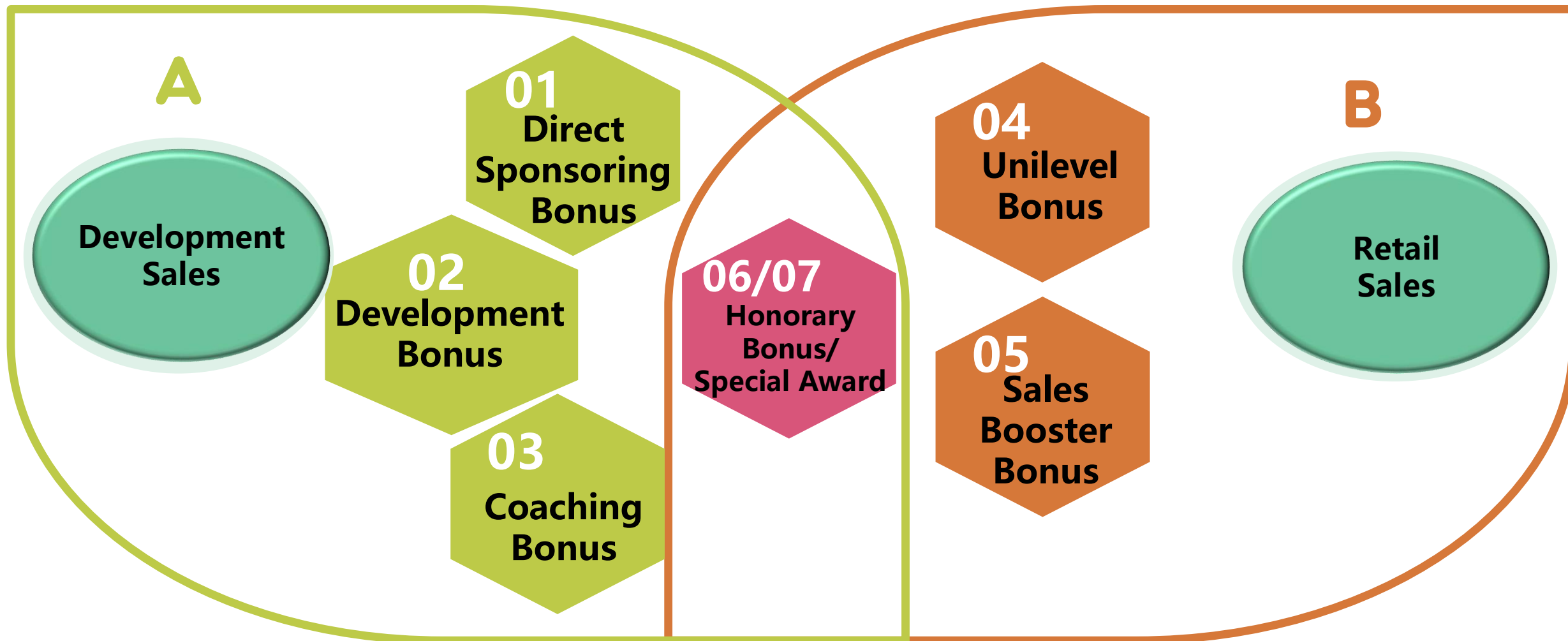


**COMPENSATION PLAN**  
**Australia & New Zealand**  
**Effective August 2017**

# **Australia and New Zealand Compensation Plan**

- **All Figures are shown in US\$**
- **Rewards are calculated in US\$ and paid in local currency.**

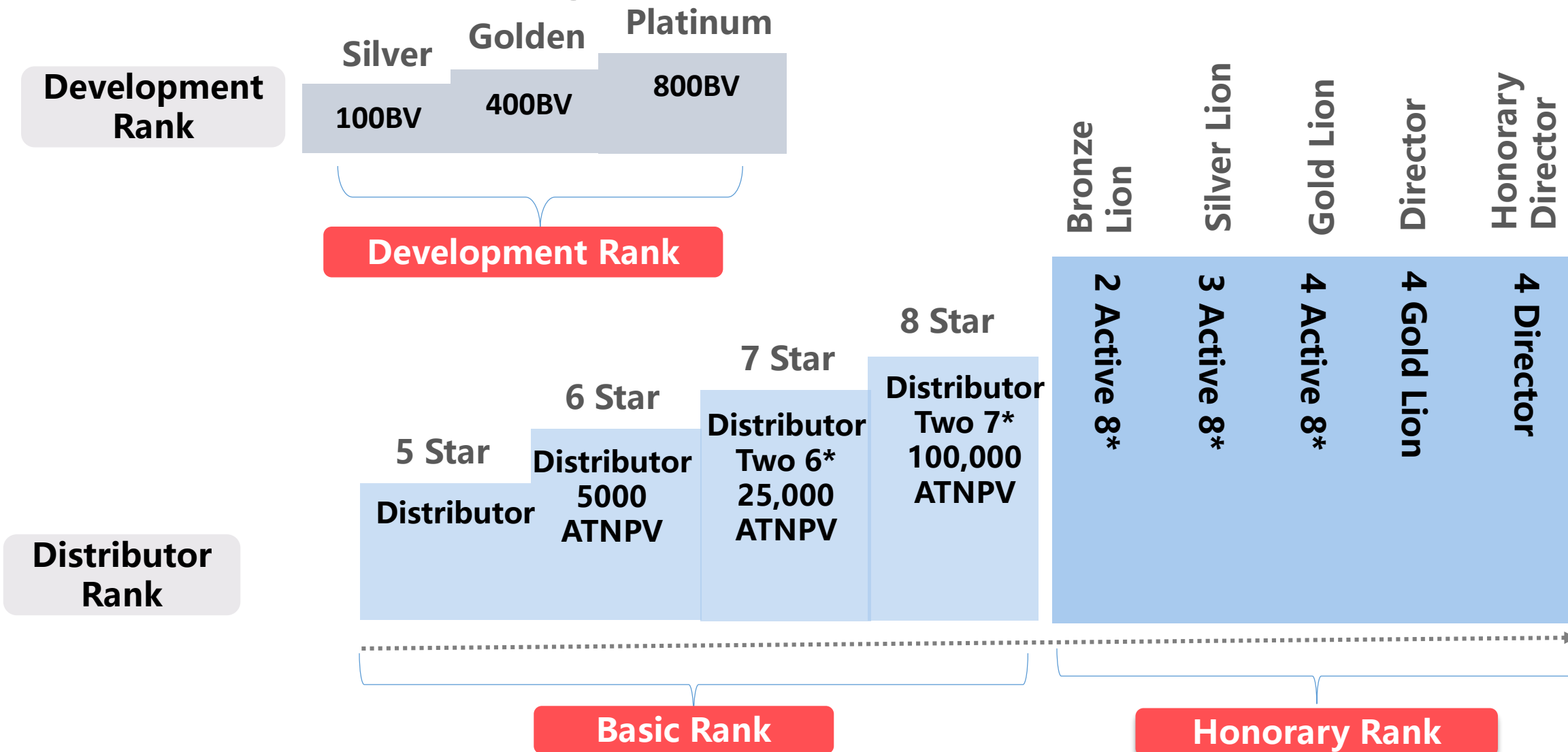
# Seven Types of Bonuses and Allocation Policy



# Allocation Policy

Seven Types of Bonus	
<b>1. Direct Sponsoring Bonus</b>	<b>20% / (25%)</b>
<b>2. Development Bonus</b>	<b>11% / 12%</b>
<b>3. Coaching Bonus</b>	<b>20%</b>
<b>4. Unilevel Bonus</b>	<b>55%</b>
<b>5. Sales Booster Bonus</b>	<b>55%</b>
<b>6. Honorary Bonus</b>	<b>4%</b>
<b>7. Special Award</b>	<b>4%</b>

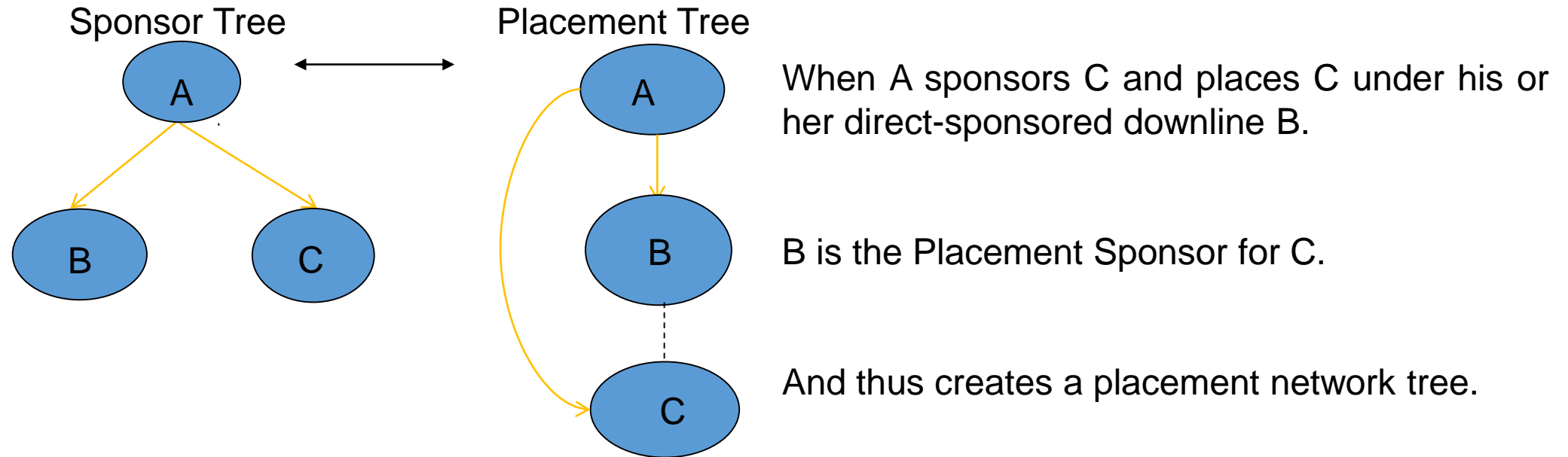
# Rank System



Note: Active 8 Star means TNPV achieves 5,000PV.

# 1. Direct sponsoring bonus 20%

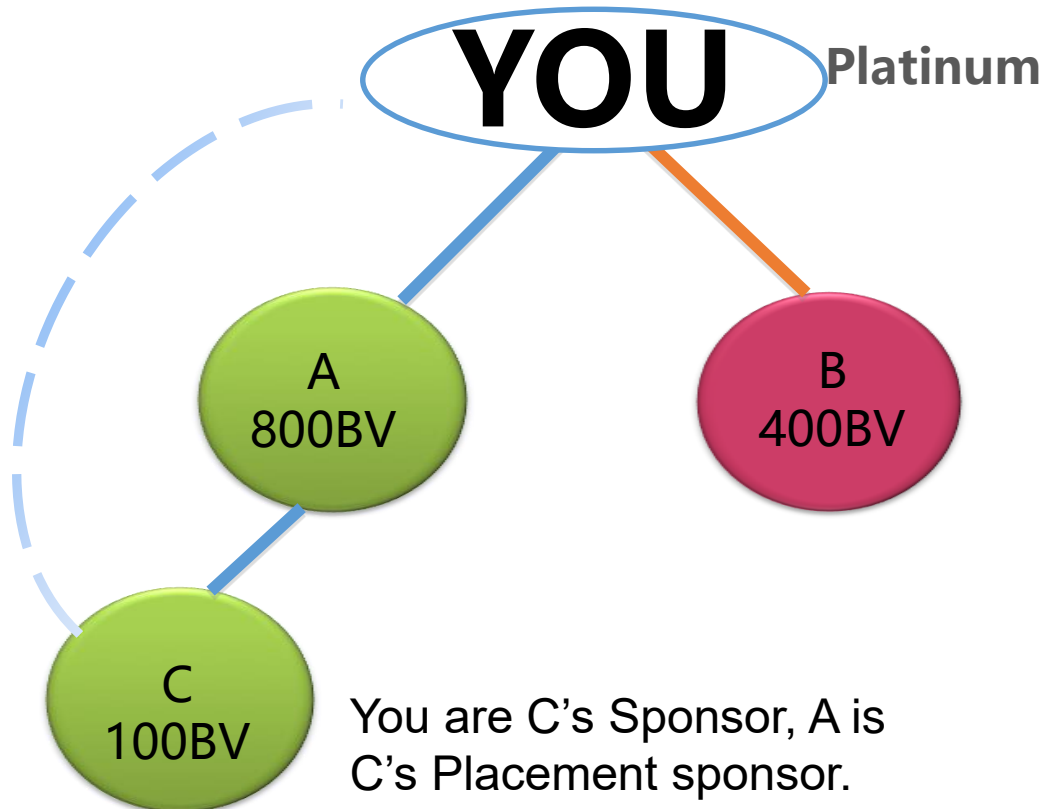
Rank	Silver	Golden	Platinum
Bonus Rate	10%	15%	20%
			Sponsor 4 Platinums in the first joining month and earn US\$800 (25%)



# Direct Sponsoring Bonus 20%

Direct benefit (can get bonus from one recommended member), your recommended member will always be your first line regardless of his/her position. Quick profit gain, and quick promotion for new members.

Rank	Silver	Golden	Platinum
Bonus Rate	10%	15%	20%



**Direct Sponsoring Bonus From A :**

$$800\text{BV} \times 20\% = \$160$$

**Direct Sponsoring Bonus From B :**

$$400\text{BV} \times 20\% = \$80$$

**Direct Sponsoring Bonus From C :**

$$100\text{BV} \times 20\% = \$20$$

**Total: \$260**

## 2. Development Bonus

	Development Sales	Rate	Weekly Bonus cap/Dep.
Silver	100BV	8% , 9%	US\$800
Golden	400BV	10% , 11%	US\$3,000
Platinum	800BV	11% , 12%	US\$5,000

- No Personal PV (PPV) requirements for a new development rank Distributor within their first 4 weeks;
- Personal purchase of 50 PPV takes effect the same week (valid for 4 weeks); new purchase of 50 PPV is required in the 5<sup>th</sup> week and every 4 weeks thereafter to hold rank.
- Distributors can upgrade their rank any time in the first 12 weeks after joining. To upgrade a rank, DB only needs to make up the difference in the BV between the two ranks; for example, Silver needs to top off 700 PV to become Platinum within 12 weeks.
- The Distributor has to be qualified at least once within 12 weeks, so that his/her carry forward rank & sales are kept indefinitely.

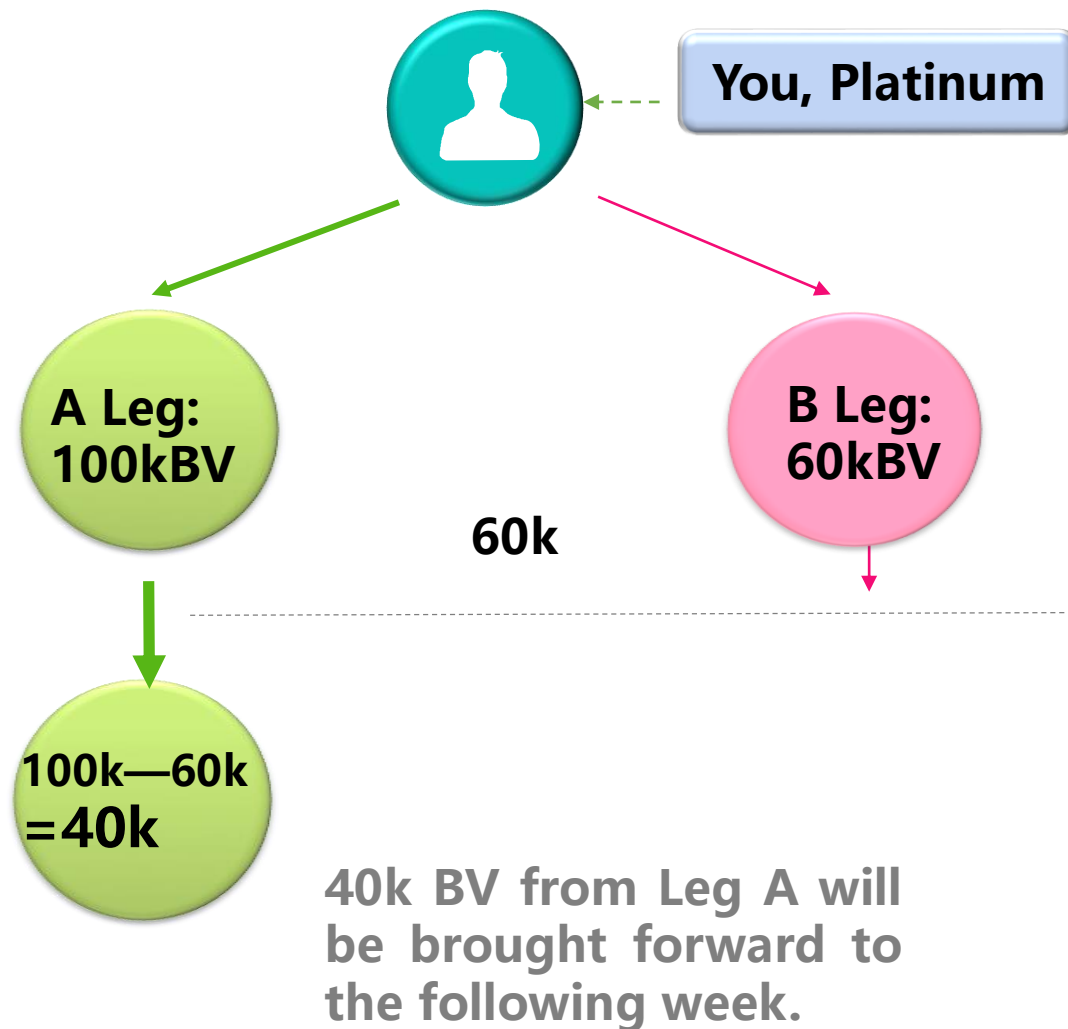


# Ranking Upgrade

	Senario 1		Senario 2	
Week	1st -12th	13th	1st -12th	13th
BV Purchased	600	800	800	0
Ranking	Gold	*Platinum	Platinum	Platinum

- \*To upgrade the rank after the first 12 weeks, Distributors need to purchase the corresponding BV on the 13<sup>th</sup> week.
- The Distributor has to be qualified at least once within a 12 week period, so that his/her carry forward rank & sales are kept indefinitely.

# Development Bonus: Example 1



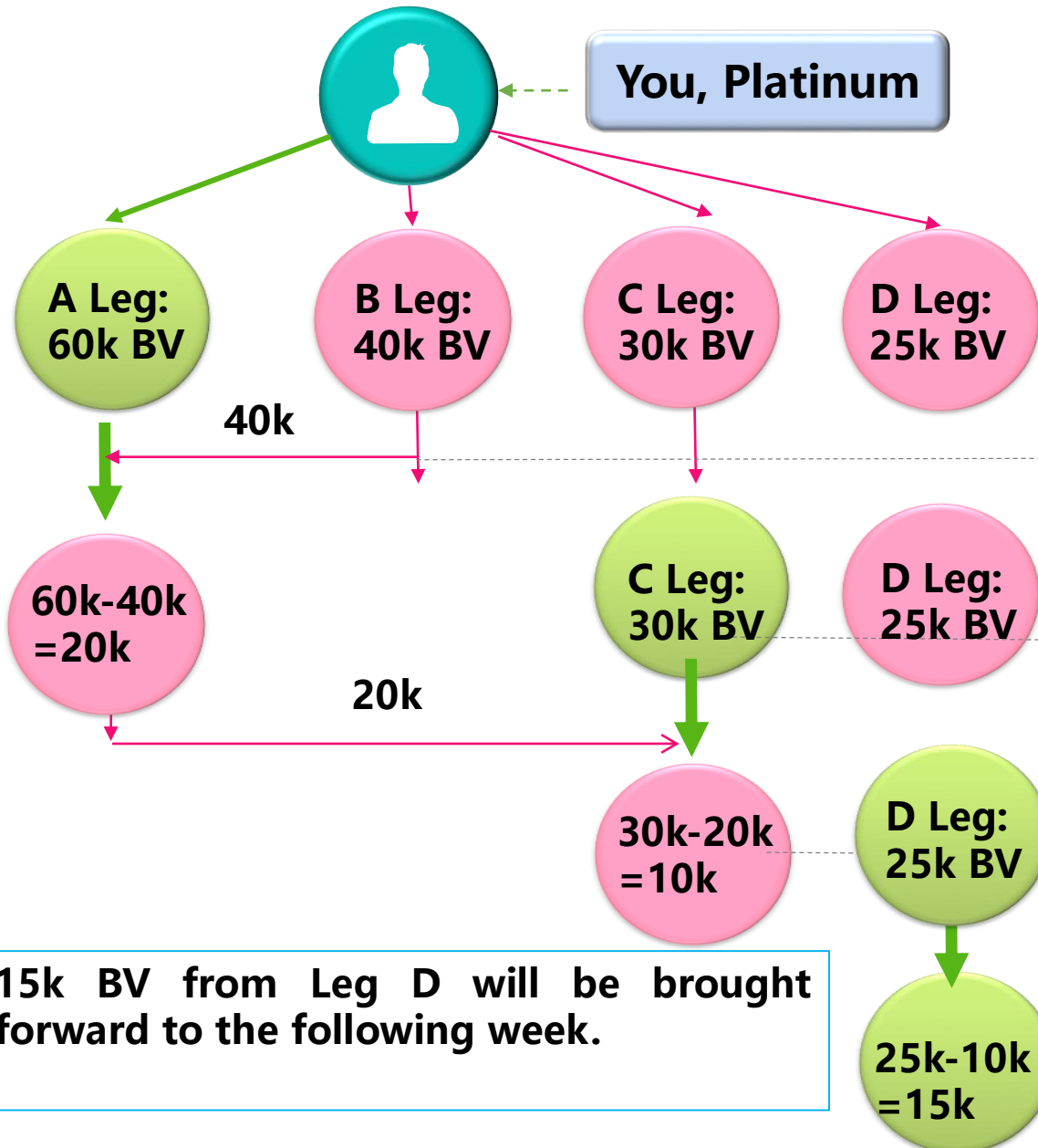
You are platinum. This week Legs A and Leg B BV are respectively: 100k BV and 60k BV.

Compare Legs A and B; Leg B is lower.  
Bonus calculation:  $60k * 11\% = \$6,600$ .  
As it is bigger than the platinum member Bonus Cap, your real bonus will be \$5,000.

Your weekly Development Bonus :

**\$5,000**

# Development Bonus: Example 2



You are platinum, Legs A, B, C and Leg D BV are respectively: 60k BV, 40k BV, 30k BV and 25k BV.

Compare Legs A and B; Leg B is lower.  
Bonus calculation:  $40k \times 11\% = \$4,400$

Compare the rest BV in Leg A (20k) and Leg C, A is lower. Bonus calculation :  $20k \times 12\% = \$2,400$

Compare the rest BV in Leg C (10k) and Leg D, C is lower. Bonus calculation:  $10k \times 12\% = \$1,200$

Total weekly bonus:  
 $4,400 + 2,400 + 1,200 =$   
**\$8,000**

### 3. Coaching Bonus 20%

Bonus accumulation, More the card value, deeper the bonus level.

Rank	Silver	Golden	Platinum
Qualifications	Earning Business Development Bonus in the week		
1 <sup>st</sup> Level	5%	5%	5%
2 <sup>nd</sup> Level	5%	5%	5%
3 <sup>rd</sup> Level		5%	5%
4 <sup>th</sup> Level			5%

1. Bonus is calculated according to the sponsoring network. All the direct-sponsored Distributors are regarded as the 1<sup>st</sup> level no matter where they are placed in the network.
2. Coaching Bonus is calculated based on the business Development Bonuses earned by the direct-sponsored downlines; non-qualified levels are compressed to the next qualified level.

# Coaching Bonus : Example

You, Platinum



Sponsoring Network

Example:

1. You are a Platinum, and have recommended a new member in 8 weeks, you are qualified for Coaching bonus;
2. In your sponsoring network, every member has a weekly Development bonus of \$5,000;
3. Use at least a 4\*4 network to calculate your Coaching Bonus:

1<sup>st</sup> Level, 4 People, \$20k, Your Coaching Bonus: \$1000

2<sup>nd</sup> Level, 16 People, \$80k , Your Coaching Bonus: \$4,000

3<sup>rd</sup> Level, 64 People, \$320k, Your Coaching Bonus: \$16,000

4<sup>th</sup> Level, 256 People, \$1.28M,

Your Coaching Bonus: \$64,000

Total Coaching Bonus for four levels:

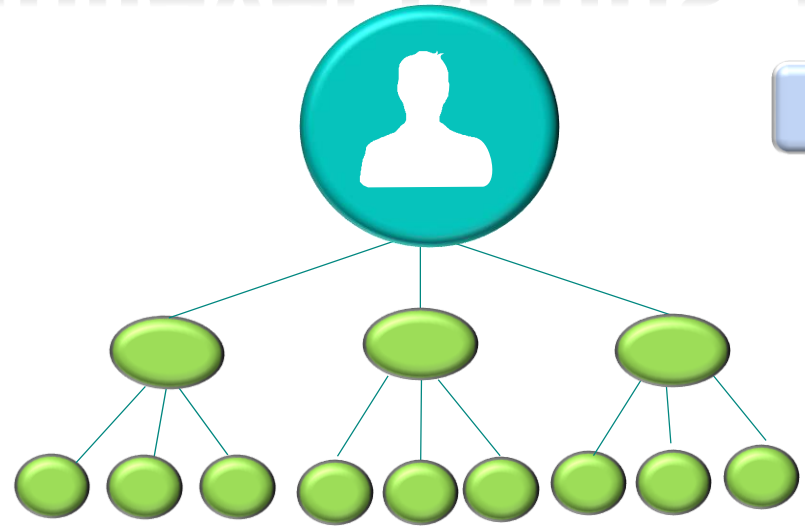
**\$85,000**

# 4. Unilevel Bonus 55%

Level	Silver	Gold	Platinum
Qualifications	PPV 50PV		
1 <sup>st</sup> Level	5%	5%	5%
2 <sup>nd</sup> Level	5%	5%	5%
3 <sup>rd</sup> Level	5%	5%	5%
4 <sup>th</sup> Level	5%	5%	5%
5 <sup>th</sup> Level	5%	5%	5%
6 <sup>th</sup> Level		5%	5%
7 <sup>th</sup> Level		5%	5%
8 <sup>th</sup> Level			5%
9 <sup>th</sup> Level			5%
10 <sup>th</sup> Level			5%
11 <sup>th</sup> Level			5%

Description: based on personal consumption, unqualified levels are compressed up; bonus is calculated on the part which individual consumption is less than or equal to 20PV.

# Unilevel Bonus: Example



**You, Platinum**

You are a Platinum, you are entitled for up to 11 levels of Unilevel Bonus, assuming you have 3 structures in your network, if every member in the structure has 20PV.

1 <sup>st</sup> Level: 3 People	60PV	\$3
2 <sup>nd</sup> Level: 9 People	180PV	\$9
3 <sup>rd</sup> Level: 27 People	540PV	\$27
4 <sup>th</sup> Level: 81 People	1,620PV	\$81
5 <sup>th</sup> Level: 243 People	4,860PV	\$243
6 <sup>th</sup> Level: 729 People	14,580PV	\$729
7 <sup>th</sup> Level: 2187 People	43,740PV	\$2,187
8 <sup>th</sup> Level: 6561 People	131,220PV	\$6,561
9 <sup>th</sup> Level: 19,683 People	393,660PV	\$19,683
10 <sup>th</sup> Level: 59,049 People	1,180,980PV	\$59,049
11 <sup>th</sup> Level: 177,147 People	3,542,940PV	\$177,147

11 Levels Bonus Total:  
**\$265,719**

## 5. Sales Booster Bonus 55%

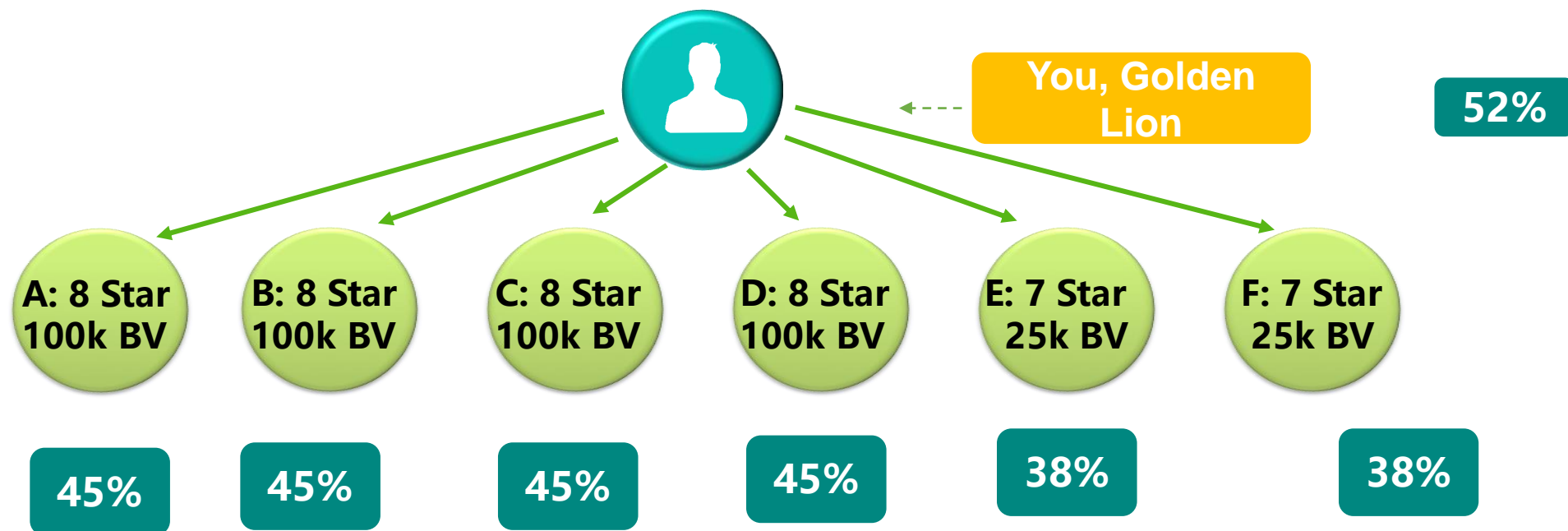
Rank	5*	6*	7*	8*	Bronze Lion	Silver Lion	Golden Lion	Director	Honorary Director
Bonus Rate	30%	33%	38%	42+3%	48%	50%	52%	54%	55%
Qualification	50PPV				100PPV				


Description:

1. Bonus is calculated based on the part which individual consumption is more than 20PV ;
2. This bonus is based on PPV.



# Sales Bonus (Direct/Indirect Bonus): Example



1. In the figure above,  illustrates each person's Direct/Indirect Bonus rate;
2. You are a Golden Lion, the 6 downlines BV respectively are 100k, 100k, 100k, 100k, 25k, and 25k;
3. The Direct/Indirect Bonus received from downlines :

$$A=B=C=D=100k * ( 52\%-45\% ) = 7,000$$

$$E=F=25k * ( 52\%-38\% ) = 3,500$$

$$7,000 * 4 + 3500 * 2 = 35,000$$

Monthly Direct/Indirect Bonus:

**\$35,000**

## 6. Honorary Bonus 4%

1. Applies to Bronze Lion and above Rank;
2. Global networking computing

Rank	Bronze Lion	Silver Lion	Golden Lion	Director	Honorary Director
Bonus Rate	1.5%	1%	0.75%	0.5%	0.25%
PPV	100PV				

**Both Development Sales and Retail Sales are included in Honorary Bonus TNPV assessment. Both also participate in honorary bonus distribution.**

## 7. Special Award 4%

Integrating bonus system, more bonus winners, more economical, set the pace, positive attraction.

set the pace, positive attraction.

- \* International Tour Seminar
- \* Luxury Car Award
- \* Luxury Villa Award

# 7. Special Award 4%

## Luxury Car Award (1.5%)

Qualification : Applies to Golden Lion, Director, and Honorary Director ;

Incentive standard: One-time award of US\$30,000

Policy:

1. Earn points - Golden Lion 1 point;  
Director 4 points;  
Calculated monthly
2. When personal points equal 12, Distributor can qualify for this award.

# 7. Special Award 4%

## Luxury Villa Award (1%)

Qualification : Apply to Director and Honorary Director ;

Incentive standard: **US\$500,000** (distributed multiple times, amount in total US\$500,000)

Policy:

1. Director 4 points; Honorary Director 15 points; calculate by monthly
2. A distributor who achieves 50 accumulated points will receive US\$100,000, a distributor who achieves 100 accumulated points will receive US\$100,000, a distributor who achieves 150 accumulated points will receive US\$100,000, a distributor who achieves 200 accumulated points will receive US\$100,000, a distributor who achieves 250 accumulated points will receive US\$100,000, In total: **US\$500,000** of Luxury Villa Award.



**THANK YOU**