

LNW legacynetwork®
Business Prospectus



Welcome to Legacy Network! In this Business Prospectus, you will find Legacy Network's mission, vision, business strategy, income model, and other important information.

Thank you for considering us as your business partners.

WHAT IS LEGACY NETWORK?

Legacy Network enables men and women with the entrepreneurial spirit access to the promise and power of business ownership—an opportunity that few take advantage of, simply because the financial and market risks and barriers are so significant.

We remove these barriers and equip our members with a complete business system, from start to finish—with the training, tools, mentoring, product line, and operational support needed to significantly improve their economic well-being and quality of life.

OUR VISION

Become the greatest engine of successful entrepreneurship in the world.

THE LEGACY WAY

Be authentic. Be simple. Create clarity. Inspire confidence.

HOW DO I BUILD A SUCCESSFUL BUSINESS?

You build a small team of entrepreneurs who build small teams of entrepreneurs who generate income by using and sharing high quality, science-driven products in five categories: **microbiome health, weight management, cardiovascular health, sports fitness and energy, and skin care**. Your income grows as the network of leaders using and sharing these products in your organization grows. It's that simple.

Your success will come from 1) your commitment to master the business system in your training, 2) the diligence, focus, initiative and sincerity with which you build your team, 3) the talent, leadership strength, and determination of your team members, and 4) the consistency and quality of your leadership, mentoring and service to each team member until they succeed.

WHO PRODUCES THE PRODUCTS?

Legacy Network's product manufacturing and operations partner is Synergy Worldwide, a subsidiary of Nature's Sunshine Products—a forty-seven-year leader in nutritional health. They unconditionally guarantee the purity and quality of their products. Their commitment to science and clinical research

enables us to prove the efficacy and impact of our products on human health. You may find overviews of the product lines on the PRODUCTS page at LegacyNetwork.com.

WHAT DOES IT COST?

Business start-up costs are about \$400, with a monthly overhead of between about \$220 to \$315, depending on the products you choose. Most of the cost is for products you will either personally use and benefit from, or share with others. That's it.

WHAT IS THE INCOME POTENTIAL?

As with any real business, success with Legacy Network takes focused consistent work. Although we provide you with a specific and lucrative income path (Month 1: \$496, Month 2: \$822, Month 3: \$4,576, Month 4: your income can continue to grow), there is no guarantee of income. Your **actual** income and the **timing** of that income will result from the time and focus you give to business, how closely you and your team members follow the System and timeline, how authentically and effectively you communicate with your potential team members, and the quality and depth of your leadership, service, and mentoring support to your leaders.

The three most important forms of your Synergy income in the early stages of building your business are **1) Basic Commission Income, 2) MegaMatch Bonuses, and 3) Legacy Network Performance Bonuses**. As you reach executive levels of success, you will also qualify for **Leadership Bonuses**, which become a very important driver to more significant income. This income is funded by Synergy's commitment to pay out 55% of global commissionable product revenue to its distributors each month!

The most basic form of your compensation is **BASIC COMMISSION INCOME** from the Synergy products purchased and consumed month after month by people in the growing network of entrepreneurs in your organization. You start your business by enrolling at least two team members into your business. They are encouraged to do the same. You are paid a commission of up to 10% of the total product volume on the side of your business with the lesser volume (you are also paid commission on the strong side of your business - we will discuss that later). This is called your weak leg. Basic Commission Income maxes out at \$20,000 a month and is subject to a cap that keeps paid global commissions within the 55% commitment. Our experience is that that cap usually reduces your commission by about 27%. This will vary somewhat from month to month. Example: if, in a given month, you have 60,000 commissionable product volume (CV) on the weak leg of your organization, your income will be calculated as follows: $60,000 \times 10\% = \$6,000$ minus the cap ($\$6,000 \times .73$) = \$4,380.

Your second form of compensation is Synergy's **MEGA-MATCH BONUS**. Simply put, this means whatever your two or more personally sponsored team members earn each month in basic commission income, you receive a matching bonus for the same amount. To illustrate, let's say over time you've personally sponsored 4 people on your team. And let's say that in one month your Team Member 1 earns \$2,000 in Basic Commission, Team Member 2 earns \$500, Team Member 3 Earns \$6,500, and Team Member 4

earns \$12,000. That means in that one month you would earn \$21,000 in MegaMatch Bonuses alone! This Bonus is one way you are directly rewarded for helping your team members succeed!

Your third form of compensation is in startup **PERFORMANCE BONUSES**. As you achieve performance benchmarks during the early building phase of your business—you will qualify for over \$5,500 in bonuses available exclusively to Legacy Network Team Members.

Again, as you advance to executive levels of success, you will qualify for an additional **LEADERSHIP BONUSES**.

You can see that most forms of compensation are arrived at by formula and include some caps. You qualify for and maximize all forms of compensation by maintaining a minimum product purchase of at least 150 CV each month yourself and by maintaining your continuous subscription to the Legacy Network Business System.

WHAT IS THE LEGACY NETWORK BUSINESS SYSTEM?

Legacy Network's business model distinguishes itself most by the leadership development, business start-up training, tools, mentoring, and support it provides its members—all available through your Legacy Network Business System Monthly Subscription. Your \$39 subscription includes:

The Legacy Network Entrepreneurship Training System. This series of 8 on-demand foundational sessions is designed to develop the entrepreneurial skills you need to build a successful business.

A Mentor and Support Team. Each Legacy Network member has a Personal Mentor and a Support Team assigned to help them master the principles and skills they have learned. As each Team Member becomes more skilled and experienced, they become mentors and teachers to others. We are leaders developing leaders.

Personal Legacy Network Marketing Website, which gives your potential team members access to Legacy Live Business Presentation broadcasts, business and product information, and a product ordering portal.

Leadership Live. You'll have the opportunity to join a regular broadcast with the founders and executives of Legacy Network for practical help and inspiration. The intent of these sessions is two-fold—1) to build and reinforce our great culture and 2) to develop YOUR capacity and confidence as a leader. You will learn how to help team members take a challenge they are facing and use the principles, tools, and framework of the Legacy Network System to solve that challenge.

Weekly Team Meetings. Your two team meetings each week—1) with the team you join when you start with Legacy Network, and 2) with the team of people you will personally enroll to build your business with—will, by far, be your most valuable source of continuing leadership development. In these sessions, each team member will 1) account to the team on the business commitments and goals set at the last meeting,

2) review the actual results, 3) synergize as a team about what new actions should come from the learnings of the prior week, and 4) set new commitments and goals for the coming week.

Legacy Network Business Building Dashboard and App. These web- and mobile-enabled empowering tools provide you with real-time intelligence to guide your decision-making about your time and your focus as the leader of your business.

Tools include:

- Business Development “Team Viewer” Tool
- Success Compass Business Management Tool
- Compensation Tutorial
- Personal Product Marketing Portal and Product Usage Training
- Click & Share Business and Product Question Answering System
- Events Calendar
- Deductr app to help you maximize your tax benefits as a business owner

Achievement Awards and Recognition including exclusive access to Legacy Network Cash Performance Bonuses of up to **\$5,500** during your startup phase.

The Leadership Summits. As you progress through significant gateways of business success, you will qualify for learning experiences designed to prepare you for a new level of leadership in your business and to expand the legacy of your life and family, including: The Leadership Summit, The Financial Leadership Summit and the Multi-Generational Family Wealth, Leadership, and Impact Summit

HOW WILL I BE TRAINED?

You will receive eight online training sessions, preceded by an introduction and overview, that are designed to develop the entrepreneurial skills you need to build a successful business.

In **Session 1** you will **LEARN** the basics of your business. This includes an introduction to the Legacy Network team structure, reward and recognition plan, educational opportunities, and leadership pathway. You will receive an overview of our business building and compensation systems and how you will employ the principle of leverage to achieve the financial security, long-term success, and peace of mind you seek.

In **Session 2** you will **CONNECT** to your purpose—the most important priorities of your life. You’ll build a foundation for your new Legacy Network business, which will enable you to bridge the gap between where you are now and where you want to be.

In **Session 3** you will **IDENTIFY** the qualities that lead to success in Legacy Network, **IDENTIFY** and list the people you know who possess these qualities, and narrow your list of potential team members to those you believe may have an interest in building a business with you.

In **Session 4** you will learn how to **SHARE** the Legacy Network business opportunity with the few people you've identified as potential team members and **INVITE** those interested—without pressure or manipulation— to join your team. You will learn how simple this introduction is when you master how to use Legacy Network Business System to inform them and to answer their questions.

In **Session 5** you will learn about one of the most important predictors of your business success in Legacy Network—how, once you've built your team, you **ENGAGE** in and **LEAD** your weekly team meetings.

In **Session 6** you will learn how to focus your efforts to **BUILD** your business through your Legacy Network dashboard—your portal to our exclusive suite of business and team building tools.

In **Session 7** you will learn how to **CERTIFY** that you are ready to start building your business—demonstrating that you understand and can naturally, accurately and confidently use the Legacy Network Business System to inform, answer questions and invite your potential team members to start a business with you. Once you've completed your preparation, you will schedule a certification session with your Support Team.

In **Session 8** you'll be invited to adopt Legacy Network's central operating principle: to **SERVE**.

HOW MUCH TIME WILL THIS BUSINESS REQUIRE?

The amount of time our members give to build and grow their business varies. Some do it part time; others full time. In general, you get out of it what you put into it. That said, you should expect to give a minimum of 10-12 hours a week during your first two weeks to complete your training, meet with your Support team to become certified, build your team of two to six people, and engage in your two team meetings. After your first two weeks, you should plan on giving at least 5-10 hours a week to provide the kind of leadership and mentoring that your growing organization needs and deserves. Within 4-8 months, you will see your efforts really start to pay off as the leadership capacity within your organization takes off. The residual income will start to grow independently of your direct time investment and you will be able to make the choice of either enjoying the increased freedom and time for family and the pursuit of other goals, or of reinvesting in the growth of your business by building another team of 2-6 people and restarting the process.

WHO ARE THE FOUNDERS OF LEGACY NETWORK?

DIANNE LEAVITT

- * Top 1% of global networking producers
- * Developed teams of over 300,000 members
- * Business in 27 international markets
- * Featured in: The Women's Millionaire Club
- * Featured in: Utah Women in Business
- * Started career in the Network Marketing profession three decades ago as a 22-year-old single mom without any formal education or business background

BOYD CRAIG

- * 30-year career in executive leadership development and personal effectiveness
- * 23-year business partner to Stephen R. Covey: head of global consulting business and lead collaborating partner in producing bestselling books on leadership
- * One of the architects of FranklinCovey's "The Leader in Me"
- * Vice president, higher education, FranklinCovey
- * Founder, Chairman & CEO, Leader.org

YOU, ONE OF LEGACY NETWORK'S FOUNDING LEADERS?

The ultimate success and global impact we aspire to, as founders of Legacy Network, will be an outgrowth of the character, discipline, passion, intelligence, love, loyalty, gritty determination, and infectious abundance of its founding leaders. True leaders attract and unleash the potential of true leaders. You are the kind of leader we'd like to build a powerful culture around, a global movement around. You are one of them.

We invite you to consider joining our team of founding leaders to leave a legacy in the world. The purpose of the conversation we've started with you and of this Business Prospectus is to simply share the opportunity with you. We won't try to talk you into it because we know the right people will know it's for them, and we will as well.

Being a founding leader offers a very significant opportunity. It also comes with a very significant responsibility—not only to model the principles and values we stand for—but to model with exactness the use of the system and timeline to achieve each goal on the pathway to success at every level.

If this sounds like an opportunity and team of business partners you'd like to be part of, consider joining us. And if you do, you'll get our very best. That's a promise.