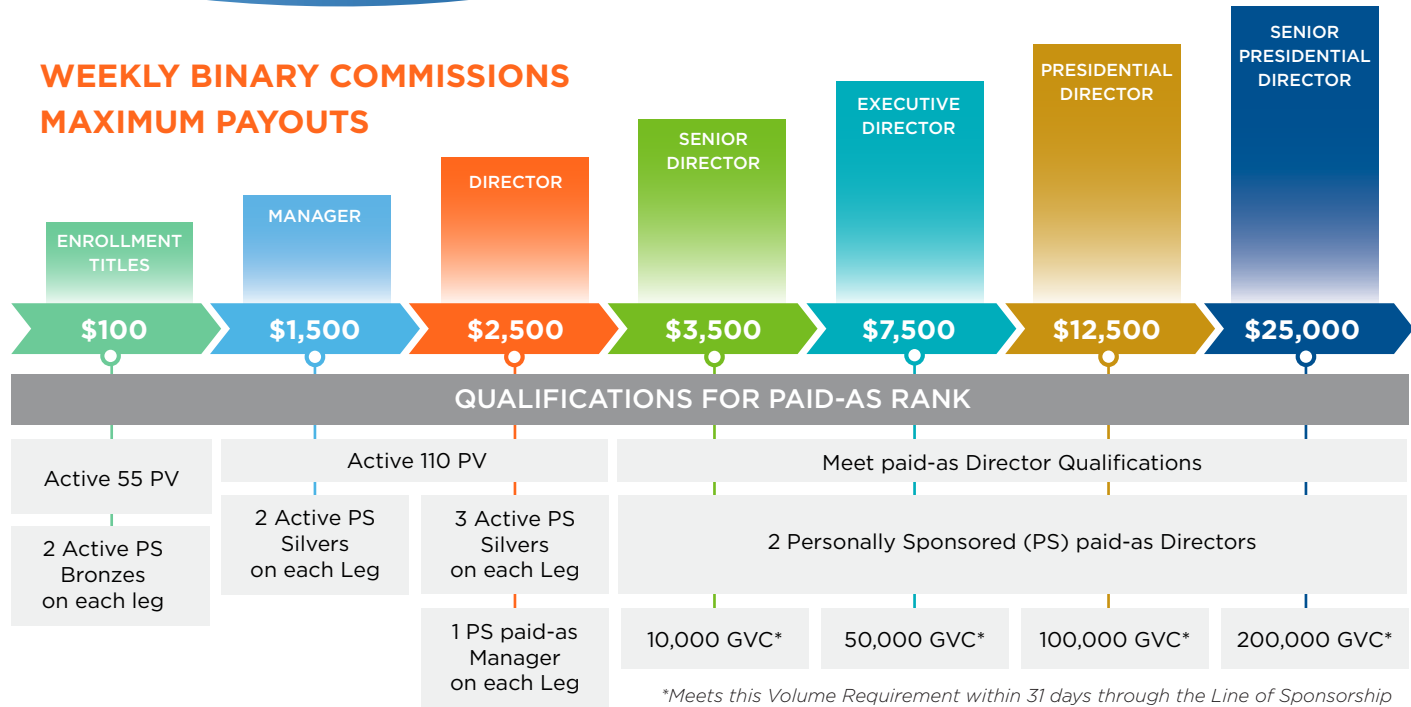


Compensation Plan Enhancements



As LifeWave continues to explode across the globe, we search for new and innovative ways to maximize your opportunity and strengthen your financial possibilities. We are implementing weekly maximum payouts by paid-as rank and a new base-line qualification for matching bonuses to incentivize your team's growth and put you in the driver's seat when it comes to your earning potential!



Have more volume than you can cycle in a week? No worries, as long as you stay active, those points will remain as **carry-over volume** from week to week and will be available for commissions when you cycle again.

A Member must be “binary qualified” to earn any Binary Commissions. To be binary qualified, a member must meet the active and structural requirements of an Enrollment Title (see above) and have at least 660 BV on the power (strong) leg and 330 BV on the profit (weak) leg.

UNLIMITED MATCHING BONUSES

As a paid-as Manager or above you can qualify to earn a 20-25% match of the Weekly Binary Commissions of your Personally Sponsored (PS) distributor(s) when you meet the above qualifications. There are no maximum payouts on Matching Bonus and the **earning potential is unlimited!**

LEVELS	PERCENTAGE MATCH	QUALIFICATIONS
1st	25%	Active 110 PV — Paid-as Manager or Above
2nd	20%	Active 110 PV — Paid-as Manager or Above — Minimum 6 cycles in paid commissions weekly
3rd	20%	Active 110 PV — 3 Active PS Silver+ on each Leg, 1 PS Distributor earning Level 2 matching on each Leg. — Minimum 10 cycles in paid commissions weekly



Here are a few terms that are helpful when learning about Weekly Maximum Payouts on Binary Commissions & Matching Bonuses:

1. **Enrollment Title:** One of the statuses a distributor can have is based on the kit they enrolled/upgraded with when joining LifeWave. Enrollment Titles would include: Starter, Bronze, Silver, Gold, Platinum and Diamond.

2. **Paid-as Rank:** A weekly status a distributor earns based on structure, volume and active status of a member's team. This weekly status determines the maximum commissions paid for the week.

3. **Lifetime Rank:** A status or highest rank a distributor has earned in their career with LifeWave.

4. **Carry-over Volume:** Volume carried over week to week after maximum binary commissions determined by paid-as rank or enrollment title are paid.

FAQs

- Q: When I purchased an enrollment kit (Starter through Diamond), I thought I had reached a rank with the same title. How do I reach a paid-as rank of Starter through Diamond?**
- A. When you purchased an enrollment kit, you were assigned an enrollment title and not a rank. This enrollment title dictates how much PIB you can earn when you enroll distributors. When you purchase a Diamond kit, you can earn PIB at the highest level for the first 14 weeks. Following that 14 weeks, you will be paid PIB based on your enrollment title OR your highest paid-as rank.
- Q: If I have an enrollment title of Bronze through Diamond but have not yet earned an official rank, am I eligible to earn binary commissions?**
- A. If you have not yet achieved an official rank and/or you are not currently reaching a paid-as rank of Manager or above, you are eligible to earn binary commissions. However, the most you can earn per week is \$100 (or two cycles).
- Q: If someone enrolls as a Diamond and they then qualify to be paid as a Sr. Director for PIB for 14 weeks, will they also be paid as a paid-as Sr. Director for Binary commission?**
- A. No, the 14-week Sr. Director status that a new member has access to when they enroll with a Diamond pack purchase does not qualify them as a paid-as Sr. Director for Binary Commissions or Matching Bonus.
- Q: With these enhancements, I am told I must be paid-as a rank each week. How can I be a paid-as Bronze through Diamond? Is it possible for me to earn this rank each week?**
- A. An enrollment title is something that can only happen once (upon enrollment or when a member upgrades). That said, each week you will not need or be able to qualify as a paid-as Enrollment Rank. Until you are a paid-as Manager or above, you are limited to two cycles and will be paid as an Enrollment title distributor.
- Q: The highest rank I have earned is Director; however, I typically qualify as a Manager each week. Is my weekly binary commissions check based on the highest rank I have earned or what I qualify at each week?**
- A. Your weekly binary maximum payout is based on the rank you qualify as or your “paid-as” rank each week.
- Q: With matching bonuses, is the only requirement to earn level 1, 2 and 3 now that I am a Manager or above?**
- A. No, while we are adding the requirement of Manager or above as a qualification for earning matching bonuses, all other established qualifications for each level of matching bonus are still in place.
- Q: What happens to BV that isn't cycled because of the paid-as rank cap?**
- A. Any uncycled volume will be stored as carry-over volume and will be paid when a distributor cycles again. If a distributor goes inactive, their points will be automatically flushed.
- Q: What happens to the volume that I can't cycle through because of rank caps?**
- A. Each week you are able to cycle with volume in your right or left leg as they meet the required levels. After you have met the maximum commissions amount or the max number of cycles, the volume remaining will be banked or held until the next week. If the volume from that next week and the held/banked volume still exceeds the maximum number of cycles, it will again remain until the next week. If you achieve a higher paid-as rank, you will be able to cycle more and use that volume to earn commissions. That banked volume will remain as long as you stay active.
- Q: Will any dynamic compression be added to the matching bonuses with this change?**
- A. No, no changes are being made to the matching bonuses except for adding the qualification of Manager to be eligible for levels 1, 2 or 3.
- Q: Why did LifeWave add caps to binary commission based on paid-as ranks?**
- A. Our goal is to reward those who are focused on business-building behaviors and who are actively working their LifeWave business. This change allows members to have more control over their earning potential and allows LifeWave to distribute commissions more appropriately.
- Q: How do I know what my paid-as rank is each week?**
- A. We have multiple tools in the back office that can be used to help a member understand their paid-as rank weekly.
- Q: How do I see how much volume I have banked each week?**
- A. There is a section in the back office where you can view your volume each week. It lists what volume is cycled and what volume is remaining.
- Q: I keep hearing about the cap and see that it sometimes reduces my commissions. What is the cap and why is it part of the compensation plan?**
- A. Binary Commissions are paid to you on volume created in your downline to a depth of infinite. You could be earning binary commissions on members' purchases or retail volume created from thousands of levels beneath you in your network. Total binary commissions paid in a week are capped at a dollar amount equal to 60% of the total BV generated for that week, across the entire company. If total binary commissions paid by the company exceed that 60% of BV, then the binary commission payout is normally reduced proportionally across the board to bring the total down to 60%. The cap is NOT applied to PIB, retail profits, or a distributor's first 4 cycles of binary commissions in any given commission week.

