

Vi Incentives Program Summary

	ACTIVE	D	AD	RD	ND	ED	PD	AMB	1-STAR AMB	2-STAR AMB	3-STAR AMB	DIAMOND AMB	ROYAL AMB	CROWN AMB	GLOBAL AMB
PROMOTER RANKS QUALIFICATION CRITERIA	ACTIVE PROMOTER 125 PQV on Monthly Delivery or 200 PQV/mo.	DIRECTOR 3 Active Lines 2,000 GOV./mo.	AREA DIRECTOR 3 Active Lines 6,000 GOV./mo. 60% Rank Criteria	REGIONAL DIRECTOR 3 Active Lines 12,500 GOV./mo. 60% Rank Criteria	NATIONAL DIRECTOR 3 Active Lines 25,000 GOV./mo. 60% Rank Criteria	EXECUTIVE DIRECTOR 3 Active Lines 50,000 GOV./mo. 60% Rank Criteria	PRESIDENTIAL DIRECTOR 3 Active Lines 100,000 GOV./mo. 60% Rank Criteria	AMBASSADOR 3 Active Lines 150,000 GOV./mo. 60% Rank Criteria	1-STAR AMBASSADOR Maintain AMB with 1 Ambassador in any of your Lines	2-STAR AMBASSADOR Maintain AMB with 2 Ambassadors, each in a separate Line	3-STAR AMBASSADOR Maintain AMB with 3 Ambassadors, each in a separate Line	DIAMOND AMBASSADOR Maintain AMB with 1 3-Star, 1 2-Star, 1 1-Star each in a separate Line	ROYAL AMBASSADOR Maintain AMB with 3 3-Stars each in a separate Line	CROWN AMBASSADOR Maintain AMB with 1 Royal, 1 Diamond, 1 3-Star each in a separate Line	GLOBAL AMBASSADOR Maintain AMB with 3 Royal Ambassadors each in a separate Line

PERSONAL CUSTOMER COMMISSIONS
The more customers you refer, the more you earn.

Available for Active Promoters and above

COMMISSION %	PBV
0%	0-200
10%	201-500
15%	501-1,000
20%	1,001-2,500
25%	2,501
30%	2,501 & ABOVE

1,000 PBV CLUB
Get in the 1,000 PBV club and earn an additional \$50 Bonus!

FIRST ORDER BONUS
Get paid on the additional first product order of new Promoters!

COMMISSION %	ENROLLER
20%	ACTIVE ENROLLER
10%	2 ND ACTIVE ENROLLER
5%	3 RD ACTIVE ENROLLER
5%	4 TH ACTIVE ENROLLER

FAST START BONUS Enroll new Promoters and earn a bonus based on the product sales from an Executive or Star Promoter System.

\$75	\$115	\$130	\$145	\$155	\$165	\$175	\$185	\$185	\$185	\$185	\$185	\$185	\$185	\$185	\$185
2 nd Generation Override			\$10	\$20	\$30	\$35	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40

TEAM COMMISSIONS Earn 5% commissions on increasing levels of referral from product sales generated by your team.

5% 2 Levels	5% 4 Levels	5% 4 Levels	5% though 6 Levels	5% though 7 Levels	5% though 7 Levels	5% though 8 Levels	5% though 8 Levels	5% though 8 Levels	5% though 8 Levels	5% though 8 Levels	5% though 8 Levels	5% though 8 Levels	5% though 8 Levels	5% though 8 Levels	5% though 8 Levels
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LEADERSHIP DEPTH BONUS Earn up to 4% team commissions through infinite levels by becoming an Ambassador.

UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞	UP TO 4% - ∞
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LIFETIME CHALLENGE BONUS Earn a percentage match on monthly Team Commissions and Leadership Depth Bonus of every qualified personally enrolled Rising Star.

10%	10%	10%	10%	15%	20%	25%	30%	35%	40%	45%	50%
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RISING STAR

Achieve the rank of Director in your first 30 days
-OR-
Have a minimum of 3 Personal Customers and 2,000 PQV in your first 30 days
-OR-
Achieve either one of the above in any 2 consecutive months

- RISING STAR \$500 EVENT BONUS**
- RISING STAR DOUBLE FAST START BONUS**
- VIDRIVE**
- LIFETIME CHALLENGE BONUS**
- CUSTOMER RETENTION BONUS**

VIDRIVE Achieve and maintain Regional Director with 3 Director Legs for 2 consecutive months to earn a **\$750 MONTHLY CAR BONUS**

VIDRIVE - EXOTICS Achieve and maintain 3-Star Ambassador to earn a **\$1,500 MONTHLY CAR BONUS**

CUSTOMER RETENTION BONUS Earn a bonus for helping your team members get their product for free and retain their Customers and Promoters.

\$500 per month with 10,000 Group Vi Points	\$1,000 per month with 15,000 Group Vi Points	\$1,750 per month with 30,000 Group Vi Points	\$2,500 per month with 50,000 Group Vi Points	\$2,500 per month with 50,000 Group Vi Points	\$2,500 per month with 50,000 Group Vi Points	\$7,500 per month with 150,000 Group Vi Points	\$20,000 per month with 400,000 Group Vi Points	\$30,000 per month with 600,000 Group Vi Points	\$50,000 per month with 800,000 Group Vi Points	\$75,000 per month with 1,250,000 Group Vi Points
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RANK STRUCTURE BONUS Earn a monthly bonus for developing ranks within 3 teams.

\$1,000 per month with 3 RDs in separate legs	\$1,000 per month with 3 RDs in separate legs	\$3,000 per month with 3 EDs in separate legs	\$3,000 per month with 3 EDs in separate legs	\$3,000 per month with 3 EDs in separate legs	\$12,500 per month with 3 AMBs in separate legs	\$12,500 per month with 3 AMBs in separate legs	\$25,000 per month with 3 3-STARs in separate legs	\$25,000 per month with 3 3-STARs in separate legs	\$25,000 per month with 3 3-STARs in separate legs
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LEADERSHIP POOL Earn points in the pool by helping your team enroll 3 EPS or qualify in the 1,000 PBV Club each month.

AMBASSADOR STAR BONUS Earn a bonus on product sales generated from Vi-Net Pro subscribers in your team.

\$2	\$4	\$6	\$8	\$8	\$8	\$8	\$8	\$8	\$8
2 nd Generation Override		\$1	\$2	\$4	\$6	\$6	\$6	\$6	\$6

KEY

- ENROLLER TREE
- SPONSOR TREE
- WEEKLY PAY CYCLE
- MONTHLY PAY CYCLE
- RISING STAR REQUIRED



Vi Incentives Program Summary

WEEKLY BONUSES

PERSONAL CUSTOMER COMMISSIONS

The more customers you refer, the more you earn!

UP TO **30%**

201-500 BV	10%
501-1,000 BV	15%
1,001-2,500 BV	20%
2,501 BV	25%
2,501 AND ABOVE	30%

Personal Customer Commissions are paid on your personal sales volume exceeding 200 in Bonus Volume (BV) cumulative per month outside of your first 30 days.

- The first 10% of Personal Customer Commissions from new Customers is paid on the Weekly Pay Cycle; the balance is paid on the Monthly Pay Cycle.
- Personal product orders by a Promoter within the first 24 hours of enrollment in the US will not be paid in the Personal Customer Commissions category.
- Does not include Basic, Executive or Star Promoter Systems, Executive Product Packs, nor New Business Bonus.
- The first 200 in sales does not apply towards commissions, but does apply towards PQV and Personal Customer Commissions Scale.

FAST START BONUS

Enroll new Promoters and earn a bonus up to \$185 based on the product sales from an Executive or Star Promoter System or Executive Product Package.

- Fast Start Bonus is determined by Rank.
- Rank overrides available.

FIRST ORDER BONUS

Active Promoters (and their 3 Active Upline Enrollers) earn a bonus when NEW Personally Enrolled Promoters purchase additional product (beyond their Promoter System) within their first 24 hours!

PAYOUT **40%!**

1ST ENROLLER	20%
2ND ENROLLER	10%
3RD ENROLLER	5%
4TH ENROLLER	5%

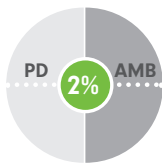
WEEKLY LEADERSHIP POOLS

Achieve the rank of PD or AMB to unlock access and share a bonus based on 2% of total company Bonus Volume.

Earn 3 points for each Promoter in your team who personally enrolls 3 EPS, and 1 point for each additional EPS after that within a month.

Earn 3 points for every Promoter in your team who qualifies for the 1,000 PBV Club.

- Pools are capped at \$1,250 per week.



RISING STAR DOUBLE FAST START BONUS

- Go Rising Star
- Enroll 3 EPS
- Earn Double Fast Start Bonus

- All Rising Stars are eligible (Director, PQV, 2 mo).
- Once 3rd EPS enrolled, all double FSB bonuses will be paid retro active for all of the prior EPS enrolled within that month.
- Double Fast Starts go up as Rank increases (Eg – Director earns \$230 per EPS, AMB earns \$370 per EPS).
- First 3 personally enrolled EPS are excluded.
- Based on Enroller Tree. Paid Weekly.

RISING STAR EVENT BONUS

- Go Rising Star
- Attend the next National Event
- Earn a \$500 Event Bonus

- All Rising Stars are eligible (Director, PQV, 2 month).
- Must attend next National Event following date achieved.

1,000 PBV CLUB BONUS

Qualify for the "1,000 PBV Club" by having over 1,000 PBV within a production month.

EARN A \$50 MONTHLY BONUS EVERY MONTH YOU QUALIFY!

VI DRIVE LUXURY CAR CLUB

Earn a \$750 monthly Car Bonus

Achieve and maintain Regional Director with 3 Director Legs for 2 consecutive months and submit qualifying car paperwork.

PLUS – Fallback Bonus: Once qualified for the Vi Drive Bonus, if you fall below RD to paid rank AD, you will still earn \$250.

Vi Drive Exotics Monthly Car Bonus: 3-Star AMB and above are eligible to earn a **\$1,500 bonus** for cars valued at \$100k or more.

- Must be a Rising Star.
- ViSalus will continue to pay the \$750 per month Vi Drive Bonus for each month you maintain your rank and structure and continue to own or lease your car.
- See drive.vi.com for more details and program guidelines.
- All purchase and lease agreements are solely between the Promoter and car dealer. Promoter shall be responsible for meeting all the contractual requirements, including credit and purchase financing conditions.

ACTIVE stay active to earn income. Maintain 125 Personal Qualification Volume (PQV) on Monthly Delivery Order or 200 PQV in retail sales per month. (PQV includes all sales, Customers and their Customers).

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."

PQV: Personal Qualification Volume. Total QV from all sales tied to your ViSalus Distributor ID.

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

MONTHLY BONUSES

TEAM COMMISSIONS

Earn increasing Team Commissions from product sales generated by your team. Earn 5% on the sales down to a maximum of eight Paid Levels. Team Commissions increase as you move up the ranks.

- Paid Level is determined by Active Promoter.
- See Vi Incentives Plan Manual for complete details.

LEADERSHIP DEPTH BONUS

Earn up to 4% through infinite levels by becoming an Ambassador.

- Achieve the rank of Ambassador and earn a 2% Leadership Depth Bonus (LDB) on all Active Levels in which you are not earning Team Commissions.
- Earn an additional 2% (total of 4%) on the first 8 Active Levels of the first Ambassador within each Line in your team in which you are not earning Team Commissions.
- You will earn an LDB all the way through your second Ambassador's 8 Active Levels in any given Line or to your 3rd Generation Ambassador, whichever comes first.
- LDB is not paid below 3rd level Ambassador.

LIFETIME CHALLENGE BONUS

Become a Rising Star AND achieve the rank of Regional Director (or above) to be eligible to earn a percentage match of every qualified personally enrolled Rising Star monthly Team Commissions and Leadership Depth Bonus. The higher your Paid Rank, the higher percentage match you can earn! **Up to 50%. Every month. For life!!**

Be both a Rising Star AND Paid Rank Regional Director or above to earn Lifetime Challenge Bonus in any given month.

Eligible Promoters earn a percentage-match on the Team Commissions (TC) and Leadership Depth Bonus (LDB) paid to personally enrolled Rising Stars. No more than a 50% match will be paid out.

Amount and % of Lifetime Challenge Bonus paid is based on enrolling Promoter's Paid Rank for a given month.

Rising Stars enrolled on or after Aug 1, 2013 who are paid at Director rank or above will generate a Lifetime Challenge Bonus.

Rising Stars enrolled prior to Aug 1, 2013 will need to advance at least 1 rank above their High Rank (at the close of November 2014 Production and be paid at their +1 rank or higher to generate a Lifetime Challenge Bonus in a given month. Minimum High Rank is Regional Director.

Promoters enrolled on or after December 1, 2013 must achieve Rising Star to become eligible to earn a Lifetime Challenge Bonus at Regional Director or above.

Only the original Personal Enroller is eligible. There is no compression or reassignment if a Rising Star Promoter resigns.

RANK STRUCTURE BONUS

Develop Leadership within 3 Teams & Earn BIG!

Earn a monthly bonus when you build 3 legs with the specified structure.

ED	w/ 3 RD's	\$1,000/mo. Bonus
AMB	w/ 3 ED's	\$3,000/mo. Bonus
3-Star AMB	w/ 3 AMB's	\$12,500/mo. Bonus
Royal AMB	w/ 3 3-Star AMB's	\$25,000/mo. Bonus

- Your earnings for this bonus are not limited if another Promoter in your team qualifies as well.

CUSTOMER RETENTION BONUS

Achieve the rank of National Director or above to earn a bonus for helping your team members get their product for free and retain their Customers and Promoters.

Earn 3 for Free Vi Points

Earn 1 point for every 3 for Free point earned within your team.

Retain Customers & Promoters:

Earn 15 points for each Monthly Delivery order. (Customers after 3rd month; Promoters after 6th month)

- Must be a Rising Star.
- Earn up to your point qualification and/or Paid Rank.
- Point qualifications follow the Sponsor Tree.
- 60% rule applies when there is another bonus recipient at your bonus level.
 - You can only use 60% of the points from that line to qualify for a bonus.
 - 40% must be made up through your other lines.
- To be eligible, you must attend the company's annual National Events.

AMBASSADOR STAR BONUS

Achieve the rank of Ambassador or above to earn a bonus on product sales generated from Vi-Net Pro subscribers (who generate at least 1 product sale) within your organization.

UP TO \$14	1ST GEN	2ND GEN
AMBASSADOR	\$2	\$1
1-STAR AMB	\$4	\$2
2-STAR AMB	\$6	\$4
3-STAR AMB	\$8	\$6

- Get rewarded for helping Promoters in your team with Vi-Net Pro subscriptions use those tools to acquire Customers.
- The Ambassador Star Bonus is paid on all Promoters in your Enroller Tree who are subscribed to Vi-Net Pro and who generate at least one product sale beyond their subscription.

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 6 months of their enrollment date with Vi-Net Pro subscription. No more than 3,600 in PQV can count towards achieving the rank of AD. No more than 5,000 in PQV can count towards achieving a rank of RD+ Commissions can be paid through your Vi Prosperity portal.

For detailed information please refer to the corresponding pages in the Vi Incentives Plan Manual.

