



## **Q<sup>x</sup> eXponential Infinity Plan: Term Definitions**

**Active IBO:** An IBO who has a minimum of 40 PV each month, and at least 1 PA.

**Autoship:** A pre-set, recurring monthly product order filled and shipped to an IBO or a Preferred Customer.

**CV:** Customer Sales Volume. CV is equal to an IBO's PV above 240 per month, and determines qualification for the Customer Sales Bonus.

**Downline:** The portion of an IBO's Sponsor and Placement Tree that come after or below an IBO. These are IBOs that the IBO has sponsored, and that they have sponsored, and so forth.

**Dynamic Compression:** A method used to calculate commissions and bonuses by first removing both inactive and non-qualifying IBOs from the genealogy tree, thereby maximizing the payout to those IBO's who do in fact qualify for the various commissions and bonuses under the Qx Plan.

**Frontline:** Refers to the personally sponsored IBOs that are immediately below their Sponsor in the Sponsor Tree and/or the Placement Tree. Being immediately below their Sponsor, Frontline IBOs are on their Sponsor's Level 1.

**Generation:** The distance in an IBO's genealogy tree downline between him or her and the next IBO that has reached the rank of Silver (Q20k) or higher. This distance in the genealogy tree is considered the first Generation. The distance between that IBO and the next IBO who has achieved the rank of Q20k or higher in the genealogy tree is the second Generation, and so on.

**Holding Tank:** The time period in which new IBOs may be repositioned in a Sponsor or Placement Tree. For a period of 7 days following enrollment, a new IBO may be re-positioned once by their Sponsor within 10 levels of their Sponsor's Enrollment Tree. For a period of 90 days following enrollment, a new IBO may be re-positioned once by their Sponsor anywhere within 10 levels of their Sponsor's Placement Tree. An IBO may not have other IBOs re-positioned beneath them by upline IBOs in either the Sponsor Tree or the Placement Tree until they have been re-positioned by their Sponsor, or until the expiration of their first 90 days.

**IBO:** A Q Sciences Independent Business Owner.

**Leg:** The downline of one's personally enrolled IBOs on his or her Level 1, either in the Sponsor Tree or the Placement Tree. For instance, if you had three personally enrolled IBOs on your Level 1 you would, therefore, have three legs in your organization.

**Level:** The distance between an IBO and another IBO downline or upline in the Sponsor or Placement Tree. For example, an IBO's sponsored IBOs are on his or her Level 1. The IBOs *they* sponsor are on his or her Level 2, and so on. You are on your Sponsor's Level 1, and his or her Sponsor's Level 2, and so forth up the Sponsor Tree.

**Month 1:** An IBO's first month of enrollment. If an IBO enrolls before the 20<sup>th</sup> day of any calendar month, that month is considered the IBO's Month 1. If an IBO enrolls on or after the 20<sup>th</sup> day of any calendar month, the next calendar month is considered the IBO's Month 1.

**Non-High Leg(s):** The Leg(s) in an IBO's Placement Tree that do not contain the most qualifying volume of all the Legs in his or her organization.

**Organization:** An IBO and all of the IBOs downline in his or her Sponsor or Placement Tree.

**OV:** Organizational Volume. The total sales volume generated by an IBO's organization that qualifies for commissions and bonuses under the Q<sup>x</sup> Plan.

**PA:** A personally enrolled, active IBO.

**Paid Rank:** The rank an IBO qualifies for during the current month, which determines commissions and bonuses.

**Pin Rank:** The highest rank an IBO has personally achieved.

**Placement Sponsor:** The IBO who is immediately upline of another IBO in the Placement Tree. Unless an IBO moves his or her personally sponsored IBOs per the rules of the Holding Tank, he or she will remain both the IBO's Sponsor and Placement Sponsor.

**Placement Tree:** The resulting genealogy tree that is established by the re-positioning of personally enrolled IBOs by their Sponsor during the first 90 days of enrollment, per the rules of the Holding Tank.

**Preferred Customer:** Either a non-IBO with a monthly recurring Autoship order, or an IBO who does not have at least 240 PV in any given month and who does not have a PA.

**PV:** Personal Volume. PV includes the volume from an IBO and his or her Preferred Customers and Retail Customers. PV also refers to the commissionable volume for Q Sciences products.

**Q Level:** The Level in the Unilevel aspect of the Q<sup>x</sup> Plan where an IBO's PV is accounted for, up to 240 PV per month.

**Q<sup>x</sup> Plan:** The Q<sup>x</sup> Exponential Infinity Plan, with all its components.

**Sponsor:** An IBO who personally enrolls a new IBO.

**Sponsor Tree:** The genealogy tree that reflects IBO enrollment as it actually occurs, or as modified by the repositioning of IBOs during their first 7 days by their Enroller per the rules of the Holding Tank.

**Total Qualifying Volume:** The total sales volume generated throughout the entire company that qualifies for commissions and bonuses under the Q<sup>x</sup> Plan.

**Team:** Synonymous with Organization.

**Upline:** The opposite of downline. Upline refers to those people above or before an IBO in the Sponsor Tree and Placement Tree. Specifically, an IBO's upline consists of his or her Sponsor, and that Sponsor's Sponsor, and so forth.

**X Level:** The Level in the Customer Sales Bonus aspect of the Qx Plan where an IBO's CV is accounted for.