you develop leadership within your organization, your rewards grow exponentially. The Volume Match will, in most cases, be one of the largest commission elements in the Compensation Plan. When you reach the rank of Executive Director (or above) and as you develop new Senior Directors (and above) within your organization, you will be paid a Volume

Match on up to four generations of Senior Directors (and above). A generation begins when a Qualified Senior Director (or above) is found in any leg of your personal Enrollment Tree and ends with, but does not include, the next Qualified Senior Director (or above). This bonus is paid to the Sponsor.

	Executive Director	National Director	Vice-Presidential Director	Presidential Director	National Presidential Director	International Presidential Director	Global Presidential Director
1st Generation	2%	2%	2%	2%	2%	2%	2%
2nd Generation	*	3%	3%	3%	3%	3%	3%
3rd Generation	*	*	3%	3%	4%	4%	4%
4th Generation	*	*	*	4%	4%	5%	5%

Note: This example shows one active leg. There is no limit on how many active legs an Associate can have.

## 15. PREFERRED CUSTOMER BONUS

As previously stated, there is no better way to build your long-term check than to sell to Preferred Customers (PC). You not only receive retail commission, but you are additionally rewarded for accumulating a minimum of 1,000 TQV within a calendar month from your PCs. You will receive an additional 10% bonus on the TQV of your PCs when this is achieved. There is no limit - build this bonus as high as you can!

## 16. GLOBAL POOL

Reaching for the stars has its rewards. The Global Pool rewards you when you reach beyond your dreams and continue building the company and the future by generating high sales volume. Two percent (2%) of IDLife Worldwide Commissionable Volume (CV) created from the Residual Income will be shared by Qualified National Directors and above. As you move up in rank, you will continue to receive your qualified portion of each bonus.

National Director	Vice-Presidential Director	Presidential Director	National Presidential Director	International Presidential Director or Above
34%	26%	18%	12%	10% Shared

\*The Global Pool is paid monthly. You must be qualified as a National Director or above for two consecutive months before you are qualified for this benefit. Requirements: Must be "Active." Must maintain paid rank of National Director or above according to chart. If you do not maintain rank, you have to re-qualify for another period of two consecutive months.

## 17. TEAM OVERRIDE BONUSES

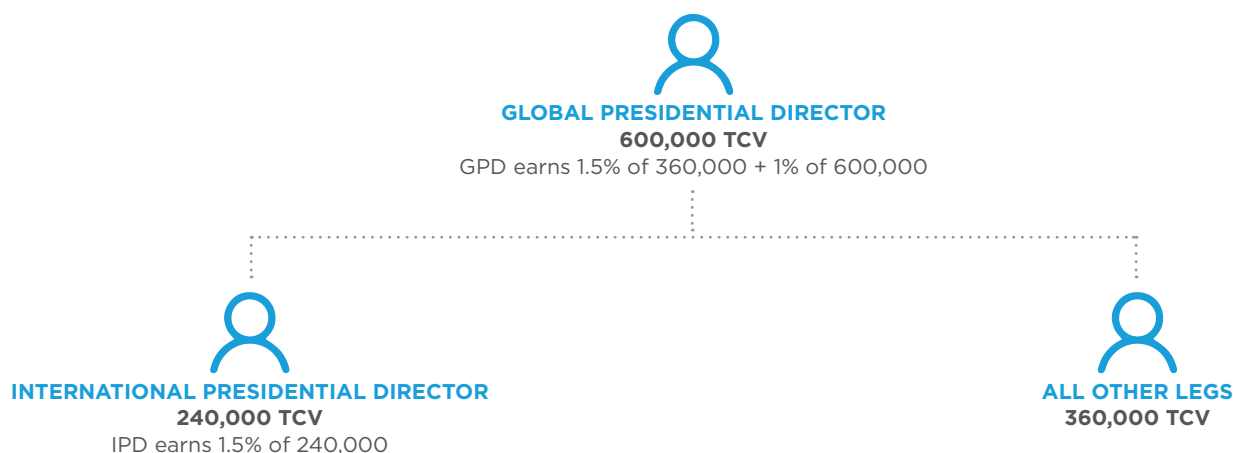
At the rank of International Presidential Director and above, a Team Override Bonus will be paid on the Total Commissionable Volume (TCV) of an Associate, less any commissionable volume coming from another International Presidential Director or higher in their downline. Bonus will be paid out as follows:

- IPD Team Override Bonus - 1.5% on their TCV
- GPD Team Override Bonus - Earns the 1.5% IPD Team Override Bonus plus an additional 1.0% override on their TCV.

Requirement: Must be paid as rank International Presidential Director or higher to qualify for a Team Override Bonus.

Note: Neither the IPD or GPD Team Override Bonus will allow for two IPDs or GPDs or any combination thereof to be paid an IPD or GPD Team Override Bonus on the same TCV (cannot pay twice on the same volume).

**Example:** An Associate paid as GPD is the enroller of an Associate paid as an IPD. If the GPD's TCV is 600,000 and the IPD beneath him has a total of 500,000 in TCV, the IPD will earn an IPD Team Override on 500,000 and the GPD will only earn the IPD Team Override Bonus on the difference of his TCV (600,000 minus 500,000) and then earn the GPD Team Override Bonus on the entire 600,000.



# LIFESTYLE

## 18. RANK ADVANCEMENT BONUS (PAID MONTHLY)

This bonus will pay a special, one-time bonus the first time you reach a specified rank and maintain it for two consecutive months. If you earn more than one Rank Advancement Bonus in a single 60-day period (i.e. you jump from Executive Director to VP Director), you will be paid both Rank Advancement Bonuses.

Managing Director	Senior Director	Executive Director	National Director	Vice-Presidential Director	Presidential Director	National Presidential Director	International Presidential Director	Global Presidential Director
\$100	\$250	\$500	\$1,000	\$2,000	\$4,000	\$6,000	*	*

Requirements: Must be Qualified. Must maintain paid rank for two consecutive months according to the chart. \*International Presidential Director and Global Presidential Director qualify for the Team Override bonuses.

## 19. CAR BONUS (PAID MONTHLY)

At the rank of National Director and above, Car Bonuses will be paid, as long as rank is maintained for two consecutive months. Associates can qualify for a Car Bonus of \$300 at Executive Director, if you earn the 3x Associate Bonus and hold this rank for 2 consecutive months. Otherwise, Associates qualify at ED after holding this rank for 12 consecutive months. For the first month you do not qualify, you will receive 50% of the car bonus. If you also miss the next month, you must start over and re-qualify. All Founding Members will receive a \$400 bonus after maintaining the rank of Executive Director for two consecutive months.

Executive Director	National Director	Vice-Presidential Director	Presidential Director	National Presidential Director	International Presidential Director	Global Presidential Director
\$300	\$500	\$600	\$750	\$1,000	\$1,500	\$2,000

## 20. INCENTIVE TRIPS

You can qualify for trips during the year based upon earned points for specific activity and being ranked as one of the top earners. Points are awarded to the Enroller for downline's activity.

Note: Specific details and requirements for each trip are posted and tracked.



# IDLIFE COMPENSATION PLAN SUMMARY

									Two Consecutive Months to Qualify			
	PV	TQV	Qualified Legs	Max TQV Per Leg	Rolling Volume	Volume Reward	Additional Bonus/ Additional Rank Qualifiers	Garmin Credits	Rank Advance Bonus	Car Allowance Bonus	Global Pool Bonus	Team Override Bonus
Director (DIR)	100	100	1	*	*	*	*	*	*	*	*	*
Area Director (AD)	150	500	2	*	*	*	*	*	*	*	*	*
Regional Director (RD)	200	1,000	2	*	*	*	*	*	*	*	*	*
Managing Director (MD)	250	2,000	3	*55%	Yes	Yes	*	*	\$100	*	*	*
Senior Director (SD)	300	4,000	3	*50%	Yes	Yes	Residual Match	\$99	\$250	*	*	*
Executive Director (ED)	350	10,000	4	*40%	Yes	Yes	Residual Match & Volume Match Eligible	\$99	\$500	**\$300	*	*
National Director (ND)	400	20,000	5	*40%	Yes	Yes	2 SD Not in same leg	\$99	\$1,000	\$500	34%	*
Vice-Presidential Director (VPD)	500	40,000	6	*40%	Yes	Yes	2 ED Not in same leg	\$99	\$2,000	\$600	26%	*
Presidential Director (PD)	600	80,000	7	*40%	*	Yes	2 ND Not in same leg	\$99	\$4,000	\$750	18%	*
National Presidential Director (NPD)	700	160,000	8	*40%	*	Yes	Minimum of 3 ND in a minimum of 2 legs	\$99	\$6,000	\$1,000	12%	*
International Presidential Director (IPD)	1,000	400,000	8	*35%	*	Yes	Minimum of 3 ND and 1 PD in a minimum of 2 legs	\$99	*	\$1,500	10% Shared Among IPD & GPD	1.5% TCV
Global Presidential Director (GPD)	1,000	800,000	8	*30%	*	Yes	Minimum of 3 ND and 2 PD in a minimum of 3 legs	\$99	*	\$2,000	10% Shared Among IPD & GPD	1% TCV

\* See TQV for Rank Advancement Definition.

\*\* See Car Bonus Definition.

# TO ACHIEVE AND MAINTAIN RANKS IN THE IDLIFE COMPENSATION PLAN

MEMBER* (10% DISCOUNT)	ASSOCIATE* (30% DISCOUNT)
Must have selected the Virtual Starter Kit.	Must have purchased the \$1,199.99, \$699.99 or \$299.99 Kit or earned the rank of Associate.

## MONTHLY REQUIREMENTS

<b>DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 100 PV in Sales</li> <li>• One Qualified Leg</li> <li>• 100 Total Qualifying Volume (TQV)</li> </ul>	<b>VICE PRESIDENTIAL DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 500 PV in Sales</li> <li>• Six Qualified Legs—minimum of two Executive Directors, not in same leg</li> <li>• 40,000 TQV** within your Enrollment Tree with no more than 40% from one leg</li> </ul>
<b>AREA DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 150 PV in Sales</li> <li>• Two Qualified Legs</li> <li>• 500 TQV</li> </ul>	<b>PRESIDENTIAL DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 600 PV in Sales</li> <li>• Seven Qualified Legs—minimum of two National Directors, not in same leg</li> <li>• 80,000 TQV** within your Enrollment Tree with no more than 40% from one leg</li> </ul>
<b>REGIONAL DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 200 PV in Sales</li> <li>• Two Qualified Legs</li> <li>• 1,000 TQV</li> </ul>	<b>NATIONAL PRESIDENTIAL DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 700 PV in Sales</li> <li>• Eight Qualified Legs—minimum of three National Directors, in minimum of 2 legs</li> <li>• 160,000 TQV** within your Enrollment Tree with no more than 40% from one leg</li> </ul>
<b>MANAGING DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 250 PV in Sales</li> <li>• Three Qualified Legs</li> <li>• 2,000 TQV** with no more than 55% from one leg</li> </ul>	<b>INTERNATIONAL PRESIDENTIAL DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 1,000 PV in Sales</li> <li>• Eight Qualified Legs—minimum of three National Directors and one Presidential Director, in minimum of 2 legs</li> <li>• 400,000 TQV** within your Enrollment Tree with no more than 35% from one leg</li> </ul>
<b>SENIOR DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 300 PV in Sales</li> <li>• Three Qualified Legs</li> <li>• 4,000 TQV** with no more than 50% from one leg</li> </ul>	<b>GLOBAL PRESIDENTIAL DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 1,000 PV in Sales</li> <li>• Eight Qualified Legs—minimum of three National Directors and two Presidential Directors, in minimum of 3 legs</li> <li>• 800,000 TQV** within your Enrollment Tree with no more than 30% from one leg</li> </ul>
<b>EXECUTIVE DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 350 PV in Sales</li> <li>• Four Qualified Legs</li> <li>• 10,000 TQV** within your Enrollment Tree with no more than 40% from one leg</li> </ul>		
<b>NATIONAL DIRECTOR</b>	<ul style="list-style-type: none"> <li>• 400 PV in Sales</li> <li>• Five Qualified Legs—minimum of two Senior Directors, not in same leg</li> <li>• 20,000 TQV** within your Enrollment Tree with no more than 40% from one leg</li> </ul>		

\* Member can achieve the next rank of Associate with 500 PV or by selling two Associate Experience Enrollment Kits.

\*\* See "TQV for Rank Advancement" Definition.



# DEFINITION OF TERMS AND CONDITIONS

## ACTIVE

Associates who purchase product during any monthly period or have any PV from Customer sales. The total PV amount must be above zero. If an Associate's PV is not above zero, they are considered non-active and will be compressed out of the residual commissions.

## ASSOCIATE

A generic term for those who are participating in the career path of the Compensation Plan. Associates may enroll other Associates and Customers. To enroll as an Associate, a person must purchase an Associate Experience Enrollment Kit (\$1199.99, \$699.99, or \$299.99). Members can also achieve the next rank of Associate with 500 PV or by selling any two Associate Experience Enrollment Kits.

## BALANCE REWARD

The Balance Reward was created to encourage Associates to build a balanced team and to reward them for building outside of a large leg (what is commonly referred to as a "power leg"). All TQV that is not part of a capped leg, show in Example A below, will be doubled to provide a balance reward. If the TQV including the Balance Reward is equal to or greater than the actual TQV, the Associate will receive 100% use of TQV, shown below in Example B.

### Example A:

Actual TQV: \$84,000  
1 Leg with a Total of \$64,000 QV (After 40% Cap): \$33,600  
Sum of All Other Legs: \$20,000  
Total Capped TQV: \$53,600  
Balance Reward: \$20,000  
TQV Including Balance Reward: \$73,600

### Example B:

Actual TQV \$52,000  
1 Leg with a Total of \$32,000 TQV (After 40% Cap): \$20,800  
Sum of All Other Legs: \$20,000  
Total Capped TQV: \$40,800  
Balance Reward: \$20,000  
Total TQV Including Balance Reward: \$60,800\*  
Total TQV Allowable: \$52,000

\*Adding the Total Capped TQV and Balance Reward is greater than the Actual TQV, therefore the Associate is allowed 100% of TQV.

## BUSINESS BUILDER BONUS - LEVEL 1

When an Associate sponsors a new Associate and the new Associate purchases the \$1199.99 Kit, the Enrolling Associate will receive a \$400.00 one-time bonus, if they are Qualified. If the new Associate purchases the \$699.99 Kit, the Enrolling Associate will receive a \$200.00 one-time bonus, if they are Qualified. If the new Associate purchases the \$299.99 Kit, the Enrolling Associate will receive a \$100.00 one-time bonus, if they are Qualified. If the new Associate purchases the \$199.99 Kit, the Enrolling Associate will receive a \$50.00 one-time bonus, if they are Qualified. This bonus is paid to the Enroller.

## BUSINESS BUILDER BONUS - LEVELS 2 & 3

When an Associate has 500 PV or has their 3 & FREE for IDNutrition, this opens up two additional levels of Bonuses for the recruitment of Associates by your personally enrolled Associates. A new Associate will earn all three levels of the bonuses for the first 60 days.

- Note: Level 1 is the standard Business Builder Bonus, referenced above; \$400, \$200 or \$100. Level 2 is \$20. Level 3 is \$15. The Business Builder Bonus Levels 2 & 3 can be earned after the 60-day grace period by completing 3 & FREE for IDNutrition. This bonus is paid to the Enroller.

## CAPPED

Total allowable volume used for Rank Advancement based upon the eligible percentages per leg.

## CAREER RANK (RECOGNITION RANK)

An Associate's Career Rank is the highest title they have achieved. An Associate's Career Rank does not change unless they are promoted. For example, Joanna met the requirements to be promoted to the rank of Regional Director in June. Her Career Rank is now Regional Director and will remain so, until she is promoted to a higher rank. In July, she is paid as a Regional Director. Her Career Rank and Paid-As Rank are the same. In August, she is paid as a Director. Her Career Rank remains Regional Director but her Paid-As Rank for August is Director.

## COMMISSIONABLE VOLUME (CV)

Commissionable Volume is the volume that is used for all commissions paid on product sales with the Residual Income, Matching Volume & Global Pool Bonuses. CV is generally 60%\* of Qualified Volume for each commissionable product sold. Individual CV is assigned to each product and may vary, as is the case with the Bars, Vegan Shake and all Enrollment Product Kits.

## CORPORATE WELLNESS PROGRAM

Associates are allowed to enroll a special type of Customer referred to as a Corporate Wellness Program. Corporate Wellness Programs must pay a one-time \$99 enrollment fee. Corporate Wellness Programs receive a 30% discount from Retail on all products. Corporate Wellness Program purchases are included in the Personal Volume (PV) for their sponsoring Associate. Corporate Wellness Programs are considered Level 1 to their Sponsoring Associate. Volume generated from Corporate Wellness Programs are at a 50% CV. Corporate Wellness Programs are not allowed to sponsor other Associates. For an Associate to enroll a Corporate Wellness Program, the Associate would need to work with Corporate for approval.

For example, Nancy enrolls a Corporate Wellness Program called ABC Company. ABC Company purchases \$100 retail product for \$70. Normally this product would have had a 52.50 CV and 70 QV, but because it was purchased by a Corporate Wellness Program, this product will be assigned 35 CV and 70 QV. Corporate Wellness Programs are considered as a Qualified Leg if their total QV is 500 or more for the monthly period. See Leg and Qualified Leg definitions for full details.

## CUSTOMER

A Customer is an individual who purchases products for personal use and has not signed an Associate agreement with the company. There are three types of Customers: Retail Customers, Preferred Customers and Household Customers. When used alone, the term "Customer" refers to all types.

Retail Business Centers are not considered to be part of the term Customer. Customers are not allowed to sponsor (i.e. have a downline), do not receive commissions, and are not credited with volume. The volume from a Customer's purchase is credited to the PV of the Associate who sponsored them. Customers do not hold positions in a genealogy. They are considered to be a Level 0 to their sponsor (As opposed to a Level 1, where an Associate is considered their sponsor.)

## DOWNLINE

All of the people below an Associate are considered to be part of their downline. This is more commonly referred to as an Associate's "team".

## DYNAMIC COMPRESSION

When an Associate purchases \$0 in product or has 0 PV generated from Customers, they are compressed to their upline, filling the gap left by the non-Active Associate.

## ELIGIBLE

An Associate is considered Eligible to receive a commission if they meet the Recognition Title requirements for a particular payout. For example, an Associate is Eligible to receive the Matching Regional Director Bonus if they have a Recognition Title of Regional Director or higher. If they had a lesser title, they would not be Eligible to receive the bonus, even though they might be fully Qualified at the lesser title. Eligibility does not mean an Associate will receive the particular payout. To receive a payout, an Associate must be both Eligible and Qualified. It is possible for an Associate to be Eligible but unqualified (i.e. they have a Recognition Title of Senior Director; making them Eligible for the Matching Residual Income Bonus, but are paid as an Area Director, which makes them unqualified.) Please also refer to the definition of the term "Qualified".

## ENROLLER

The person who introduces an individual to the company is considered to be the "Enroller." The Enroller has the ability to place any Enrolled Associate, via the Waiting Room, under any Associate in his downline who will be the new "Sponsor".

## INDEPENDENT ASSOCIATE ENROLLMENT KIT OPTIONS

1. Associate Experience Enrollment Kit + All Products is priced at \$1199.99 and contains approximately \$1700 in retail products and includes the Virtual Starter Kit. This product kit fulfills the requirement to become Qualified as an Independent Associate. 1100 in PV and 100 in CV will be assigned to this product kit
2. Associate Experience Enrollment Kit + Product Bundle is priced at \$699.99 and contains approximately \$1000 in retail products and includes the Virtual Starter Kit. This product kit fulfills the requirement to become Qualified as an Independent Associate. 600 in PV and 50 in CV will be assigned to this product kit.
3. Associate Experience Enrollment Kit is priced at \$299.99 and contains approximately \$400 in retail products and includes the Virtual Starter Kit. This product kit fulfills the requirement to become Qualified as an Independent Associate. 200 in PV and 20 in CV is assigned to this product kit.

## FAST START BONUS

A \$100 one-time bonus is earned when an Associate sells IDNutrition, an Experience, or any combination of products totaling 70 QV to a Customer or combination of Customers (Household, Preferred or Retail) within 60 days of their enrollment date.

## FOUNDING MEMBER

An Associate who enrolled into IDLife during pre-launch. Founding Members are recognized with a Founder Pin and are paid the Car Bonus at the Rank of Executive Director.

## GLOBAL POOL

Paid-As National Directors and higher, who have been Paid-As National Director or higher for two consecutive periods; current period and previous period, may receive a portion of the monthly Global Pool. The total size of the pool will represent 2% of the company CV in the period. Paid-As National Directors and higher must have been paid as a National Director or higher in both the current and previous period in order to receive a portion of the pool. The portion each Associate receives will be based on their lowest Paid-As Title of the current or previous period. Mini pools will be broken down from the 2% as follows: National Director Pool: 34% of the 2%, VP Director Pool: 26% of the 2%, Presidential Director Pool: 18% of the 2%, National Presidential Director Pool: 12% of the 2%, International Presidential Director and above Pool: 10% of the 2%.

Associates that are paid as a higher title are able to participate in each of the inclusive mini pools. Example: Robert was paid as a Presidential Director in January and as a National President Director in February. When February commissions are calculated, Robert will receive a portion, based on his group volume contribution amount of the National Director, Vice-Presidential Director, and Presidential Director pools. Because Robert wasn't paid as a National Presidential Director in January, he is not able to participate in the National Presidential Director mini pool, since it requires two consecutive periods of being paid as a National Presidential Director or above to qualify. The portion of each mini pool that will pay to those who qualify will be based upon the number of participants.



## GRAND SLAM BONUS

The \$1000 Grand Slam Bonus is earned by completing the following activities within a designated 60-day period of time, as seen on the countdown clock in your IDOffice. Your first clock begins the date of your enrollment and will automatically reset every 60-day period thereafter. You can earn an unlimited number of 3x Associate and 3x Customer bonuses during each period. You can only earn one Fast Start Bonus. The bonuses listed below are earned and paid separately and when combined, total \$1000\*.

The 60-day period may be more than 60 days, depending on the date the period started. The period will always end on a Sunday and restart on a Monday. You can check your Grand Slam clock in the back office for an accurate count of how many days are left in each period. Example: If the 60th day of the period falls on a Wednesday, the period will not end until the 64th day, providing 4 extra days to complete a Grand Slam.

\*Based on an average. If retail bonus is less than \$50 each, then total bonus could be less than \$1000.

## GRAND SLAM LEADER BONUS

If an Associate earns the \$1000 Grand Slam Bonus it will trigger the Grand Slam Leader Bonuses. This bonus will pay the enroller \$200 for helping the newly enrolled Associate earn the Grand Slam Bonus (Enroller Grand Slam Leader Bonus). This bonus will then pay the first qualified Managing Director (MD Grand Slam Leader Bonus), Senior Director (SD Grand Slam Leader Bonus), and Executive Director or higher (ED+ Grand Slam Leader Bonus) each a \$100 Bonus, totaling a maximum of \$500 paid.

Note: If there is not an Associate in the upline enroller tree with the specific rank of Managing Director (MD Grand Slam Leader Bonus) or Senior Director (SD Grand Slam Leader Bonus) these two levels of the Grand Slam Leader bonus will not be paid.

The Enroller is able to earn the MD Grand Slam Leader Bonus, the SD Grand Slam Leader Bonus, or the ED+ Grand Slam Leader Bonus if they are paid as Managing Director, Senior Director, or Executive by the end of the monthly period in which the \$1000 Grand Slam Bonus triggered the Grand Slam Leader Bonus to payout. However, the Enroller is only eligible to earn up to \$300 total for the Grand Slam Leader bonus.

- Example 1: If the Enroller is Managing Director, they will earn \$200 as the Enroller and an additional \$100 as the upline Managing Director for a total of \$300. The bonus will then continue to look upline for a Senior Director or Executive Director or higher to pay.
- Example 2: If the Enroller is Executive Director or higher, they will earn \$200 as the Enroller and an additional \$100 as the upline ED+ for a total of \$300. The MD Grand Slam Leader Bonus and SD Grand Slam Leader Bonus would not be paid in this example.

## HOUSEHOLD CUSTOMER

A Household Customer is an individual who purchases products for personal use under an existing Associate and has not signed an agreement with the company. They will receive the 10% or 30% discount that is appropriate for the Member or the Associate.

## IDNUTRITION 3 & FREE

When an Associate or Member refers three or more Preferred Customers to the company and the referred Preferred Customers have generated at least 300 TQV, the Associate or Member will receive their next Scheduled Delivery of IDNutrition for free.

## INCENTIVE TRIPS

Associates have the ability to earn trips. Each trip has its own set of rules to qualify, which are announced and posted in the IDOffice.

## LEG

A leg begins with a first level Associate and includes all of the Associates beneath them. An Associate has as many legs as they have personally sponsored Associates. For example, if Sally has five Level One Associates, then she has five legs. Katie is one of Sally's Level One Associates. Katie and her entire down-line are considered to be one leg to Sally. Retail Business Centers and Corporate Wellness Programs are also considered as a leg if their total QV is 500 or more for the monthly period.

## LEVEL

The position an Associate has in a downline relative to another upline or downline Associate. Personally sponsored Associates (i.e. first level) are Level One. Those Associates sponsored by Level One Associates are Level Two, relative to the original Associate. Customers are not considered when counting levels and do not occupy a position in an Associate's genealogy.

- Note: The Enroller has the ability to place any Enrolled Associate, via the waiting room, under any Associate in their downline who will be the new "Sponsor". The new Associate is permanently placed in this location and all Levels are impacted accordingly.

## LIFETIME PERSONAL VOLUME (LPV)

The Qualifying Volume (QV) of a single Associate from orders placed personally and by their personally sponsored Customers. This volume is cumulative and is never reset.

## MATCHING RESIDUAL INCOME BONUS

Paid-As Senior Directors and above receive a matching percentage of their downline Associates' Residual Income Bonuses. The match percentage and depth that an Associate will receive is based upon their own personal Paid-As Title for that month. This bonus matches all residual income earnings of \$10 or more. Senior Directors and higher will receive 20% on their own personally sponsored Associates Residual Income Bonuses. Senior Directors and above receive an additional percentage on their downline Generations based upon their Paid-As Title (see table provided).

Note: The Enroller has the ability to place any Enrolled Associate, via the waiting room, under any Associate in their downline who will be the new "Sponsor". The new Associate is permanently placed in this location and all Matching Residual Bonuses will be paid according to their new placement in the Sponsor Tree. The 20% matching residual income is also paid to the Sponsor, and no longer the Enroller, if the Enroller chooses to place their Enrolled Associate in their downline under a different "Sponsor."

## NON-PROFIT RETAIL BUSINESS CENTER

Associates are allowed to enroll a special type of Customer referred to as a Non-Profit Retail Business Center (Non-Profit RBC). Non-Profit RBCs must pay a one-time \$99 enrollment fee. Non-Profit RBCs receive a 30% discount from Retail on all products. Non-Profit RBC purchases are not included in the Personal Volume (PV) for their sponsoring Associate. Non-Profit RBCs are considered Level 1 to their Sponsoring Associate. Volume generated from Non-Profit RBCs are at a 50% CV. Non-Profit RBCs are not allowed to sponsor other Associates. For an Associate to enroll a Non-Profit RBC, the Associate needs to work with Corporate for approval.

For example, Nancy enrolls a Non-Profit RBC called ABC Company. ABC Company purchases \$100 retail product for \$70. Normally this product would have had a 52.50 CV and 70 QV, but because it was purchased by a Non-Profit RBC, this product will be assigned 35 CV and 70 QV. Non-Profit RBCs are considered as a Qualified Leg if their total QV is 500 or more for the monthly period. See Leg and Qualified Leg definitions for full details.

## PAID-AS RANK (ALSO REFERRED TO AS PAID-AS)

Each Associate is paid at the rank for which they qualify during the period. The requirements to be Paid-As a title are the same as the requirements to promote to that rank. If in any period they fail to achieve their Recognition Rank, they are paid at the lower title to which they do qualify for during the period. They retain their Recognition Rank, but are paid as the rank they actually qualify for.

## PERIOD

Period refers to the specific time frame in which qualifications and payouts are calculated. In this plan, a monthly period is equal to an actual calendar month. Six periods would be six calendar months.

## PERSONAL VOLUME (PV)

The Qualifying Volume (QV) of a single Associate from orders placed personally and by their personally sponsored Customers. This volume is calculated monthly.

## PERSONAL SPONSOR

The Associate directly above another Associate in the Genealogy is considered to be their personal sponsor.

## PREFERRED CUSTOMER

A Preferred Customer is a Customer that is signed up on Scheduled Delivery and receives a 10% discount off of the retail price of the product.

## PREMIUM WEBSITE BUNDLE SUBSCRIPTION

This bundle includes the Associate's personal webpage (replicated site), IDWellness, the IDOffice and Mobile Application. The IDOffice and Mobile Application provide the Associate with detailed team and customer reports, a comprehensive communication manager, countless marketing tools and downloads and many other resources to support and grow the Associate's IDLife business. IDWellness is an online wellness journal and guide that provides you various exercise tips, meal plans and visuals to help you achieve your health and wellness goals. This subscription can be managed in the billing settings of an Associate's back office or by calling customer service at 972-987-4430.

## QUALIFIED

An Associate is considered to be Qualified if they meet the Paid-As requirements for a particular payout or title. An Associate only receives the payouts that they are both Eligible and Qualified for. The minimum to be considered Qualified is 100 PV; this allows you to earn commissions.

For example, an Associate must have 100 PV, one Qualified Leg and 100 TQV to reach the rank of Director. As a Director, you are Eligible to start earning Residual Income Bonus. An Associate is Eligible for the Matching Residual Income Bonus because they have a Recognition Title of Senior Director. However, if they are paid as an Area Director or below, then they are unqualified for the bonus and would thus not receive it. In a similar manner, an Associate that is Qualified as an Area Director is ineligible to receive a Matching Residual Income Bonus because that pays only to Senior Directors and above.

## QUALIFIED INDEPENDENT ASSOCIATE

There are four methods in which a person can become a Qualified Independent Associate. One can purchase any of the three levels of Enrollment Product Kits; \$299.99, \$699.99 or \$1199.99 to become a Qualified Independent Associate. One can also join as a Member by selecting the Virtual Starter Kit during enrollment, then achieve the next rank of Associate with 500 PV or by selling two Enrollment Product Kits (\$1199.99, \$699.99 or \$299.99). The two enrollment kit sales are not required to be in the same month.

Note: Meeting the requirements above allows a Member to be considered a Qualified Independent Associate, however it will not automatically make them Active (see Active definition).

## QUALIFIED LEG

Qualified Legs require that at least one individual in the leg is qualified to be paid as a specific title position (or above) during the month. For example, an Associate must have 100 PV to be Qualified and earn commissions; However, a National Director must have five Active legs; two legs of which must have at least one representative that is Paid-As a Senior Director or higher. Qualified Legs depend on the monthly Paid-As Title. Retail Business Centers, Non-Profit Retail Business Centers and Corporate Wellness Programs are also considered as a Qualified Leg if their total QV is 500 or more for the monthly period. Because RBCs, Non-Profit RBCs and Corporate Wellness Programs cannot rank advance, they cannot be considered as a ranked Qualified Leg.

Note: For Qualification purposes of the NPD and above, a count is specified for the minimum number of legs this count must exist in. For example, to become a NPD, a person needs at least two legs with a total of three National Directors existing within them (i.e. one leg may contain one ND+ and another leg may contain two ND). This same requirement could be fulfilled, if they have more than the minimum number of Qualified Legs specified (i.e. three separate legs with a NDIR+ in each).

## QUALIFYING VOLUME (QV)

Each inventory item has both a Qualifying Volume (QV) and a Commissionable Volume (CV) assigned to it. QV is used for calculating Personal Volume (PV) and Total Qualifying Volume (TQV) and is used solely to determine if the Associate is Qualified based on



the terms of their respective title. The Business Builder Bonus is the only bonus that is paid based on the Qualifying Volume (QV), instead of the Commissionable Volume (CV). All other commissions and bonuses (other than Retail Commission) are paid based on Commissionable Volume (CV). The Qualifying Volume in this plan is equal to the wholesale amount (70% of Retail).

## RANK ADVANCEMENT BONUS

When a person advances to the rank of Managing Director or above for the first time and holds the rank for two consecutive monthly periods, they will receive a one-time bonus. The amount of the bonus is based on the rank they advanced to. (See table provided.)

- Note 1: The consecutive requirement does not need to include the month of the initial rank advancement.
- Note 3: If an Associate skips multiple titles, the titles skipped will also be awarded as long as the title has been held for two consecutive periods.
- Note 4: There is no time limit on when this bonus can be achieved.

## REFER 10 AND YOUR 2ND IDNUTRITION IS FREE

An Associate receives this benefit after they sign up ten or more Customers on IDNutrition who are ordering on Scheduled Delivery. The Associate continues to receive this benefit every month as long as they have ten or more Customers on Scheduled Delivery with a minimum of 1000 TQV. This takes into consideration all Customer types attached to the Associate's account. The Associate will receive their next Scheduled Delivery of IDNutrition for free and will receive a second order for the person of their choice.

## RESIDUAL INCOME BONUS - LEVEL 1-10 OVERRIDES

Active Associates that are paid as a Director or higher may receive a percentage of the Commissionable Volume (CV) from the sales of their downline through ten levels. The percentages and number of levels that an Associate receives is based on their Paid-As Title and is regardless of the title of the people below them. If an Associate is unqualified or ineligible, then that level override will not roll upline. If an Associate is inactive, then that level override will roll upline. Please refer to the definitions of Active, Eligible, and Qualified.

Note: The Enroller has the ability to place any Enrolled Associate, via the waiting room, under any Associate in their downline who will be the new "Sponsor". The new Associate is permanently placed in this location and all Residual Income Bonuses will be paid according to their new placement in the Sponsor Tree.

## RETAIL BUSINESS CENTER

Associates are allowed to enroll a special type of Customer referred to as a Retail Business Center (RBC). Retail Business Centers must pay a one-time \$99 enrollment fee and commit to a minimum of \$500 in product purchases per month. Retail Business Centers receive a 40% discount from Retail Pricing on all products. Retail Business Center purchases are included in the Personal Volume (PV) for their sponsoring Associate. Retail Business Centers are considered Level 1 to their sponsoring Associate. Volume generated from Retail Business Center purchases are at a 50% CV. Retail Business Centers are not allowed to sponsor other Associates. For an Associate to enroll a Retail Business Center, the Associate needs to work with Corporate for approval.

For example, Jacob enrolls a Retail Business Center called Joe's Nutrition. Joe's Nutrition purchases a \$100 retail product for \$60. Normally this product would have had a 52.50 CV and 70 QV, but because it was purchased by a Retail Business Center, this product will be assigned 30 CV and 60 QV. Retail Business Centers are considered as a Qualified Leg if their total QV is 500 or more for the monthly period. See Leg and Qualified Leg definitions for full details.

## RETAIL CUSTOMER

A Retail Customer is a Customer that is not signed up on Scheduled Delivery. They pay the full retail price and purchase when they desire.

## RETAIL COMMISSION

Associates receive a Retail Commission on all Customers' sales that were paid above the wholesale price. Independent Associates receive 30% of the retail price for Retail Customers and 20% of the retail price for Preferred Customers. Members receive 10% of the retail price for Retail Customers and do not receive any commission on Preferred Customers. The amount of Retail Commission paid does not exceed the difference between the wholesale price and the price paid. For example, Jason purchases an item from Brian's replicated website that sells for \$100 retail (\$70 wholesale). Because Brian is a Member, Brian receives \$10. If Brian were an Independent Associate, Brian would have received \$30. Andrea is a Preferred Customer and purchases an item that sells for \$100 retail at the discounted Preferred Customer price of \$90, because of her 10% discount as a Preferred Customer. In this second example, Brian wouldn't earn a commission. If Brian were an Independent Associate, he would have received \$18.

## ROLLOVER VOLUME

The excess allowed Total Qualifying Volume (TQV) for the Paid-As Rank achieved or the shortfall of volume needed to achieve the next highest Paid-As Rank for that monthly period, whichever is smaller. The Rollover Volume that is carried forward from the previous monthly period will be added to the Allowed TQV for rank qualifications and used to calculate which rank the Associate qualifies to be "Paid-As" for the monthly commission period. Rollover volume can be used towards achieving the ranks of Managing Director through Vice Presidential Director. Rollover volume cannot be used to achieve the ranks of Presidential Director or higher.

### Example: Associate Starting Rank of Executive Director

August TQV: 20,000

August TQV After 40% Cap: 18,000

Rollover Volume from Previous Period: 0

Total Usable TQV: 18,000

ED Rank Volume Required: 10,000

Excess TQV Over ED: 8,000

ND Rank Volume Required: 20,000

Shortfall TQV to Next Rank: 2,000

### **Rollover Volume from August: 2,000**

September TQV: 21,000  
September TQV After 40% Cap: 18,500  
Rollover Volume from August: 2,000  
**Total Usable TQV = 20,500**

ND Rank Volume Required: 20,000  
Excess TQV over ND: 500

VPD Rank Volume Required: 40,000  
Shortfall TQV to next Rank: 19,500

### **Rollover Volume from September: 500**

This example Associate would qualify for National Director, assuming other criteria is met. (Qualified legs, 2 Senior Directors not in same leg).

## **SPONSOR**

The person who is the direct upline to any Associate is considered to be the "Sponsor." The Enroller has the ability to place any Enrolled Associate, via the waiting room, under any Associate in their downline who will be the new Sponsor. The Enroller will automatically be the Sponsor of a newly Enrolled Associate unless they choose to place them under an Associate in their downline.

## **TOTAL COMMISSIONABLE VOLUME (TCV)**

The Commissionable Volume (CV) from an Associate and their entire downline organization with unlimited depth. It includes all downline Associates, regardless of their titles.

## **TOTAL QUALIFYING VOLUME (TQV)**

The Qualifying Volume (QV) from an Associate and their entire downline organization with unlimited depth. It includes all downline Associates, regardless of their titles. For title qualification purposes, each title will have a maximum contribution amount allowed, as specified in the table provided. This means that no more than the specified amount will be used towards the title qualifications from any one leg (including their own PV contribution).

## **TQV FOR RANK ADVANCEMENT**

To achieve and maintain rank, it is required that an Associate's TQV comes from more than one leg. As stated in the chart for Executive Director, "10,000 TQV within your Enrollment Tree, with no more than 40% from one leg."

Listed below is an example to illustrate the allowable TQV coming from multiple legs to be considered for Rank Advancement.

Executive Director: 10,000 TQV, with no more than 40% from one leg. John has a total of 16,500 TQV. 40% of 16,500 is 6,600. Therefore, no more than 6,600 will be allowed from a leg.

Leg 1 – 8,000 (6,600 allowed)  
Leg 2 – 7,500 (6,600 allowed)  
Leg 3 – 500  
Leg 4 – 500

14,200 TQV is allowed to be considered for Rank Advancement. John has Qualified for Executive Director.

## **VOLUME MATCH**

Paid-As Executive Directors and higher receive Matching Volume Bonus Overrides on the Commissionable Volume (CV) from their downline Generations and their personal groups. For example, a Generation 1 pays out on the first downline Senior Director or higher Paid-As title and all the people below them, down to, but not including the next Senior Director or higher, based on their Paid-As title.

Note: The Enroller has the ability to place any enrolled Associate, via the waiting room, under any Associate in their downline who will be the new "Sponsor". The new Associate is permanently placed in this location and all Volume Match Bonuses will be paid according to their new placement in the sponsor tree.

## **WAITING ROOM**

This is a feature located in the IDOffice that allows an Enroller to place newly enrolled Associates under any Associate in their downline. The enrolling Associate will always be the "Enroller" and the Associate who received the newly enrolled Associate from the Enroller will be the "Sponsor". The Enroller will receive the Business Builder Bonuses and will receive all points associated with the newly enrolled associates. These points are used for promotions and trips. Rules for each trip are posted in the IDOffice per promotion or trip.

Note: When a newly enrolled Associate is placed by the Enroller under someone in his downline, the new Associate is permanently placed in this location and all Residual Income Bonuses, Matching Residual Income Bonuses and Volume Match Bonuses will be paid according to their new placement in the sponsor tree.

## **1000 PV CLUB**

An Associate earns their way into this club by earning 1000 Personal Volume (PV). PV is generated by personally placed orders and by the Associate's personally sponsored Customers' orders placed on the Associate's website. It excludes any PV resulting from the



purchase of an Associate Experience Enrollment Kit. The Associate receives their Premium Website Bundle Subscription (\$24.95 Value) for FREE the following month after they earn 1000 PV and for every month they continue to earn 1000 PV. They earn an exclusive 1000 PV t-shirt and recognition pin the first time they join the club.

### **3X ASSOCIATE BONUS**

Enroll 3 Associates who purchase a qualified \$199..99, \$299.99, \$699.99 or \$1199.99 Associate Experience Enrollment Kit within a designated Grand Slam 60-day period and you will receive a \$300 bonus in addition to the Business Builder Bonuses paid for each kit sold.

### **3X CUSTOMER BONUS**

Sell an Experience or any combination of products totalling 500 QV (\$715 Retail) to at least 3 new unique Customers (Retail, Preferred or Household) within a designated Grand Slam 60-day period and you will receive \$150 bonus in addition to the Retail Commissions paid for all products sold. The first order placed by a new Customer will be counted towards this bonus. All subsequent orders will not be counted.

Note: Associates cannot set up retail accounts with the intent to purchase products for oneself. This is considered “bonus buying” and is strictly prohibited.