

## VISALUS SCIENCES RANK AND BONUS CRITERIA

RANKS	ASSOCIATE (A)	DIRECTOR (D)	REGIONAL DIRECTOR (RD)	NATIONAL DIRECTOR (ND)	PRESIDENTIAL DIRECTOR (PD)	AMBASSADOR (AMB)
<b>QUALIFICATIONS</b>	Must be <b>Active</b> : \$125 PQV in Auto-Ship Sales or \$200 PQV in Retail Sales per month	Remain Active 3 Active Legs \$2,000 GQV /mo.	Remain Active 3 Active Legs \$12,500 GQV /mo. (60% Rank Criteria)	Remain Active 3 Active Legs \$40,000 GQV /mo. (60% Rank Criteria)	Remain Active 3 Active Legs \$80,000 GQV /mo. (60% Rank Criteria)	Remain Active 3 Active Legs \$150,000 GQV /mo. (60% Rank Criteria)
<b>FAST START BONUSES</b> <span style="background-color: yellow; border: 1px solid black; padding: 2px;">PAID WEEKLY</span>	<b>\$50</b>	<b>\$100</b>	<b>\$130</b>	<b>\$155</b>	<b>\$170</b>	<b>\$180</b>
		<b>Generational Override +\$15</b>		<b>+\$10</b>	<b>+\$10</b>	<b>+\$10</b>
<b>TEAM COMMISSIONS</b> <small>UNILEVEL WITH COMPRESSION</small>	<b>LEVEL 1</b>	5%	5%	5%	5%	5%
	<b>LEVEL 2</b>	5%	5%	5%	5%	5%
	<b>LEVEL 3</b>		5%	5%	5%	5%
	<b>LEVEL 4</b>		5%	5%	5%	5%
	<b>LEVEL 5</b>			5%	5%	5%
	<b>LEVEL 6</b>			5%	5%	5%
	<b>LEVEL 7</b>				5%	5%
	<b>LEVEL 8</b>					5%
	<b>LEADERSHIP DEPTH BONUS</b>	<b>Rising Star</b> Achieve the Rank of Director in the first 30 days and earn additional rewards.		<b>\$600/month Lifetime BMW Bonus</b> See Program Details for more information		

### LEADERSHIP POOL

Earn a percentage of ViSalus' total company revenue by earning points in PD and AMB pools!

Leadership Pools consist of 2%BV of the previous month's company-wide production. PDs earn points in the 1% Pool. AMBs earn points in both the 1% PD and 1% AMB Pools. Points are earned according to a scale based on the highest Rank in each personally enrolled leg. Qualification for pool is based on Paid Rank. Bonuses are paid on the Monthly Pay Cycle.



### SPECIAL PROMOTION!

LIMITED TIME

Earn an extra bonus for achieving the rank of Ambassador and helping others in your team do the same.

Total possible Bonus is \$1 Million. Promotion ends Dec 31, 2011. 60 Day Grace Periods do not apply.

Ambassador	3 Star AMB	5 Star AMB	Royal AMB	Crown AMB
<b>\$25,000</b>	<b>\$100,000</b>	<b>\$250,000</b>	<b>\$500,000</b>	<b>\$1,000,000</b>
Paid over 12 months 18 months to qualify	Paid over 12 months 18 months to qualify	Paid over 18 months 24 months to qualify	Paid over 24 months 36 months to qualify	Paid over 24 months 36 months to qualify

## COMPENSATION PLAN TERMS & ADVANTAGES

**QV:** Qualification Volume. The amount of each product sale that counts toward qualifying for ViSalus Ranks.

**BV:** Bonus Volume. The amount of each product sale that counts toward bonuses and commissioning. In most cases ViSalus products offer "dollar for dollar BV." For example when you purchase a TSS weight loss program for \$125, its counts at \$125QV and \$125BV.

**PQV:** Personal Qualification Volume. Total QV from all personal and customer orders tied to your ViSalus Distributor ID.

**GQV:** Group Qualification Volume. Total QV of all sales volume generated within your team.

**ROLLING QV:** Any new Associate who starts on or after the 15th of the month will have all QV generated within the remainder of their first month roll forward into the next full month's production. BV commissions follow the normal monthly pay cycle.

**LEVEL:** All "Active" Associates count as a level for your Team Commissions.

**UNILEVEL COMPRESSION:** A "Level" compresses everything from one Active Associate and above to another Active Associate and above.

**RANK PROMOTION:** ViSalus Rank Promotions run weekly on Thursdays at midnight.

**GRACE PERIOD:** When a new Rank of RD or above is achieved for the first time, the Associate will remain at least that Rank for two monthly production cycles.

**60% RANK CRITERIA:** No more than 60% of the total required Rank Qualification Volume (QV) can come out of any 1 leg. This is just for Rank promotion and qualification.

**WAITING ROOM:** All new personally Sponsored & Enrolled Associates will sit in a "Waiting Room" on Level 1 and can be repositioned within your team once anytime within 60 days of their enrollment date.

## FIRST ORDER BONUS

PAID WEEKLY

Earn more on product orders of new Distributors!

Enroller	<b>20%</b>
2nd Upline Enroller	<b>10%</b>
3rd Upline Enroller	<b>5%</b>
4th Upline Enroller	<b>5%</b>

First Order Bonuses are paid out on the personal product orders placed by a new Associate at the time of their initial enrollment order and is paid to the first four Active upline Associates. Personal product purchased by Associates after their initial enrollment order will count toward Personal Customer and Team Commissions Bonuses follow the ENROLLER tree. Must be "Active" to earn the bonus. Bonuses do "roll up" if an enroller is not "Active." Bonuses paid on the Weekly Pay Cycle. Commissions on all other product orders placed by a Customer or a Distributor are paid out in the Personal Customer and Team Commission percentages.

## PERSONAL CUSTOMER COMMISSIONS

The more customers you have the more you earn!

\$201–\$500 PQV	<b>10%</b>
\$501–\$1,000 PQV	<b>15%</b>
\$1,001–\$2,500 PQV	<b>20%</b>
\$2,501+ PQV	<b>25%</b>

Personal Customer Commissions are paid on the BV of all personal wholesale orders (outside your initial order), as well as personal Preferred and Retail Customer orders. The first \$200 in personal BV per month is not applied to Personal Customer Commissions. All volume is imported at 100%QV. When the 15% Personal Customer Commission level is achieved, BV is imported at 80% for upline team commissions. When the 20% Personal Customer Commission level is achieved, BV is imported at 60% for upline team commissions. When the 25% Personal Customer Commission level is achieved, BV is imported at 40% for upline Team Commissions.

## RISING STAR WEEKLY ENROLLER'S POOL

PAID WEEKLY

2% BV

Become a Rising Star and earn a percentage of ViSalus' total company revenue!

Become a Rising Star	= 3 points	Each Additional \$490 in QV above first \$500	= Bonus 3 points
3 Preferred Customers*	= 3 points		
3 New Associates*	= 3 points		

\*Must total minimum of \$500 QV

2% BV from the previous 4 weeks of company wide production is placed into the Weekly Enroller's Pool. One quarter of this pool is paid each week. All production must fall within the same Weekly Pay Cycle to qualify. The Weekly Pay Cycle ends each Thursday midnight est. The Bonus amount varies each week depending on total company BV and the number of people in the pool that week. The Enroller's Pool Bonus has a minimum of \$75. This Bonus is available to any Active Distributor who enrolled with an Executive Success System and achieves the Rank of Director in their first 30 days to become a Rising Star. All Regional Director and above are also able to qualify for this incentive.

## AMBASSADOR STAR BONUS

Earn Bonuses On Vi-Net® Subscriptions

	1 Star AMB	2 Star AMB	3 Star AMB	4 Star AMB	5 Star AMB
<b>1<sup>st</sup> Generation</b>	<b>\$2</b>	<b>\$2</b>	<b>\$2</b>	<b>\$2</b>	<b>\$1</b>
<b>2<sup>nd</sup> Generation</b>	<b>\$1</b>	<b>\$1</b>	<b>\$1</b>		

Ambassador Star bonuses are paid to those who have achieved the AMB Star Ranks based on the number of Associates within their organization subscribed to the Vi-Net Pro/SUCCESS Club system. The Ambassador Star Bonus follows the Enroller Tree and is paid on the Monthly Pay Cycle according to current Paid Rank.

## PAY CYCLES AND PAYMENT OPTIONS

- Receive your commissions via check or ViSalus Prosperity Card.
- Weekly Pay Cycle:** Friday–Thursday night at Midnight PST. All weekly bonuses paid the following Monday!
- Monthly Pay Cycle:** All monthly commissions from the previous month's production are paid on the 15th of the following month.

