



# Compensation Plan

Your guide to prosperity

LIFE. HEALTH. PROSPERITY.



**Promote the Body by Vi™ Challenge...and get paid!**

The power of ViSalus™ is more than just the company behind it; it's the community of people within. Our loyal Distributors are, and always will be, the most important component of our Community. Because they transform lives through the Body by Vi™ Challenge and bring our mission of Life, Health and Prosperity to the world, we are proud to reward them with a lucrative 21<sup>st</sup> century Compensation Program.

## There are 8 ways to earn income with ViSalus:

- 1 Direct Sales & Personal Customer Commissions
- 2 First Order Bonus
- 3 Weekly Enroller's Pool
- 4 Fast Start Bonus
- 5 Team Commissions
- 6 BMW Bonus
- 7 Leadership Pool Bonus
- 8 Ambassador Star Bonus

The ViSalus™ Compensation Plan was designed with four important objectives in mind. To incentivize and reward:

- Customer Acquisition and the sale of ViSalus™ products
- New Distributor Enrollment
- Proper Organizational Development
- Long Term Leadership Development

### Did you know?

Being a ViSalus Distributor can save you money every year just from the tax advantages of being a home-based entrepreneur? Be sure to consult your Accountant right away!

In order to earn income with ViSalus you must remain **Active**. You do this by maintaining \$125 **Personal Qualification Volume** (PQV) in Auto-Ship Sales or \$200 PQV in Retail Sales per month. This can be a combination of personal product purchases and/or personal Customers. As an Active Associate you can earn income 8 Different ways.

# 1 Direct Sales & Personal Customer Commissions

Retail Sales allow you to earn income by purchasing ViSalus™ products at wholesale price and then selling them to a customer at the retail price. You can also earn Personal Customer Commissions from Retail Customers who order direct from ViSalus under your Distributor ID, as well as Preferred Customers who elect to save up to 25% off retail price by enrolling in the Auto-Ship program. Personal Customer Commissions are a sliding scale paid on personal, retail, and preferred customer sales over \$200 in **Bonus Volume** (BV) cumulative per month (outside the first 30 days). The first 10% of the Personal Customer Commissions are paid on the **Weekly Pay Cycle**, while the balance is paid on the **Monthly Pay Cycle**. The more customers you acquire, the more you earn!

## Personal Customer Commission Scale

<b>\$0–\$200 BV</b>	<b>(Part of your Active Qualification)</b>
<b>\$201–\$500 BV</b>	<b>10% BV</b>
<b>\$501–\$1,000 BV</b>	<b>15% BV</b>
<b>\$1,001–\$2,500 BV</b>	<b>20% BV</b>
<b>Over \$2,500 BV</b>	<b>25% BV</b>

All volume is imported at 100% Bonus Volume (BV). When the 15% Personal Customer Commission level is achieved, Bonus Volume (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. First \$200 in personal Bonus Volume (BV) is not applied to Personal Customer Commissions.

### Example Illustration:



#### Personal Customers (and/or their Customer referrals):

9 Transformation Kits = \$2,241 BV  
 8 Core Kits = \$1,592 BV  
 7 Shape Kits = \$693 BV  
 2 Balance Kits = \$98 BV  
**= \$4,624 BV**

\$4,624 BV  
 x 25%  
**= \$1,156 per month just from your personal customers!**

### VI-CABULARY

**70% RULE:** Seventy percent (70%) of products obtained from ViSalus must be retailed or consumed before reorders are made.

**AUTO-SHIP:** An optional convenience program that allows Customers and Distributors to create a monthly standing

order with ViSalus. Products are processed on a selected date at wholesale price.

**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 Body by Vi Transformation Kit for \$249, it counts as \$249 QV and \$249 BV.

**ENROLLER:** The Distributor directly responsible for enrolling a new Distributor.

**ENROLLER TREE:** The line of referral

that is tracked from Enroller to Enroller.

**FRONTLINE:** A term used to reference Associates that are Sponsored directly to you and found on Level 1 of your referral organization.

**LEVEL:** The number on which a Distributor lies in your referral

It's time for you  
to get paid  
what you are worth.

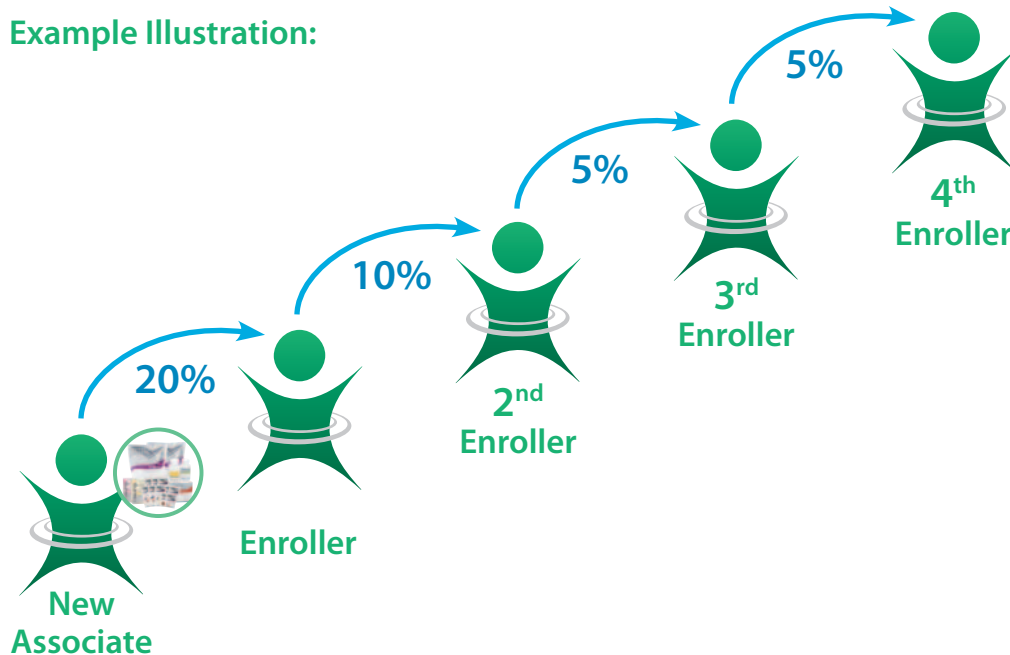
## 2 First Order Bonus

The First Order Bonus is based on the personal product orders placed by a *new Associate at the time of their initial enrollment date* 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. These bonuses follow the **Enroller Tree** and are paid on the **Weekly Pay Cycle**. The more product and samples your new Distributors get out to their contacts, the faster their business will grow!

### First Order Bonus Scale

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

### Example Illustration:



### Refer 3, Get Your Next Month FREE!

Customers & Distributors who refer 3 people to the same or greater Body by Vi™ Challenge Kit qualify to get their next month product for FREE!

#### Am I qualified to get my Challenge Kit for FREE next month?

If you can check **YES** to each of the questions below by the end of each calendar month, ViSalus will send your next Challenge Kit for **FREE!**

- Do I have a personal Body by Vi™ Challenge Kit order on Auto-Ship?
- Do I have at least 3 personal Challenge Kit Customers this month?
- Is the total Challenge Kit Qualification Volume (QV) of my 3 or more personal customers at least 3 times the QV of the Challenge Kit I have on Auto-Ship?

While all ViSalus Body by Vi™ Kit Customers are eligible to get their product for free, as a Distributor you are able to also earn Personal Customer Commissions!

You must have a Challenge Kit on **Auto-Ship** to qualify for this program. Free Kits can be earned by having at least 3 personal Customers on Challenge Kits with volume totaling *at least 3 times* that of your personal Challenge Kit. Program runs on the *Calendar month*, so acquire your customers by the close of the Monthly production period to receive your next month Kit for free. Limit 1 free Challenge Kit per person per month.

### VI-CABULARY

organization. Anyone you sponsor is on Level 1. Anyone they sponsor would be on your Level 2, etc.

**MONTHLY PAY CYCLE:** Monthly commissions and bonuses paid out on the 15th of the month that are based on the previous month's production.

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

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

**SPONSOR:** The Distributor directly

above you within the organization. May or may not also be your Enroller.

**UPLINE:** The term "upline" refers to that portion of either your Enroller or Sponsor tree that precedes you. This consists of the Independent Distributor who is your Enroller

and/or Sponsor, and his/her Enroller and/or Sponsor, etc.

**WEEKLY PAY CYCLE:** Friday through Thursday night at midnight Pacific Standard Time. Weekly commissions and bonuses are paid on the Monday following the end of the pay cycle.

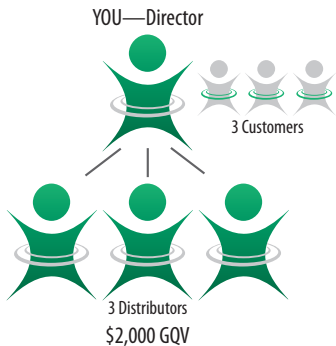
The key to success in ViSalus™ is simple—Get your product for FREE, become a Rising Star, and help others do the same!



### Become a ViSalus Rising Star!

For those looking to maximize their potential, the Rising Star Program provides a lifetime of added benefits for Distributors who achieve the rank of Director within their first 30 days!

Recommended Action Plan



### Rising Star Benefits:

- Companywide Recognition.
- Earn a bonus in the ViSalus™ Rising Star Weekly Enroller's Pool just for qualifying!
- Qualify to earn a bonus from companywide revenue... every week!

Get with your upline mentors right away and put together a game plan to help you get your product for free next month and become a ViSalus Rising Star!

## 3 Rising Star Weekly Enroller's Pool



The Weekly Enroller's Pool is special company revenue sharing incentive reserved exclusively for Rising Stars. It highlights the fundamental building block of the ViSalus™ Compensation Plan—The Power of 3! If all you ever did was become a Rising Star and focus on getting into the Weekly Enroller's Pool, and you duplicated that throughout your organization, you would move rapidly through the ViSalus Career Path.

ViSalus places 2% of the total company Bonus Volume (BV) from the previous four weeks into this revenue Pool. One quarter of the pool is paid each of the following four weeks to those who qualify.

Here is how you can qualify for the Weekly Enroller's Pool this week:

### Weekly Enroller's Pool Point System

- Become a Rising Star = 3 points
- 3 New Associates\* = 3 points
- 3 Preferred Customers\* = 3 points
- \*Must total minimum of \$500 QV
- Each Additional \$490 in QV above the first \$500 = Bonus 3 points

**Achieve the rank of Director in your first 30 days to become a Rising Star and you can earn every week from the entire company's revenue!**

All production must fall within the same Weekly Pay Cycle to qualify. The Weekly Pay Cycle ends each Thursday at midnight Pacific Standard Time. 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.



# 4 Fast Start Bonus

By achieving the rank of Director or above, you can earn up to \$180 in Fast Start Bonuses from the products that are sold within each Executive Success System (ESS) in your team. These bonuses can be earned from infinite depth, follow the **Enroller Tree**, and are paid on the **Weekly Pay Cycle**.

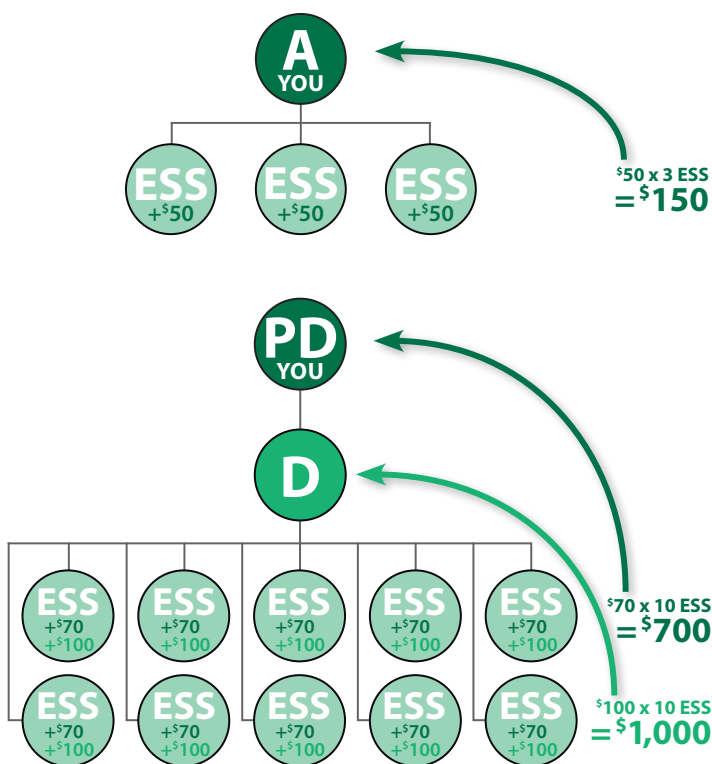
Help your new Distributors get started with the tools they need to succeed!

## Fast Start Bonus Scale

Associate	Director	Regional Director	National Director	Presidential Director	Ambassador
\$50	\$100	\$130	\$155	\$170	\$180
<b>2<sup>nd</sup> Generation Override</b>	<b>+\$15</b>	<b>+\$10</b>	<b>+\$10</b>	<b>+\$10</b>	<b>+\$10</b>

**Fast Start Bonus Overrides** can be earned once you achieve Regional Director or above based on the difference between the Fast Start Bonus earned at your rank, and the Fast Start Bonuses earned by those within your organization.

**Second Generation Fast Start Bonus Overrides** can be also be earned once you achieve Regional Director so that you are still rewarded on the production within your team coming from Distributors at the same or higher rank as you.



### Fast Start Bonus Hypothetical Example #1

If you are an Associate and enroll 3 people with an ESS, you will earn a \$50 Fast Start Bonus from the product within each ESS. There are no time restrictions on the Fast Start Bonus, but if you accomplished this within one week's time, you would be paid \$150 on Monday!

### Fast Start Bonus Hypothetical Example #2

If you are a Presidential Director, with a Director in your organization who enrolled 10 new Associates each with an ESS in their organization, you will earn a \$70 Fast Start Bonus Override from the product within each ESS.

\$170	PD Fast Start Bonus
-\$100	D Fast Start Bonus
<hr/>	
\$70	Fast Start Bonus Override
<b>\$70 X 10 = \$700</b>	

There are no time restrictions on the Fast Start Bonus, but if you accomplished this within one week's time, you would be paid \$700 on Monday!

## VI-CABULARY

**DOWNLINE/ GROUP/ TEAM/ ORGANIZATION:** Those people directly sponsored by an Independent Distributor, plus all the people whose line of sponsorship resulted from and

came through that Independent Distributor. Your "downline" consists of all Independent Distributors on your Level 1, Level 2, Level 3, etc., through unlimited depth.

**OVERRIDE:** Commissions or bonuses paid to a distributor for production in their organization for which they are not directly responsible.

**SECOND GENERATION:** A term used to reference someone within your organization who is at the same Rank as you are. You are the "First Generation" of that rank, they are the "Second Generation," and so on.

Help enough people get what they want and you can have everything you want!

# 5 Team Commissions

As a ViSalus™ Distributor, your focus will be on creating a retail and preferred customer base, as well as building an organization, or team, of other Distributors. As you progress through the ViSalus Career Path you will earn increasing Team Commissions from the product sales generated throughout your Distributor organization.

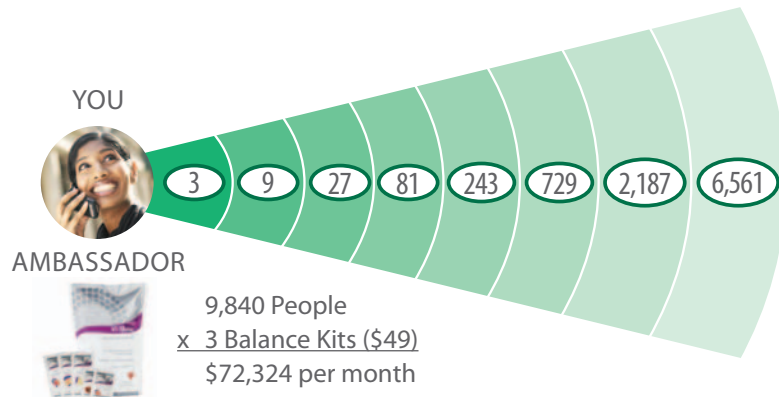
The Team Commissions section of the ViSalus™ Compensation Plan is called a Unilevel with **Compression**. That means you will earn a percentage through a certain number of levels of referral within your organization. The higher the rank you achieve, the more levels from which you can earn commissions. The ViSalus compensation plan uses “compression” to allow you to earn on sales originating down deeper within your referral line. A level is determined by an *Active Associate*. Any Customer or Distributor volume that is not generated from an Active Associate will “compress” and be counted in the volume of the Level immediately above.

RANKS	ASSOCIATE (A)	DIRECTOR (D)	REGIONAL DIRECTOR (RD)	NATIONAL DIRECTOR (ND)	PRESIDENTIAL DIRECTOR (PD)	AMBASSADOR (AMB)
	LEVEL 1	5%	5%	5%	5%	5%
LEVEL 2	5%	5%	5%	5%	5%	5%
LEVEL 3		5%	5%	5%	5%	5%
LEVEL 4		5%	5%	5%	5%	5%
LEVEL 5			5%	5%	5%	5%
LEVEL 6			5%	5%	5%	5%
LEVEL 7				5%	5%	5%
LEVEL 8					5%	5%
LEADERSHIP DEPTH BONUS						2%–4% through Level 8 of 1 <sup>st</sup> & 2 <sup>nd</sup> AMB

All Team Commissions follow the **Sponsor Tree** and are based on BV. Personal Retail Customers, Preferred Customers, and other personal orders fall on the “You” level and count toward Personal Customer Commissions. Commissions will be accumulated until they reach a gross amount of \$20, at which time they will be paid on the next pay period. Team commissions are paid on the **Monthly Pay Cycle**.

## Hypothetical Example:

If you personally sponsored 3 Active Associates who each have 3 customers on a \$49 Balance Kit every month, and duplicated that effort through 8 levels of referral, you would earn **\$72,324 per month** just from your Team Commissions!



**Fail this example by 95% and still earn \$3,616 per month!**

## VI-CABULARY

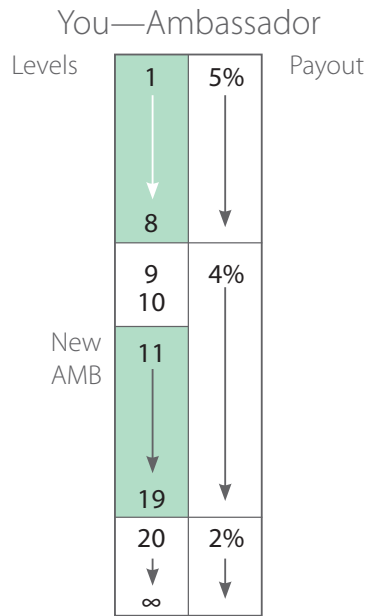
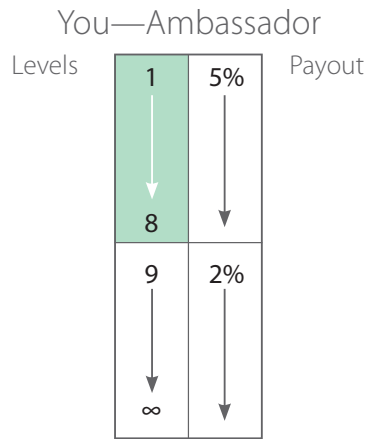
**COMPRESSION:** The possibility of accumulating sales volume from multiple levels of Distributors, and only counting as one pay level.

**SPONSOR TREE:** The line of referral that is tracked from Sponsor to Sponsor. Commissions follow the Sponsor Tree.

# Leadership Depth Bonus (LDB)

Over time, it is very possible that your organization may grow beyond 8 levels of referral. This is why we created the **Leadership Depth Bonus (LDB)** available at Ambassador. Once you achieve the rank of Ambassador, you will earn a 2% LDB on all the Bonus Volume (BV) from your level 9 through infinity. When you help someone else within your organization achieve the rank of Ambassador, your LDB will increase to 4% through that Ambassador's 8 Levels, and you will still earn a 2% LDB through infinite levels below. You will earn a LDB all the way through your second Ambassador's 8 compressed levels in any given leg. The Leadership Depth Bonus follows the **Enroller Tree** and is paid on the **Monthly Pay Cycle**

The ViSalus™ Compensation Plan promotes driving "depth" to create a long term stable organization.



## Example Illustration:

If a person reaches Ambassador on your Level 11, you would earn 4% through their 8<sup>th</sup> Level, which would be your Level 19.





**Experience the Ultimate Business Driving Machine!**

## 6 BMW Bonus

Since ViSalus™ knows our distributors are people who align themselves with only the BEST, and aspire to live the 'Vi-Life', it is only fitting that our producers be recognized in a way that echoes their commitment to excellence: The ViSalus Bimmer Club!

By reaching the level of Regional Director or higher, ViSalus Distributors qualify to join the prestigious Bimmer Club and become eligible for a monthly BMW Bonus that goes toward a ViSalus–branded black BMW.

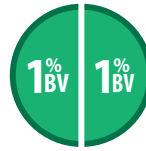
**Over 1,500 people have qualified for the ViSalus BMW Bonus! Catch "Bimmer Fever!"**

After you achieve the rank of Regional Director and have received your new car (any model black BMW), you earn a \$600 BMW Bonus from ViSalus™ to apply toward the ViSalus BMW Program. ViSalus will continue to pay the \$600 per month BMW Bonus for LIFE as long as you maintain the Regional Director rank

and continue to drive a ViSalus BMW. If you don't elect to get a BMW, you have the option of earning a \$300 monthly cash bonus instead. First Time Rank Promotion 60-Day Grace Periods do apply to the BMW Bonus. Paid on the **Weekly Pay Cycle**. See ViSalus BMW Program Policy for complete details.

# 7 Leadership Pool

We have reserved 2% of our total company Bonus Volume (BV) for our elite group of Presidential Directors and Ambassadors. As a qualified Presidential Director (PD), you may earn points in the 1% PD pool, and as a qualified Ambassador (AMB) you may earn points in both the 1% PD pool, and the 1% AMB pool. Points are earned according to the scale below based on the highest Rank in each personally enrolled Leg. This reward is paid on the **Monthly Pay Cycle**.



If you are going to spend time thinking... you might as well spend time thinking BIG!

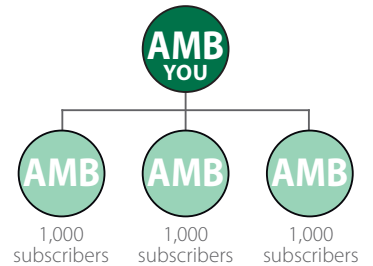
## Leadership Pool Points Scale

Director	Rising Star Director	Regional Director	National Director	Presidential Director	Ambassador
1 point	2 points	5 points	7 points	10 points	15 points

# 8 Ambassador Star Bonus

To show how much we value our top producing field leaders and reward those who promote ongoing personal development and education, ViSalus has created the ultimate legacy income opportunity—the Ambassador Star Bonus. This is a bonus paid to Star Ambassadors based on **Vi-Net® Pro/SUCCESS** Subscriptions within their organization. Up to \$12 per subscription is paid out in the Ambassador Star Bonus. Ambassador Star Bonus follows the **Enroller Tree** and is paid on the **Monthly Pay Cycle** as follows:

### Hypothetical Example:



$$3,000 \text{ subscriptions} \times \$6 \text{ per subscription} = \$18,000 \text{ per month!}$$

**Just in Ambassador Star Bonuses**

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

The examples set forth in this presentation are hypothetical examples that are intended to explain the components and operation of the ViSalus Compensation Plan. These hypothetical examples are not representative of the income, if any, that a ViSalus Distributor can or will earn through his or her participation in the ViSalus Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings, whether made by ViSalus or a Distributor, would be misleading. Success with ViSalus results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend upon how effectively you exercise these qualities.

### VI-CABULARY

**OPEN LINE:** Production done outside anyone else in your team at your same rank.

**VI-NET PRO:** An optional suite of more advanced online marketing tools distributors may purchase and use to grow their ViSalus businesses.

The ViSalus Compensation plan incorporates a variety of revolutionary concepts that give you the flexibility to build a stable organization...fast!

# Business Building Advantages

## Enroller & Placement Sponsor Relationship:

In tracking both of these relationships, ViSalus™ allows you to support your team by *placement sponsoring* Associates within your organization, while still earning many bonuses that follow the enroller tree as if each new Associate were placed frontline on your Level 1.

## Waiting Room:

All new personally Enrolled and Sponsored Associates will remain in a Vi-Net “Waiting Room” on your Level 1 and can be repositioned one time within your organization *within 60 days* of their enrollment date. While new Associates are in the Waiting Room, all commissions and bonuses are still paid on the normal Weekly and Monthly Pay Cycles. This allows for very fast & strategic team building.

## Rolling Qualification Volume (RQV):

Any new Associate who starts on or after the *15th of the monthly production period* will have all the Qualification Volume (QV) generated within the remainder of their first month roll forward into the next full monthly production period. All Team Commissions and Bonus Volume (BV) follow the normal Monthly Pay Cycle. RQV does not apply to upline GQV. This ensures that all new Associates experience the best possible launch of their business regardless of what day of the month they enroll. Only volume from within the month the new Associate enrolled forward can be applied to RQV.

## Rank Promotions:

ViSalus™ Rank Promotions run *Weekly—Thursday nights at midnight PST*. That means every week is a new opportunity to achieve the next position in the ViSalus Career Path.

## Grace Period:

When you achieve a new Rank of Regional Director or above for the first time, you will remain at least at that Rank for *two consecutive monthly production cycles*. This benefit allows an Associate to advance through ranks quickly while still having enough time to train and develop their organization.

## Prosperity Card:

Associates can elect to get paid via check or take advantage of the sleek-looking *ViSalus Prosperity Card*—a MasterCard branded debit card that offers fast access to earnings and simple online account management.

## Direct Deposit:

In an effort to reward our top producing Distributors with easy access to bonuses and commissions, ViSalus offers Ambassadors the option to be paid each week via Direct Deposit. Have your weekly Bonuses and Commissions transferred directly into the bank account of your choice for convenient access to your ViSalus earnings.



## VI-CABULARY

**60% RANK CRITERIA:** No more than 60% of the total required Rank Qualification Volume (QV) can come out of any single leg. For example, a Regional Director can only count 60% of \$12,500, or \$7,500, in any one leg to qualify for that rank. Applies for Rank

promotion and qualification only, and does not limit commissions.

**ACTIVE:** Must have a minimum of \$125 PQV per month in Auto-Ship sales, OR \$200 PQV per month in retail sales. This can be a combination of personal product purchases and/or personal

Customers. Distributors must be personally Active to qualify for Associate rank and above.

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

**HIGH RANK/ PAID RANK/ MTD RANK:** Distributors who have achieved a rank designation according to their performance will retain those titles indefinitely as their “High Rank,” even if they do not meet the specified bonus qualifications in a pay period.

# The ViSalus Career Path & Rank Qualifications

Free Enterprise at its finest! With ViSalus™, everyone has an equal opportunity and can promote themselves through the ViSalus Career Path at whatever pace they desire.



## National Director Experience

The Founders of ViSalus invite New National Directors out to Beverly Hills for an "ND Experience" of a lifetime! Meet the Founders and Management Team on a personal level; get the straight talk on how to reach Ambassador; and get a taste of the Hollywood Lifestyle! This Experience itself is worth working toward ND!



## Presidential Paradise Retreat

Once you reach Presidential Director, pack your bags and get ready for some sun, sand, and pampering as part of your Presidential Paradise vacation!

**Associate (A):** An Active ViSalus Distributor.

**Director (D):** Remain Active, have 3 Legs of \$125, and a total of \$2,000 Group Qualification Volume (GQV) per month

**Regional Director (RD):** Remain Active, have 3 Legs of \$125, and a total of \$12,500 GQV per month with 60% Rank Criteria.

**National Director (ND):** Remain Active, have 3 Legs of \$125, and a total of \$40,000 GQV per month with 60% Rank Criteria.

**Presidential Director (PD):** Remain Active, have 3 Legs of \$125, and a total of \$80,000 GQV per month with 60% Rank Criteria

**Ambassador (AMB):** Remain Active, have 3 Legs of \$125, and a total of \$150,000 GQV per month with 60% Rank Criteria.

**One Star Ambassador:** Help one person achieve Ambassador in any one of your legs. Does not have to be personally sponsored or enrolled.

**Two Star Ambassador:** Help two people achieve Ambassador, each within a separate leg.

**Three Star Ambassador:** Help three people achieve Ambassador, each within a separate leg.

**Four Star Ambassador:** Help four people achieve the Rank of Ambassador. The 4th Ambassador can be anywhere within a 4th leg, or within the organization of personal Enrollee that is placement sponsored within any of your previously existing legs. Cannot count more than one Ambassador from each enroller tree leg toward an Ambassador "Star."

**Five Star Ambassador:** Help five people achieve the Rank of Ambassador. The 5th Ambassador can be anywhere within a 5th leg, or within the organization of personal Enrollee that is placement sponsored within any of your previously existing legs. Cannot count more than one Ambassador from each enroller tree leg toward an Ambassador "Star."

ViSalus will recognize Six Star Ambassadors and beyond following the same pattern of rank criteria.

**Royal Ambassador:** Help at least 1 person achieve 3 Star Ambassador in each of 3 separate legs.

**Crown Ambassador:** Help at least 1 person achieve 5 Star Ambassador in each of 3 separate legs.

**Global Ambassador:** Help 5 people achieve 5 Star Ambassador. The first three must be in three separate legs. The fourth 5 Star Ambassador can be anywhere with leg 4, and the fifth 5 Star Ambassador can be anywhere with leg 5, OR they can be within the organization of a personal Enrollee that is placement sponsored within any of your previously existing legs. Cannot count more than one 5 Star Ambassador from each Enroller Tree Leg.



## VI-CABULARY

However, they will be paid at the level at which they meet bonus qualifications for the pay period, known as their "Paid Rank." "Month To Date (MTD) Rank" refers to the rank a Distributor holds based on the sales volume at that given moment within the pay period.

**LEG:** Each Independent Distributor sponsored on your Level 1 is considered a separate "Leg" to you.

You and your entire organization are one "Leg" to your sponsor.

**OPEN LINE:** Production done outside anyone else in your team at your same rank.

**VI-NET PRO:** An optional suite of more advanced online marketing tools distributors may purchase and use to grow their ViSalus businesses. Vi-

Net Pro also comes with a subscription to the Executive SUCCESS Club where Distributors get access to new personal development magazines, audios, & education every month.

### **What is Auto-Ship ?**

An optional convenience program that allows Customers or Distributors to create a monthly standing order with ViSalus™. Your products will be delivered to you on a regular basis at wholesale price. You can set your order to be shipped on the 5th, 12th, or 19th of every month. You can place your Auto-Ship order on hold, change it, or cancel it at any time online, or by calling 1-877-VISALUS. (Please notify us at least 5 business days prior to your next scheduled Auto-Ship order.)

### **If I go inactive, what happens to my volume and my ViSalus organization?**

You must be Active to earn commissions in any given pay period. If you are not Active, you miss any commission that could have been earned in that pay period. You can become Active again at any time and start earning commission on new sales within your organization. In order to maintain your ViSalus Distributorship, you must pay a \$25 Annual Administration Fee within 60 days of your enrollment anniversary, otherwise you are at risk of losing your Distributorship and organization.

### **Once I have earned commissions, how and when will I get paid?**

With ViSalus™, you can get paid by check, or by ViSalus Prosperity Card. The Prosperity Card is a ViSalus branded MasterCard that comes with an online account management system, the ability to transfer commissions to a personal bank account, and can be used wherever MasterCard is accepted. Third party card fees do apply for the Prosperity Card. The ViSalus Weekly Pay Cycle is Friday through Thursday at midnight Pacific Standard Time and is paid on the following Monday! The Monthly Pay Cycle is paid on the 15<sup>th</sup> of the month, and is based on the previous month's production.

### **Will taxes be taken out of my commissions?**

As a ViSalus™ Distributor, you are self-employed, or an independent business owner. ViSalus does not take taxes out of your commissions, and will issue you a 1099 tax form at the end of the year. It is your responsibility to ensure that you seek appropriate tax advice.

### **How long should I expect to participate before I start to make an income?**

ViSalus™ cannot ever guarantee that everyone will make an income with our opportunity. While everyone's income goals are different, we recommend that you treat your ViSalus Distributorship as a business and that you dedicate the time and energy you feel are necessary to reach your goals. Remember that many bonuses within our Compensation Plan are paid weekly, so an action today may yield a commission as soon as Monday!



## VISALUS SCIENCES RANK AND BONUS CRITERIA

RANKS	ASSOCIATE (A)	DIRECTOR (D)	REGIONAL DIRECTOR (RD)	NATIONAL DIRECTOR (ND)	PRESIDENTIAL DIRECTOR (PD)	AMBASSADOR (AMB)	
QUALIFICATIONS	Must be Active: \$125 PQV in Auto-Ship Sales or \$200 PQV in Retail Sales per month	Remain Active 3 Active Legs \$2,000 GOV /mo.	Remain Active 3 Active Legs \$12,500 GOV /mo. (60% Rank Criteria)	Remain Active 3 Active Legs \$40,000 GOV /mo. (60% Rank Criteria)	Remain Active 3 Active Legs \$80,000 GOV /mo. (60% Rank Criteria)	Remain Active 3 Active Legs \$150,000 GOV /mo. (60% Rank Criteria)	
FAST START BONUSES	<b>\$50</b>	<b>\$100</b>	<b>\$130</b>	<b>\$155</b>	<b>\$170</b>	<b>\$180</b>	
	<b>PAID WEEKLY</b>	<b>Generational Override</b>	<b>+\$15</b>	<b>+\$10</b>	<b>+\$10</b>	<b>+\$10</b>	
LEVEL 1	5%	5%	5%	5%	5%	5%	
LEVEL 2	5%	5%	5%	5%	5%	5%	
LEVEL 3	5%	5%	5%	5%	5%	5%	
LEVEL 4	5%	5%	5%	5%	5%	5%	
LEVEL 5	5%	5%	5%	5%	5%	5%	
LEVEL 6	5%	5%	5%	5%	5%	5%	
LEVEL 7	5%	5%	5%	5%	5%	5%	
LEVEL 8	5%	5%	5%	5%	5%	5%	
LEADERSHIP DEPTH BONUS		<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> <i>See Program Details for more information</i>				<b>2%–4%</b> through Level 8 of 1 <sup>st</sup> & 2 <sup>nd</sup> Ambassador

UNILEVEL WITH COMPRESSION

## LEADERSHIP POOL

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

**LIMITED TIME**

**SPECIAL PROMOTION!** 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.

<b>Ambassador</b>	<b>\$25,000</b>	Paid over 12 months 18 months to qualify
<b>3 Star AMB</b>	<b>\$100,000</b>	Paid over 12 months 18 months to qualify
<b>5 Star AMB</b>	<b>\$250,000</b>	Paid over 18 months 24 months to qualify
<b>Royal AMB</b>	<b>\$500,000</b>	Paid over 24 months 36 months to qualify
<b>Crown AMB</b>	<b>\$1,000,000</b>	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 155 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 date 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 BV	<b>10%</b>
\$501–\$1,000 BV	<b>15%</b>
\$1,001–\$2,500 BV	<b>20%</b>
\$2,501+ BV	<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.

## RIISING STAR WEEKLY ENROLLER'S POOL

**PAID WEEKLY**

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

Become a Rising Star = 3 points  
 3 Preferred Customers\* = 3 points  
 3 New Associates\* = 3 points

Each Additional \$490 in QV above first \$500 = Bonus 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 <sup>st</sup> Generation	\$2	\$2	\$2	\$1
2 <sup>nd</sup> Generation	\$1	\$1	\$1	\$1
	1 Star AMB	2 Star AMB	3 Star AMB	5 Star AMB

Ambassador Star bonuses are paid to those who have achieved the AMB Star Rank 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.





Welcome  
To  
Financial Freedom

# Discover Prosperity



**As a ViSalus™ Independent Distributor, you'll have the opportunity to work when and how you want to and make a real difference in people's lives.**

### Imagine yourself:

- A successful entrepreneur
- Working your own schedule
- Having more time for family and friends
- Living the lifestyle of your dreams

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***Call your ViSalus™ Independent Distributor today and discover how you can achieve better Life, Health and Prosperity with ViSalus.***

LIFE. HEALTH. PROSPERITY.