



## **INDEPENDENT AFFILIATE COMPENSATION PLAN**

### **Affiliate Reference Version**

**Updated May 9, 2024**

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## INTRODUCTION

A Global Monetized E-learning Community...that's what The Great Discovery is. A place where Course Creators can have their content promoted for them by a growing network of Affiliates to people from nearly every country and language on Earth. A place where Independent Affiliates can earn life-changing monetary compensation in a market with unparalleled global demand and virtually no limits on reach or earnings potential. A place where Learners everywhere in the world can learn from top experts in the topics of their choice and learn in their native language. And instead of going into debt to get educated, they can actually earn money while they are learning by simply sharing the good news with others. It's about empowering regular people across the full breadth of humanity. That's who we are, that's what we do.

Becoming a Course Creator automatically makes you an Affiliate too (which needs to happen so we can pay you). If you are not the creator type, but you are people and business oriented, you can also enroll as just an Independent Affiliate. Our enrollment packs are loaded with great tools and value, and - with our pricing being adjusted to fit each country's economic scale – there is sure to be an affordable option for almost everyone.

Though most recognize the enrollment packs to be ridiculously great value, the only required cost for you to become an Independent Affiliate is a non-commissionable Annual Affiliate Enrollment of just \$29.95 (or less depending on the country you live in). And even that can be waived for the first year if you decide to purchase any course or subscribe to our Genius Club.

**The mission of a Course Creator** is to create and deliver quality, accurate, and engaging course content that empowers and elevates learners all over the world. Course Creators get paid royalties or a revenue share on the sale of their courses no matter what Affiliate sells it. But because Course Creators are also Affiliates, they may also get paid substantially more when anyone below them in their network purchases their course, or ANY course on the TGD Platform... even if it's not their own.

**The mission of an Independent Affiliate is two-fold:** 1) to help guide Learners to TGD courses, products, or the Genius Club that would benefit them; and 2) to recruit, encourage and support others that have chosen to be Course Creators and/or Independent Affiliates also. Independent Affiliates can earn up to seven (7) different types of Affiliate compensation on applicable course, product, or subscription purchases made by anyone below them in their network, even in other countries.

Because there is no limit on how big a network can grow, there is also no limit on how much an Independent Affiliate can earn.

### IMPORTANT STUFF TO KNOW

- **Keep Your Active Status:** You need to be “Active” each month to be eligible to earn bonuses besides Course Royalties and Direct Sales Commissions.
  - **There are 3 ways to keep Active:**
    1. Maintain an active Genius Club Subscription; or

2. Personally sell at least USD \$40 in courses, products, or subscriptions to a Customer that is NOT an Affiliate each month; or
3. Purchase at least USD \$40 in courses, products, or subscriptions yourself each month.

➤ **Important Codes that Make it All Work.** Because we are calculating and tracking multiple different types of compensation for Creators, Affiliates, and Learners alike, our compensation system uses different codes to make it all work. Each sale item on your website will have a **QV, SV, and CV** code value assigned to it for calculating rank advancement, commissions, and bonuses. You'll see these values displayed near each sale item on your website. Here's a summary of them:

- **Qualifying Volume (QV):** Is generally based on the actual purchase price of the course, product, or subscription. QV is usually pegged to the US Dollar. Therefore, 1 QV typically equates to USD \$1 in actual sales. Qualifying Volume is used for paying Course Creator Commissions as well as for tracking rank advancements. QV may also be adjusted by any discounts or coupon codes.
- **Shared Volume (SV):** Is generally based on the actual purchase price of the course or item, LESS any Course Creator Commissions and/or other non-commissionable costs. Shared Volume (SV) is used for calculating Direct Sales Commissions, Rank Advancement Pool Bonuses, and any other compensation that is calculated from SV.
- **Commission Volume (CV):** An adjusted value based on the Shared Volume (SV) of a course or item, LESS any SV based commissions or other fixed costs related to that item. The CV attached to every sale item is used for calculating Dual Team Bonuses and Matching Team Bonuses that are generated by the sale of that item. CV is normally 70% of SV but may occasionally vary to accommodate higher or lower margin items.

## COMMISSIONS AND BONUSES EXPLAINED

### 1. Direct Sales Commission

10% SV on Direct Sales

### 2. Triple Action Promotion

2X Direct Commission on 1st 3 Sales in 1<sup>st</sup> 30 Days

### 3. Three and Free Genius Club

Enroll 3 Genius Club – Yours is Free

### 4. Dual Team Bonuses

Global Pay on Unlimited Relationships

### 5. Matching Team Bonuses

Up to 3 X Your Own Earnings

### 6. Rank Advancement Pool

Rank Up to Earn Shares of Global Sales

### 7. 2X Team Expansion Center

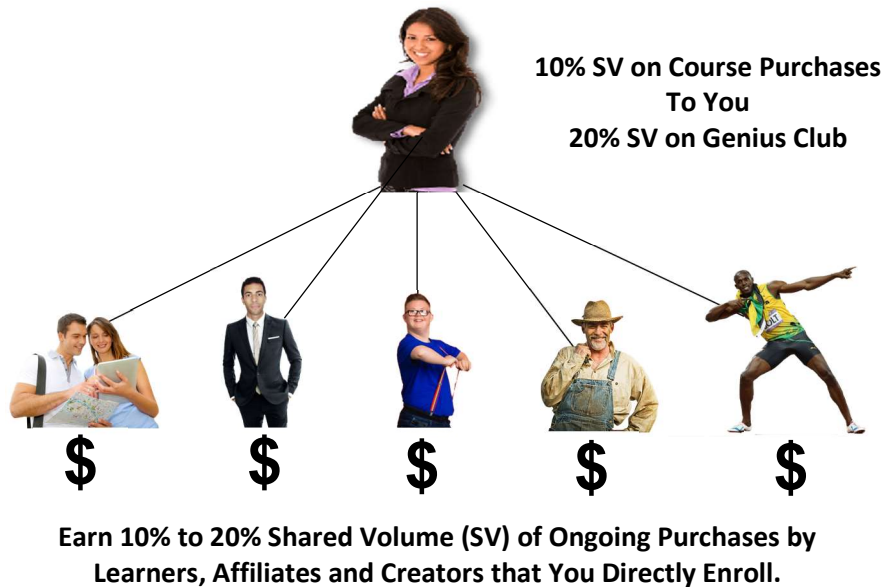
Truly Unlimited Earnings Potential

**Get Paid on Global Affiliate Network Purchases of All Courses, Not Just Your Own.  
Up to 70% of Shared Volume Paid Out as Affiliate Compensation**

## 1. DIRECT SALES COMMISSION (DSC)

- **Direct Sales Commission (DSC):** As an Independent Affiliates of any rank, you can earn Direct Sales Commission based on the Shared Volume (SV) on all eligible purchases by your directly enrolled Customers, Affiliates, and Creators.
- **DSC Rate for Products, Courses, and Packs:** The standard DSC rate for commissionable products, courses, and enrollment packs is 10% SV.
- **DSC Rate for Genius Club Subscriptions:** The standard DSC rate commissionable Genius Club subscriptions is 20% SV.
- **Direct Sales Commissions are paid on the Weekly pay schedule.**

### Illustration 1. Direct Sales Commissions



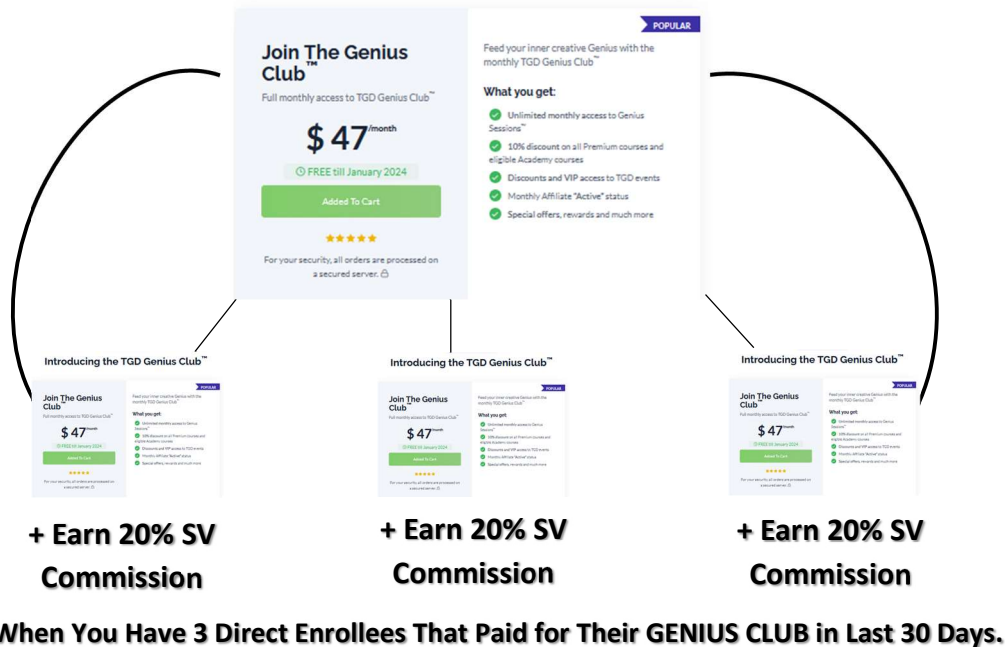
## 2. THREE AND FREE GENIUS CLUB

- **Three and Free Genius Club:** As either an Affiliate or Customer, you can have your Genius Club subscription fee waived for any month that you have three (3) personally enrolled Genius Club subscribers that have each paid for their GC subscription within the previous thirty (30) days. The following terms apply:
  - They don't need to be new people. Any 3 direct enrollees with a paid subscription count. Subscriptions that are still on a free trial don't count.

- If any of the three GC subscriptions used to qualify also have their subscription fees waived under the Three and Free Genius Club program, you'll need to get another paying subscription to get your fees waived that month. There are no partial discounts or credits for less or more than three.

## Illustration 2 – Three and Free Genius Club

### Refer 3 - Your GENIUS CLUB is FREE and You are Making Money!



### 3. TRIPLE ACTION PROMOTION (TAP)

- **Triple Action Promotion (TAP):** As an Affiliate, you can earn DOUBLE Direct Sales Commissions on each of your first three (3) qualifying Enrollment Pack sales that are completed within your first thirty (30) days of enrolling. The following terms apply:
  - To qualify, you and all three of the people you enroll MUST have an active Genius Club subscription.
  - Qualifying sales are limited to enrollment packs that are designated as TAP eligible, with a bonus paid on each qualifying pack sale, up to a total of 3.
  - TAP is a temporary promotional offer, paid on the weekly schedule, and may be modified or discontinued by the Company.

### Illustration 3 – Triple Action Promotion (TAP)

You Earn **DOUBLE** Direct Sale Commissions in First 30 Days  
for First 3 Direct Enrollment Pack Sales

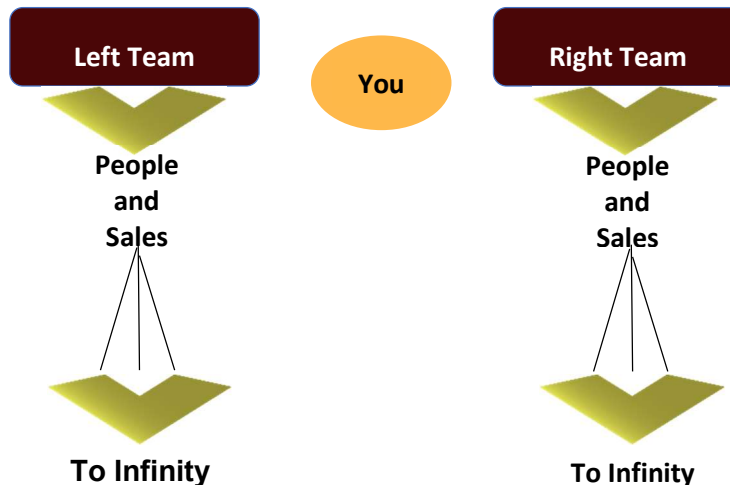


The Enroller and All 3 Enrollees Must Have an Active GENIUS CLUB to Qualify.

### 4. DUAL TEAM BONUSES

- When you get to the Qualified Affiliate rank in the compensation plan, you become eligible to earn Dual Team Bonuses. These weekly bonuses can allow you to get paid well beyond the purchases of your direct enrollments. In fact, you can be compensated on the purchases of countless others, through virtually unlimited relationships, even in other countries. Here's how it works:
- **Each Affiliate has a Dual Team Structure with a Right Team and a Left Team.** Everyone that you enroll, whether a Learner, Affiliate, or Course Creator – together with their purchases and sales – is structured on either your right or left team. Likewise, all the people that they enroll, and so on, and so on. This bonus isn't based on levels. Instead, it's based upon the total Commission Volume that accumulates on each team.

### Illustration 4. Dual Team Structure



➤ You need to be a **QUALIFIED AFFILIATE** or higher to earn **Dual Team Bonuses**. You do that by:

1. **Meeting the Qualified Affiliate rank performance requirements:**

- a) Purchase an enrollment pack, courses, or products worth at least USD \$300 yourself; or,
- b) Sell an enrollment pack, courses, or products worth at least USD \$300 to a customer that is NOT an Affiliate; or
- c) Enrolling three (3) customers or affiliates with an active Genius Club.

**AND**

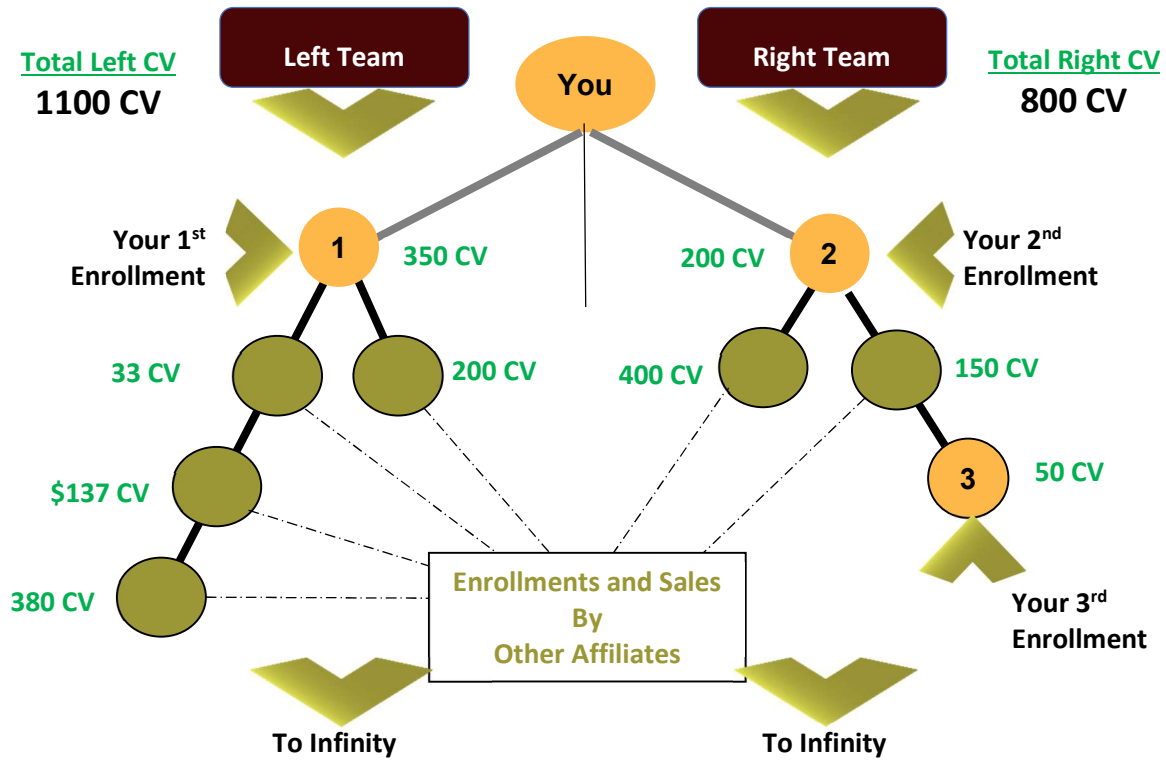
2. **Enrolling at least 2 “Active” Affiliates with 1 on your left team and 1 on your right team**



- When any Affiliate on your right or left team enrolls another Learner, Affiliate, or Creator, the new enrollee - and the CV from all their purchases - is also counted towards the weekly team totals. There is no limit to how big a Dual Team organization can grow.
  - **Getting Paid:** Whenever the system finds a **Match amount of at least 360 CV on each team**, you will receive a Dual Team Bonuses at the end of that weekly bonus period. The rate that you are paid is dependent on the Affiliate rank that you hold at the time. When the Dual Team Bonus is paid, the matching CV amounts are deducted from each team’s total. If there is any remaining CV on either team that was not paid out, that CV will “carryover” - allowing you to get paid on it later - for as long as you are an Active Affiliate. If you are inactive, your “carryover volume” may be flushed.

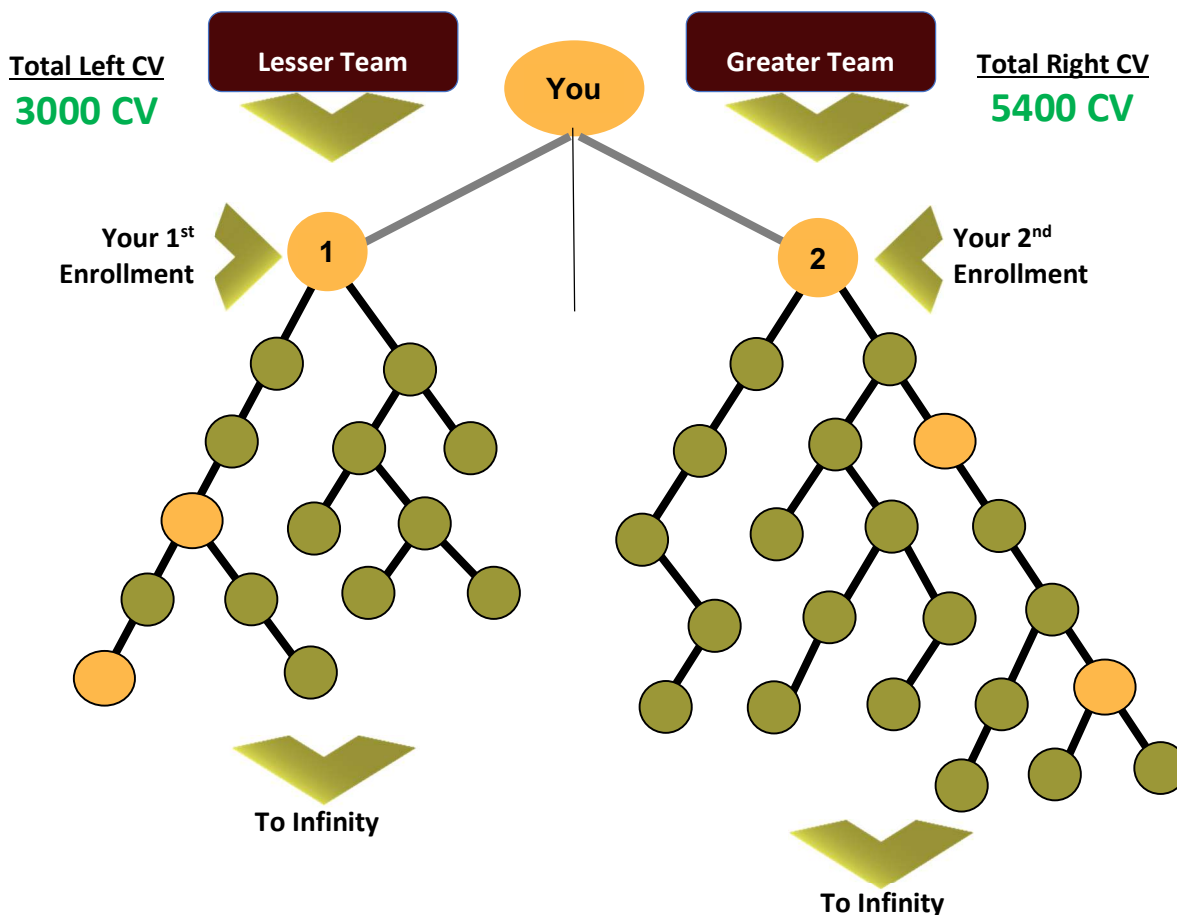


**Illustration 6. Dual Team Growth Pays on Match on Both Teams of 360 CV or More**



- As your two teams grow bigger, and your personal enrollment numbers increase, you can advance in rank and be eligible to earn Dual Team Bonuses at an even higher percentage rate and amount.
- Because it's likely that one team will grow faster than the other, we call the team with the least amount of CV each week the "Lesser Team", and the team with the greater amount of CV each week the "Greater Team".

**Illustration 7. Team Growth – Lesser Team and Greater Team**



**Illustration 8 – Dual Team Example and Rank Rates**

|   |                              |  |                               |
|---|------------------------------|--|-------------------------------|
| <b>Lesser Team CV 3000</b>                                  |                              | <b>Greater Team CV 5400</b>                      |                               |
| <b>CV Matching on Both Teams (360 or higher) is 3000 CV</b> |                              |  |                               |
| 3000 x 16% at Gold Bonus Rate                               |                              |  |                               |
| <b>= \$480 Dual Team Bonus Earned for the Week</b>          |                              |  |                               |
| <b><u>Carry Over to Next Week</u></b><br>0 CV               |                              | <b><u>Carry Over to Next Week</u></b><br>1400 CV |                               |
| Qualified Affiliate Earnings                                | Silver Affiliate Earnings    | Gold Affiliate Earnings                          | Platinum Affiliate Earnings   |
| 12% CV<br>Up to \$2.5K Weekly                               | 14% CV<br>Up to \$25K Weekly | 16% CV<br>Up to \$50K Weekly                     | 18% CV<br>Up to \$100K Weekly |

### Illustration 8 – Dual Team Example and Rank Rates

|   |                              |  |                               |
|---|------------------------------|--|-------------------------------|
| <b>Lesser Team CV 3000</b>  |                              | <b>Greater Team CV 5400</b>                      |                               |
| <p><b>CV Matching on Both Teams (360 or higher) is 3000 CV</b></p> <p style="text-align: center;">3000 x 16% at Gold Bonus Rate</p> <p style="text-align: center;"><b>= \$480 Dual Team Bonus Earned for the Week</b></p> |                              |  |                               |
| <b><u>Carry Over to Next Week</u></b><br>0 CV   |                              | <b><u>Carry Over to Next Week</u></b><br>1400 CV |                               |
| Qualified Affiliate<br>Earns  | Silver Affiliate<br>Earns    | Gold Affiliate<br>Earns                          | Platinum Affiliate<br>Earns   |
| 12% CV<br>Up to \$2.5K Weekly   | 14% CV<br>Up to \$25K Weekly | 16% CV<br>Up to \$50K Weekly                     | 18% CV<br>Up to \$100K Weekly |

- **Important Reminder:** To be eligible for Dual Team Bonuses, you need to meet the rank qualifications of a Qualified Affiliate or higher. You also need to remain “Active” each month to keep any “Carryover” volume from your Dual Team Bonuses.
- **If you become inactive and do not correct it within the thirty (30) day grace period, any Carryover CV remaining may be deleted (flushed) from your account.** To avoid this, it is important that you either purchase or sell at least \$40 in products, courses, or subscriptions to a non-affiliate customer or in personal purchases every thirty (30) days.

### 5. MATCHING TEAM BONUSES (MTB)

- When you attain the rank of Qualified Affiliate or higher, you become eligible to earn monthly Matching Team Bonuses. These bonuses are based on the Dual Team Bonuses earned by other Independent Affiliates through up to three (3) tiers of your enrollment line, and up to three (3) times what you personally earn in Dual Team Bonuses during the same monthly pay period.

#### Illustration 9 – Matching Team Bonuses

| Rank  | Qualified Affiliate              | Silver Affiliate                 | Gold Affiliate                   | Platinum Affiliate               |
|---|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
| Match Rate  | 5%                               | 7%                               | 9%                               | 10%                              |
| Match Tiers   | 1                                | 2                                | 2                                | 3                                |
| Cap Rate  | Up to 1X<br>Your Own<br>Earnings | Up to 2X<br>Your Own<br>Earnings | Up to 2X<br>Your Own<br>Earnings | Up to 3X<br>Your Own<br>Earnings |
| Paid Monthly on Dual Team Bonuses Earned by Others Below You in Your Enroller Line. |                                  |                                  |                                  |                                  |

- Enroller “Tier” relationships are tracked differently than Dual Team relationships. Tiers are based on the actual enrollment relationship between Independent Affiliates, not necessarily how they are placed in the Dual Team structure. Example: You enroll A who is Tier 1 to you; A enrolls B who is Tier 2 to you; B enrolls C who is Tier 3 to you.
- As your rank increases, the percentage of Matching Team Bonuses you can earn, the number of tiers you can get paid on, and the maximum amount you can receive each period also increases. There is no limit to the number of people that you can have on each tier.

### 6. RANK ADVANCEMENT POOL (RAP)

- As you advance in rank to become a Silver Affiliate, Gold Affiliate, or Platinum Affiliate, you become eligible to earn shares in the monthly Rank Advancement Pool. The company contributes five percent (5%) of the Shared Volume (SV) from worldwide sales into this pool each month.

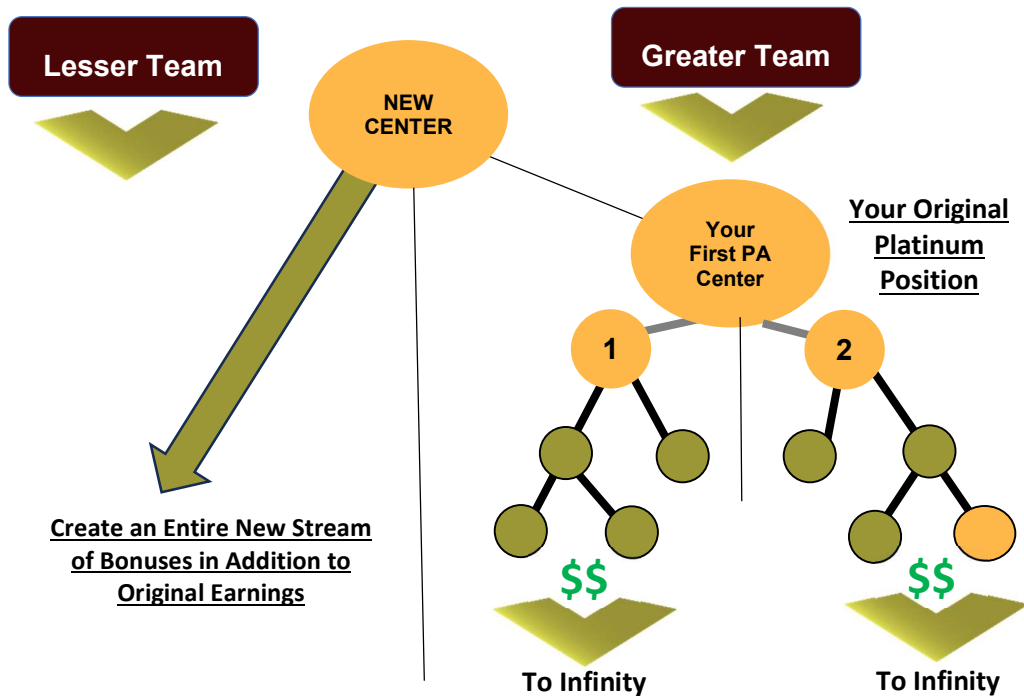
**Illustration 10 - Rank Advancement Pool Shares**

| Rank:  | Silver<br>Affiliates | Gold<br>Affiliates | Platinum<br>Affiliates |
|--|----------------------|--------------------|------------------------|
| Shares:  | 1 Share              | 2 Shares           | 3 Shares               |
| 5% of Global SV is Accumulated and Distributed Monthly |                      |                    |                        |

- The Rank Advancement Pool is fully distributed and reset to zero at the close of each month. You will continue to receive pool shares each month that you remain “Active” and maintain a qualifying rank. If your rank drops to a lower rank in one month, your pool shares will also drop for that month. Likewise, if your rank increases to a higher rank, your pool shares will also increase.

## 7. 2X TEAM EXPANSION CENTER (TEC)

- This is a compensation system with truly endless earning potential. When your initial business center achieves the rank of Platinum Affiliate, the system will automatically create another business center for you immediately above the first one. This basically allows you to create new commissions and bonuses that are in addition to what you are already earning through your first position.



- There is no additional activation requirement for the 2X Team Expansion Center. When a qualifying Platinum Affiliate position is Active, the Team Expansion Center will also be Active. For all other purposes, the Team Expansion Center must qualify for rank regulated bonuses based on the personal and group sales performance generated from the new position separately.

## COURSE CREATOR COMPENSATION

### 8. PREMIUM COURSE ROYALTIES (PCR)

- As an Affiliate Course Creator, you are eligible to receive weekly Premium Course Royalties on the sale of any of your personally created course content that is designated as a "Premium Course".
- PCR is calculated at the default rate of thirty percent (30%) of the USD price actually paid for the Premium Course (Adjusted QV\*).
- As a Course Creator, you are eligible for PCR on any of your created Premium Courses that are sold on the TGD platform. PCR is paid to you as a Course Creator on sales of your course that are completed anywhere in the world.

\* "Adjusted QV" or "Adjusted Qualifying Volume" means the US Dollar price actually paid for each sale as adjusted by any discounts or coupon codes.

## 9. ACADEMY COURSE REVENUE SHARING (ACRS)

- As an Affiliate Course Creator, you are also eligible to receive any orders or referrals from the TGD platform for any of your course content that is designated as an “Academy Course”.
- On Academy Course sales, the course is promoted, and any orders are initiated, on the TGD Platform. However, unlike the Premium Courses, the Academy Course orders are typically processed and fulfilled by the Course Creator directly through their own offsite platform.
- As a Course Creator, you will collect payment directly from the customer for your Academy Course sales, and generally retain a portion (default rate of 70%) of the sale proceeds. TGD will retain a record of all Academy Course transactions.
- As a Course Creator, you will then remit a portion of the sales revenue (default rate of 30%) from each sale back to TGD in accordance with TGD’s defined Academy Course payment process.
- QV, SV, and CV from each Academy Course sale are tracked by TGD, and applicable Affiliate based commissions are calculated and paid to Affiliates based on this remittance.

## AFFILIATE RANKS AND QUALIFICATIONS

There is a way for almost anyone to engage with The Great Discovery. You can be just a Learner, an Affiliate, or a Course Creator. Although a Course Creator is also flagged as an Affiliate in order to enable revenue sharing on their course sales, there is no requirement for them to sell, promote, or recruit others.

Independent Affiliate’s that do sell, promote, and recruit others can rank advance to increase their earnings capacity. Below you’ll find a description of the various qualifications and maintenance requirements for each Affiliate rank. **If you are serious about the business, you’ll do well to familiarize yourself with the rank advancement criteria, and make a plan to get to the next rank.**

### 1. Course Creator (CC):

- a) To Qualify as a Course Creator: As an Independent Affiliate, you can be qualified as a “Course Creator” when you purchase a pack or subscription, or otherwise enter into an agreement designating you as a Course Creator within the TGD platform. To do this, you’ll need to:
  - i) Complete a Course Creator pack purchase; AND
  - ii) Accept Affiliate Application and Agreement; AND
  - iii) Accept Course Creator Application and Agreement.
- b) To Remain “Active” and Eligible for Bonuses Besides Direct Sales Commissions, Course Royalties, and Revenue Sharing:
  - i) Renew Affiliate Agreement and pay \$29.95 Affiliate Fee annually;
  - ii) A Course Creator in good standing is paid Course Royalties and/or Revenue Sharing on all sales of their courses through the TGD platform without additional requirement.
- c) Maintenance Requirements:
  - i) Be an Independent Affiliate in good standing (Active status not required).

## 2. Independent Affiliate (IA) (Entry Level Rank)

### a) To Qualify as an Independent Affiliate:

i) Accept Affiliate Application and Agreement; AND

(1) Agree to the Company Policies and Procedures and any other legal agreements as posted by the management team from time to time; AND

(2) Purchase an optional course, subscription, or pack, in which case the annual Affiliate subscription would be waived for the first year.

OR

(3) Purchase the “at cost” annual Affiliate subscription for \$29.95 (Not commissionable and carries QV, but no SV or CV);

### b) To Remain “Active” and Eligible for Bonuses Besides Direct Sales Commissions:

i) Maintain an Active Genius Club Subscription each Monthly Bonus Period;

OR

ii) Produce \$40 in purchases or customer sales within each Monthly Bonus Period (qualifying sales must be to directly enrolled Customer/Learners that are not an Affiliate)

### c) Maintenance Requirements to Continue to be Paid As an Independent Affiliate:

i) Remain Active each Monthly Bonus period; AND

ii) Renew Affiliate Agreement and pay \$29.95 Affiliate Fee annually; .

## 3. Qualified Affiliate (QA)

### a) To Qualify as a Qualified Affiliate:

i) Meet the same qualifications as Independent Affiliate; AND

(1) Generate at least USD \$300 (300 PQV) in personal purchases OR direct sales to non-affiliate customers within 1 year of enrolling.

OR

(2) Directly enroll three (3) Genius Club subscriptions that have actually paid for at least one (1) month of their subscription; AND

ii) In addition to attaining either 1 or 2 above, you must directly enroll at least 1 Active Independent Affiliate or higher on BOTH the right and left team.

### b) *Rank Progress Stars* – At the Qualified Affiliate rank, progress stars are added to your rank based upon your progress towards the next rank.

i) 1 Star Qualified Affiliate – When you generate 1,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.

- ii) 2 Star Qualified Affiliate - When you generate 2,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
  - iii) When you generate 3,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
- c) To Remain “Active” and Eligible for Bonuses Besides Direct Sales Commissions:
- i) Maintain at least \$40 PQV within each Monthly Bonus Period.
- OR
- ii) Maintain an Active Genius Club Subscription each Monthly Bonus Period.
- d) Maintenance Requirements to Continue to be Paid As a Qualified Affiliate:
- i) Remain Active; AND
  - ii) Renew Affiliate Agreement annually; AND
  - iii) Maintain at least 1 Active Independent Affiliate or higher on BOTH the right and left team in the current Monthly Bonus Period.

#### 4. Silver Affiliate (SA)

- a) To Qualify as a Silver Affiliate:
- i) Be a Qualified Affiliate that is currently Active; AND
  - ii) Generate at least \$4,000 in Group QV within 5 consecutive weeks with no more than 50% coming from the right or left team of the Dual Team Structure; AND
  - iii) Enroll at least 4 Active Qualified Affiliates or higher with at least 1 on BOTH the right and left team.
- b) *Rank Progress Stars* – At the Silver Affiliate rank, progress stars are added to your rank based upon your progress towards the next rank.
- i) 1 Star Silver Affiliate – When you generate 10,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
  - ii) 2 Star Silver Affiliate - When you generate 16,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
  - iii) 3 Star Silver Affiliate - When you generate 22,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
- c) To Remain “Active” and Eligible for Bonuses Besides Direct Sales Commissions:
- i) Maintain at least \$40 PQV within each Monthly Bonus Period.
- OR
- ii) Maintain an Active Genius Club Subscription each Monthly Bonus Period.
- d) Maintenance Requirements to Continue to be Paid As a Silver Affiliate:



- i) Remain Active; AND
- ii) Renew Affiliate Agreement annually; AND
- iii) Maintain at least 2 personally enrolled Active Qualified Affiliates or higher with at least 1 on BOTH the right and left team in the current Monthly Bonus Period; AND
- iv) Maintain at least 2,000 in Group QV within each monthly bonus period with no more than 50% coming from the right or left team of your Dual Team Structure.

## 5. Gold Affiliate (GA)

- a) To Qualify as a Gold Affiliate:
  - i) Be a Qualified Affiliate that is currently Active; AND
  - ii) Generate at least \$28,000 in Group QV within 5 consecutive weeks with no more than 50% coming from the right or left team of the Dual Team Structure; AND
  - iii) Enroll at least 6 Active Qualified Affiliates or higher with at least 1 on BOTH the right and left team.
- b) *Rank Progress Stars* – At the Gold Affiliate rank, progress stars are added to your rank based upon your progress towards the next rank.
  - i) 1 Star Gold Affiliate – When you generate 71,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
  - ii) 2 Star Gold Affiliate - When you generate 114,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
  - iii) 3 Star Gold Affiliate - When you generate 157,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
- c) To Remain “Active” and Eligible for Bonuses Besides Direct Sales Commissions:
  - i) Maintain at least \$40 PQV within each Monthly Bonus Period.

OR

  - ii) Maintain an Active Genius Club Subscription each Monthly Bonus Period.
- d) Maintenance Requirements to Continue to be Paid As a Gold Affiliate:
  - i) Remain Active; AND
  - ii) Renew Affiliate Agreement annually; AND
  - iii) Maintain at least 3 personally enrolled Active Qualified Affiliates or higher with at least 1 on BOTH the right and left team in the current Monthly Bonus Period; AND
  - iv) Maintain at least 14,000 in Group QV within each monthly bonus period with no more than 50% coming from the right or left team of your Dual Team Structure.

## 6. Platinum Affiliate (PA)

- a) To Qualify as a Platinum Affiliate:
  - i) Be a Qualified Affiliate that is currently Active; AND
  - ii) Generate at least \$200,000 in Group QV within 5 consecutive weeks with no more than 50% coming from the right or left team of the Dual Team Structure; AND
  - iii) Enroll at least 8 Active Qualified Affiliates or higher with at least 2 on BOTH the right and left team.
- b) *Rank Progress Stars* – At the Platinum Affiliate rank, progress stars are added to your rank based upon your progress towards the next rank.
  - i) 1 Star Platinum Affiliate – When you generate 500,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
  - ii) 2 Star Platinum Affiliate - When you generate 800,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
  - iii) 3 Star Platinum Affiliate - When you generate 1,100,000 in Group QV within 5 consecutive weeks with no more than 50% counting from your right or left team.
  - iv) NOTE: Because Platinum Affiliate is currently the highest Affiliate Rank, additional RAN PROGRESS STARS are added for every 300,000 in Group QV increase within 5 consecutive weeks with no more than 50% counting from your right or left team.
- c) To Remain “Active” and Eligible for Bonuses Besides Direct Sales Commissions:
  - i) Maintain at least \$40 PQV within each Monthly Bonus Period.

OR

  - ii) Maintain an Active Genius Club Subscription each Monthly Bonus Period.
- d) Maintenance Requirements to Continue to be Paid As a Platinum Affiliate:
  - i) Remain Active; AND
  - ii) Renew Affiliate Agreement annually; AND
  - iii) Maintain at least 4 personally enrolled Active Qualified Affiliates or higher with at least 2 on BOTH the right and left team in the current Monthly Bonus Period; AND
  - iv) Maintain at least 100,000 in Group QV within each monthly bonus period with no more than 50% coming from the right or left team of your Dual Team Structure.

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| <b><u>PAY PERIODS, RANK ADVANCEMENT, AND SUBSCRIPTIONS</u></b> |
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- **Weekly Bonus Period:** The Weekly Bonus Period begins Saturday at midnight Pacific Time and ends the following Saturday at midnight Pacific Time. Weekly commissions and bonuses are posted as “Pending” on the Monday immediately following the close of the week. Commissions and Bonuses are then released on the next Monday, one week later. In the event of a holiday, weekly bonuses should be paid on the last business day before the holiday.

- **Monthly Bonus Period:** The Monthly Bonus Period begins at midnight Pacific Time on the last day of each month and ends at midnight Pacific Time on the last day of the following month. Monthly bonuses are paid on the 15<sup>th</sup> day after the close of each monthly pay period. In the event the 15<sup>th</sup> falls on a weekend or holiday, monthly bonuses are generally paid on the last business day before such weekend or holiday.
- **Determining Your Weekly and Monthly Rank Status:** The Affiliate rank that you are paid at each period is determined by your actual rank qualifications as measured at the close of that period. Your rank at the end of one monthly period generally carries on until the close of the next monthly period.
  - i) Your rank CAN INCREASE from one week to the next, but your rank at the close of each Monthly Bonus Period establishes the minimum rank for the following Monthly Bonus Period. It generally cannot decrease or be adjusted downwards until the close of that Monthly Bonus Period. An exception might be where sales or other factors qualifying an Affiliate for a rank are reversed due to cancellation or refund.
  - ii) Any advancement in rank that occurs at the close of a Weekly Bonus Period will count retroactively for payment of commissions and bonuses generated to the beginning of that Weekly Bonus Period.
- **Grace Period for Active Status:** If your Affiliate Active status expires and you become inactive, you will have a 30-day Grace Period to become Active again. If your inactive status is not corrected within the grace period, bonus eligibility will be discontinued, and any carryover CV in your Dual Team structure may be flushed.
- **Annual Renewal Period:** As an Affiliate, you'll need to renew your Independent Affiliate Agreement annually to remain Active. The annual renewal date will be the same date each year as your initial enrollment.
- **Annual Renewal Grace Period:** If you miss your annual renewal date, you will remain Active through an additional 30-day Grace Period. If your annual renewal status is not corrected within that time frame, bonus eligibility will be discontinued, and any carryover CV in your Dual Team structure may be flushed.
- **Monthly Subscriptions:** When a Genius Club or any other monthly subscription item is setup, the ongoing monthly billing date will be on same day of the month as the original setup date. You may change this monthly billing date or cancel your subscription at any time. You can do this on your own in your back office, or by contacting Customer Support. A subscription will continue to run each month until the subscription is cancelled, or payment fails.
  - i) If a Genius Club subscriber enrolls with a Free Trial Period, the ongoing monthly billing date will be on the same day of each month as the date the first payment is received.
  - ii) If the initial enrollment or billing for a subscription occurred after the 25<sup>th</sup> day of the month, the default monthly billing date going forward will be ON the 25<sup>th</sup> day of each month.

## SPECIAL TOOLS AND PROCESSES

- **Dual Team Enrollment Placement Settings:** In the Dual Team structure, Affiliate enrollments can be strategically placed by the enroller. The system is automatically optimized for the most efficient *in most cases*. However, it can accommodate a variety of alternative or customized building strategies as well. The system has 4 basic settings described below.

1. **Auto-placement Option:** The “AUTO” setting is the default when you enroll:
  - The first Affiliate that you personally sign up will be placed on the first available position on your outer left team.
  - The second Affiliate you personally sign up will be placed on the first available position on your outer right team.
  - If you DO have an Active direct enrollee on both your right and left team, the system will place your subsequent enrollments on the first available position on the outer leg of your Lesser Team.
  - If both teams are equal, your next enrollment will go to the outer left team.
  - If you DO NOT have an Active direct enrollee on both your right and left team, the system will automatically place your subsequent enrollments on the first available position on the outer leg of the team that does not have a directly enrolled Active Affiliate. This will continue until a directly enrolled Active Affiliate is found on both teams.
2. **Lock Placement Left:** If you change the placement settings to the “LEFT” option, all future enrollments will be placed at the first available position at the bottom of your outer left team until you change it.
3. **Lock Placement Right:** If you change the placement settings to the “RIGHT” option, all future enrollments will be placed at the first available position at the bottom of your outer right team until you change it.
4. **Placement Hold (*Advanced option only*):** If you activate the “PLACEMENT HOLD” option, all of your direct enrollments will accumulate in a temporary holding tank. This allows you to manually place them later within 7 days.
  - **Note:** If you exercise this option, and have not manually placed your enrollees within 7 days, the system will automatically place them according to your AUTO, LEFT or RIGHT placement selection.
  - **Note:** A newly enrolled Affiliate in your holding tank also cannot place their own new enrollees until they themselves are placed. **Use of the placement hold option is discouraged for most people.**
- **CV Payout Cap:** The company may adjust the total CV payout if the total CV payable within a pay period exceeds the maximum target range of the 60% collected in that pay period. If the CV payout in Dual Team or Matching Team bonuses exceeds the cap amount during a pay period, net bonus amounts may be adjusted as necessary to bring the total CV payout back to the Cap Amount.
  - Example: If total CV related payout exceeds the 60% cap amount by five percent (5%), then applicable CV based bonuses may be reduced by the amount that exceeds the 60% cap amount.
- **Claw Back on Refunds and Cancellations:** When a product order that previously generated commissions and bonuses is later refunded or cancelled, the system will attempt to claw back all QV, SV, and CV based commission and bonus payments that were made relative to that order.