

# Vi Incentives Program Summary

## Get rewarded for personally acquiring and maintaining Customers

### PERSONAL CUSTOMER COMMISSIONS

The more customers you refer, the more you earn.

Available for Active Promoters and above

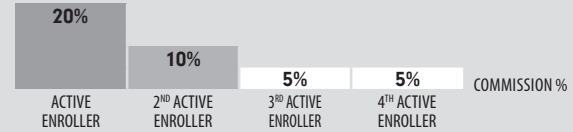


### 1,000 PBV CLUB

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!



## Build a team of Promoters who acquire and maintain Customers

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

## 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 <sup>nd</sup> 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% through 6 Levels	5% through 7 Levels	5% through 7 Levels	5% through 8 Levels	5% through 8 Levels	5% through 8 Levels	5% through 8 Levels	5% through 8 Levels	5% through 8 Levels	5% through 8 Levels	5% through 8 Levels	5% through 8 Levels	5% through 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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## RANK STRUCTURE BONUS

Earn a monthly bonus for developing leadership within 3 teams.

\$300 per month with 3 D in separate legs	\$500 per month with 3 D in separate legs	\$1,000 per month with 3 AD in separate legs	\$1,500 per month with 3 RD in separate legs	\$2,000 per month with 3 ND in separate legs	\$3,000 per month with 3 ED in separate legs	\$3,000 per month with 3 ED in separate legs	\$3,000 per month with 3 ED in separate legs	\$12,500 per month with 3 AMB in separate legs	\$12,500 per month with 3 AMB in separate legs	\$25,000 per month with 3 3-Star in separate legs	\$25,000 per month with 3 3-Star in separate legs	\$25,000 per month with 3 3-Star in separate legs	\$25,000 per month with 3 3-Star in separate legs	\$25,000 per month with 3 3-Star in separate legs
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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 ACCELERATOR BONUS** SP

**RISING STAR DOUBLE FAST START BONUS**

**VIDRIVE** SP

### VIDRIVE

Achieve and maintain Regional Director with 3 Director Legs for 2 consecutive months to earn a **\$750 MONTHLY CAR BONUS** (\$500 RD Rank Structure Bonus + Additional \$250 ViDrive Bonus)

### VIDRIVE - EXOTICS

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

## TEAM DEVELOPMENT BONUS

Earn a bonus by developing layers of new leadership within your team.

Develop 6 New Rising Stars	Develop 6 New Rising Stars	Develop 6 New Rising Stars	Develop 4 New RDs	Develop 4 New RDs	Develop 4 New RDs	Develop 4 New EDs	Develop 4 New EDs	Develop 4 New EDs	Develop 4 New EDs	Develop 4 New EDs
\$500	\$500	\$500	\$1,500	\$1,500	\$1,500	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
\$500	\$500	\$500	\$1,500	\$1,500	\$1,500	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000

## 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 <sup>nd</sup> Generation Override			\$1	\$2	\$4	\$6	\$6	\$6	\$6

- KEY
- ENROLLER TREE
- SPONSOR TREE
- WEEKLY PAY CYCLE
- MONTHLY PAY CYCLE
- RISING STAR REQUIRED
- 2018 SPECIAL PROMOTION



# Vi Incentives Program Summary

## WEEKLY BONUSES

### PERSONAL CUSTOMER COMMISSIONS

The more customers you refer, the more you earn!

**UP TO 30%**

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>
2,501 AND ABOVE	<b>30%</b>

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.

### 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!**

### 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	<b>20%</b>
2ND ENROLLER	<b>10%</b>
3RD ENROLLER	<b>5%</b>
4TH ENROLLER	<b>5%</b>

**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

### 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.

### RISING STAR DOUBLE FAST START BONUS

- Go Rising Star
- Enroll 3 EPS

#### 3 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 ACCELERATOR BONUS

Achieve Rising Star

By 2 <sup>nd</sup> Thurs	By 3 <sup>rd</sup> Thurs	By 4 <sup>th</sup> Thurs	In 1 <sup>st</sup> 30 days
<b>+ \$200 Bonus</b>	<b>+ \$100 Bonus</b>	<b>+ \$50 Bonus</b>	<b>\$300 Event Bonus</b>

- All Rising Stars are eligible (Director, PQV, 2 month).
- Example: if you start on a Wednesday, your first Thursday is the next day

**RQV:** Rolling Qualification Volume 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.

**PAID LEVEL:** Paid 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 Promoter will remain at least that Rank for two monthly production cycles.

### RANK STRUCTURE BONUS

Develop Leadership within 3 Teams & Earn BIG! Earn a monthly bonus when you build 3 legs with the specified structure.

Area Director	w/ 3x Director	\$300/mo. Bonus
Regional Director	w/ 3x Director	\$500/mo. Bonus
National Director	w/ 3x Area Director	\$1,000/mo. Bonus
Executive Director	w/ 3x Regional Director	\$1,500/mo. Bonus
Presidential Director	w/ 3x National Director	\$2,000/mo. Bonus
Ambassador	w/ 3x Executive Director	\$3,000/mo. Bonus
3-Star Ambassador	w/ 3x Ambassador	\$12,500/mo. Bonus
Royal Ambassador	w/ 3x 3-Star Ambssador	\$25,000/mo. Bonus

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

### Vi DRIVE LUXURY CAR CLUB

#### Earn a \$750 monthly Car Bonus

(\$500 Rank Structure Bonus plus \$250 Liv2Drive 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 can earn the \$300 Rank Structure Bonus or \$250 as an AD without 3 Director legs.

**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.

**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.

## MONTHLY BONUSES

### TEAM DEVELOPMENT BONUS

Earn by developing layers of new leadership within your team.

Paid Rank	Develop Within Calendar Month	1ST GEN	2ND GEN
National Director	6x Rising Stars	\$500	\$500
Ambassador	4x RDs	\$1,500	\$1,500
3-Star Ambassador	4x EDs	\$5,000	\$5,000

- As an ND, earn for breaking new RS (min 6 in calendar month) earn extra \$500 paid through 2 generations.
- As a AMB, earn for breaking new RDs (min 4, earn \$1500) , two generations
- As 3Star AMB, earn for breaking new EDs (min 4, earn \$5000), two generations
- \*Generations are openline of another bonus recipient.

### 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 2% - 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.

### 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 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.

This summary sheet is for training purposes only. For detailed information please refer to the corresponding pages in the Vi Incentives Plan Manual and Promoter Policies & Procedures.

