

Team Compensation Plan

ISAGENIX®

INTEGRITY

We remain steadfast in our commitment to always do the right thing, the right way.

EARNINGS DISCLAIMER: The ability to earn income under the Isagenix Team Compensation Plan depends on many factors, including an individual Associate's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to large network of family, friends, and business contacts. Isagenix cannot and does not guarantee any particular level of earnings. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. For average earnings, refer to [IsagenixEarnings.com](https://www.isagenix.com/earnings).

ISAGENIX LEGACY CLUB: An Isagenix Legacy Club Member is an Independent Associate to whom Isagenix has paid a gross total of \$1 million or more since joining Isagenix. Earnings reflect gross amounts that do not include any business expenses.

WEIGHT LOSS DISCLAIMER: Weight loss, muscle gain, lifestyle, and other results depicted here reflect exceptional individual experiences of Isagenix Customers and should not be construed as typical or average. Results vary with individual effort, body composition, eating patterns, time, exercise, and other factors, such as genetic and physiological makeup.

SAFETY DISCLAIMER: If you are pregnant, nursing, diabetic, on medication, have a medical condition, or are beginning a weight control program, consult your physician before using Isagenix products or making any other dietary changes. Discontinue use if adverse events occur.

INFORMATION FOR GENERAL PURPOSES ONLY: Information provided in this presentation and on all publications, packaging, and labels is for general purposes only and designed to help you make informed decisions about your health. It is not intended to substitute advice from your physician or healthcare professional.



Everyone Starts as a Customer

- **ONE-TIME PURCHASE CUSTOMERS**

Buy from an Associate at suggested one-time purchase pricing

- **CUSTOMERS**

Buy direct from Isagenix at the lowest pricing and may elect to participate in the subscription program



Customer Benefits

- Up to 15% off of one-time purchase pricing*
- Access to Associate and company support
- Optional participation in the Isagenix Subscription program
- Ability to earn Product Introduction Rewards coupons
- Ability to convert to Associate
- Ability to accumulate BV on Personally Enrolled Customers and excess PV over 100 for up to 90 days

*Percent pricing discounts are approximate.



Steps to Becoming a Customer

- Open an account and place an initial order
- You are given a position in the Isagenix Placement Tree



YOU



Associate Benefits

- Your own Associate website & Back Office
- Active Associates can accumulate group volume regardless of depth
- The ability to enroll Customers & Associates
- The ability to participate in the Isagenix Team Compensation Plan
- Your spot in the Team Placement Tree will be converted to a Retail Business Center



YOU

Fill with test values

Pathway to Associate: Personal Information

Associate Website Name

For security purposes, your Associate Website display name cannot match your username.

* Associate Website Name

Check Availability

Enter Your Application Information

* Recognition Name ▾

* Date of Birth

* SSN

Company Information - If Signing Up As A Company

Please enter information if signing up as a business entity only. You will be required to upload supporting documentation for your business in My Account for approval. For more information, please contact Customer Care.

Company Name ▾

Tax ID Number ▾

Type of Company

Here's how ...

- Complete the Associate application in your Back Office
- Agree to the Associate terms and conditions
- Pay the US\$29 Associate conversion fee*

*When joining Isagenix with a qualified pack and converting to Associate within 30 days of enrollment, the US\$29 Associate conversion fee is waived.



Key Terms

- **BV = business volume**
Point value assigned to each commissionable product
- **PV = personal volume**
Personal volume can be accumulated from retail direct sales and from personal purchases for retail sales or personal use
- **Active status** - Minimum of 100 PV* in the last 30 days
- **Isagenix Subscription** - Optional program offering enhanced convenience and discounted pricing
- **Personally Enrolled** - The Customers or Associates you personally introduce to and enroll in Isagenix
- **Team Placement Tree** - The organizational structure that is used to track enrollments and purchase activity of all Customers and Associates for the purposes of collecting and paying bonuses and commissions. It also determines rank qualifications within the Isagenix Team Compensation Plan

5 Ways To Earn

1. Retail Profits
2. Product Introduction Bonuses
3. Team Bonuses (Cycles)
4. Executive Matching Team Bonuses
5. Promotions/Incentives



Retail Profit

EXAMPLE



Retail direct profit can be earned through your personal Isagenix website.

Product Introduction Bonus (PIB)

EXAMPLE



PIB is **earned on the initial pack** order only.

No Isagenix Subscription required.

The ability to earn income under the Isagenix Compensation Plan depends on many factors, including an individual Associate's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts. Isagenix cannot and does not guarantee any particular level of earnings. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. For average earnings, refer to [IsagenixEarnings.com](https://isagenixearnings.com).

Double Product Introduction Bonus (PIB)

EXAMPLE OF DOUBLE PIB PROMOTION



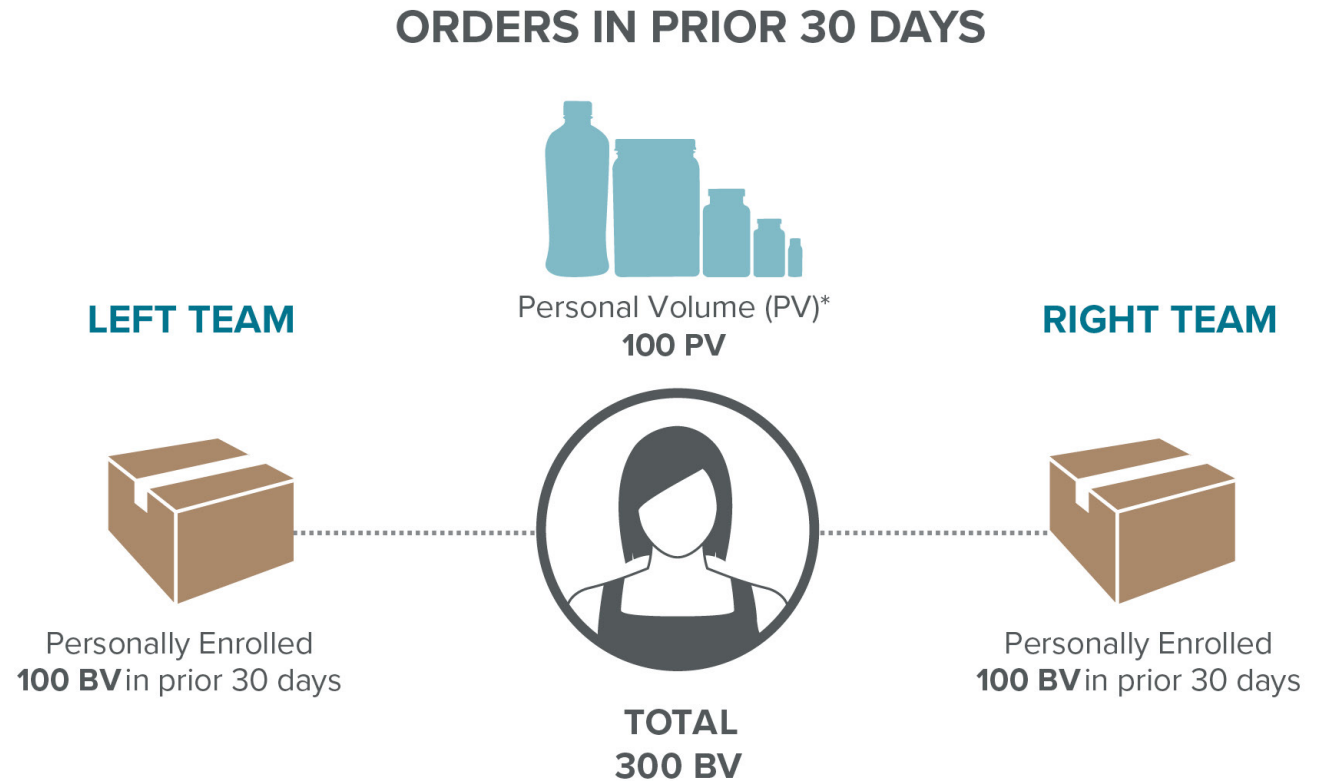
New Customers must join Isagenix in the same commission week. Available in select markets.

The figures depicted on this slide reflect the maximum bonus available through this promotion. The ability to earn income under the Isagenix Compensation Plan depends on many factors, including an individual Associate's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts. Isagenix cannot and does not guarantee any particular level of earnings. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. For average earnings, refer to [IsagenixEarnings.com](https://www.isagenix.com/earnings).

Consultant

EXAMPLE

- Be active with 100 PV and have Personally Enrolled Members on each of your teams who have accumulated a minimum of 100 BV
- All volume from Personally Enrolled Customers and Associates counts toward your qualifications for Paid-As status



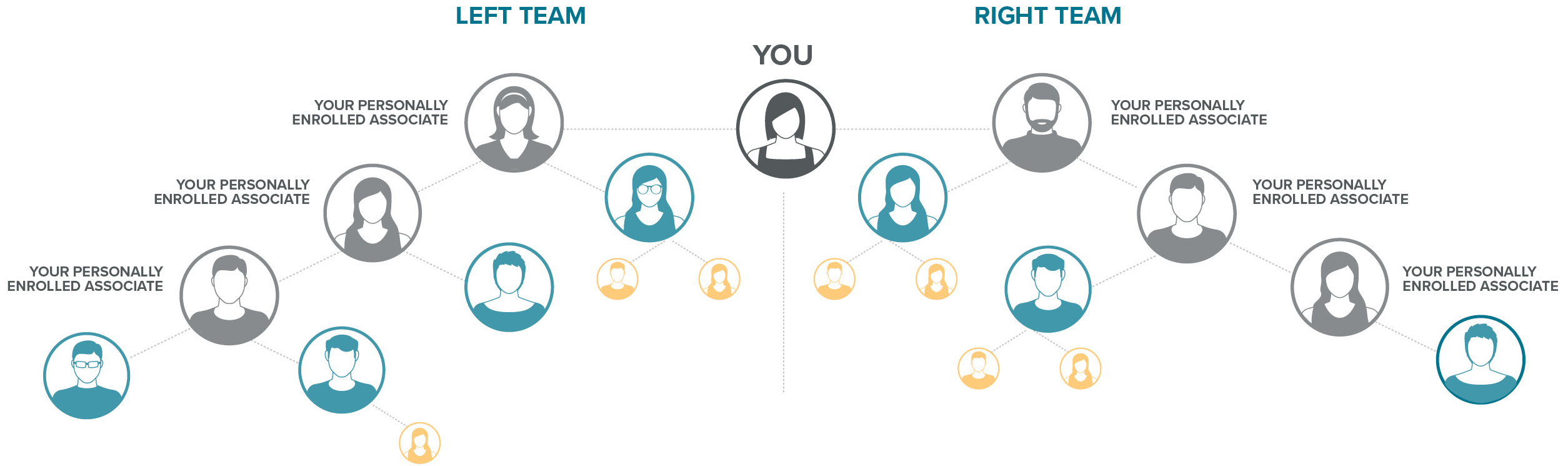


Consultant Benefits

- The eligibility to earn a US\$50/CA\$55 Consultant Rank Advancement Bonus
- The opportunity to earn US\$100/CA\$110 for each of your first 20 Personally Enrolled Consultants
- The eligibility for Team Bonuses/Cycles
- The opportunity to earn an additional US\$50/CA\$55 Crystal Consultant Bonus, making the total amount US\$100/CA\$110 when you achieve Consultant within 30 days of becoming an Associate

The figures depicted on this slide reflect the maximum bonus available through this promotion. The ability to earn income under the Isagenix Compensation Plan depends on many factors, including an individual Associate's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts. Isagenix cannot and does not guarantee any particular level of earnings. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. For average earnings, refer to IsagenixEarnings.com.

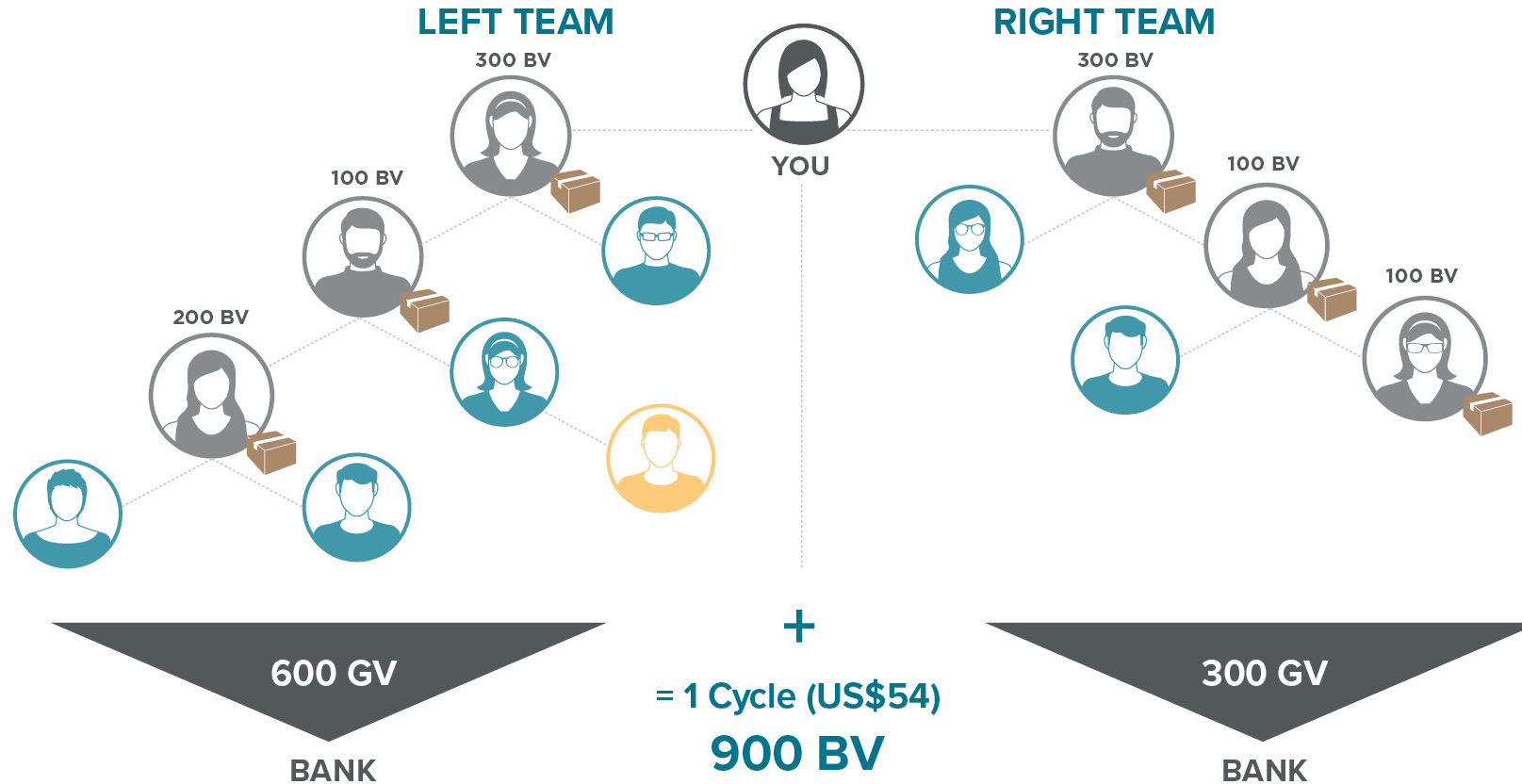
Building Your Teams



OUTSIDE LEG

OUTSIDE LEG

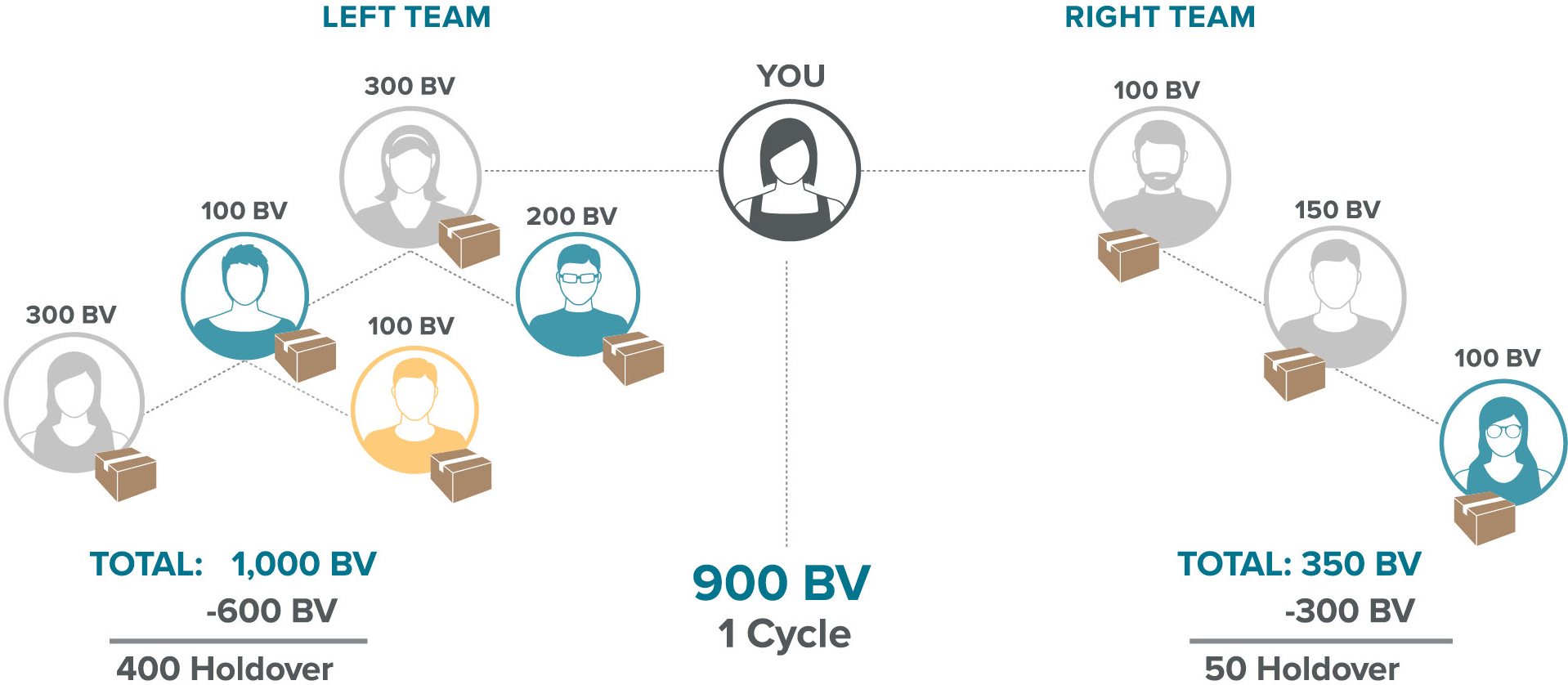
Team Bonus (Cycle)



Earn up to 250 Cycles per week on your entire group volume.

The ability to earn income under the Isagenix Compensation Plan depends on many factors, including an individual Associate's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts. Isagenix cannot and does not guarantee any particular level of earnings. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. For average earnings, refer to IsagenixEarnings.com

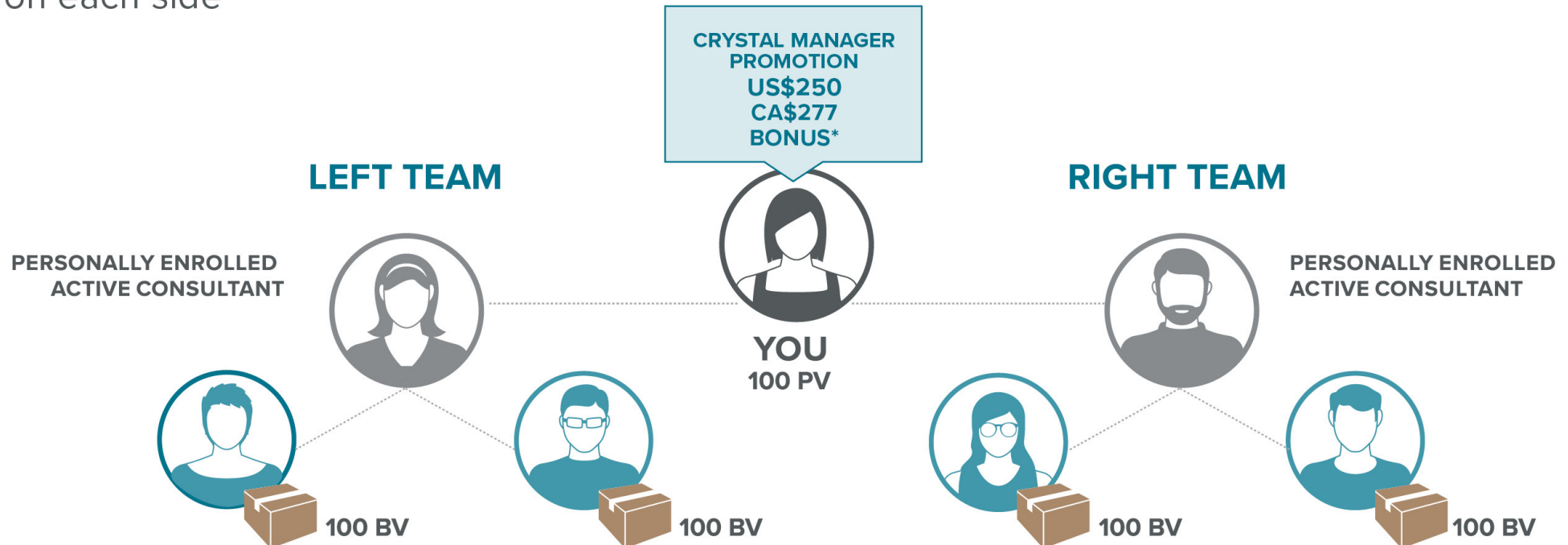
Holdover Volume



Manager

EXAMPLE

- 2 Personally Enrolled Consultants
- Consultants can be all on the Right Sales Team, all on the Left Sales Team, or on each side

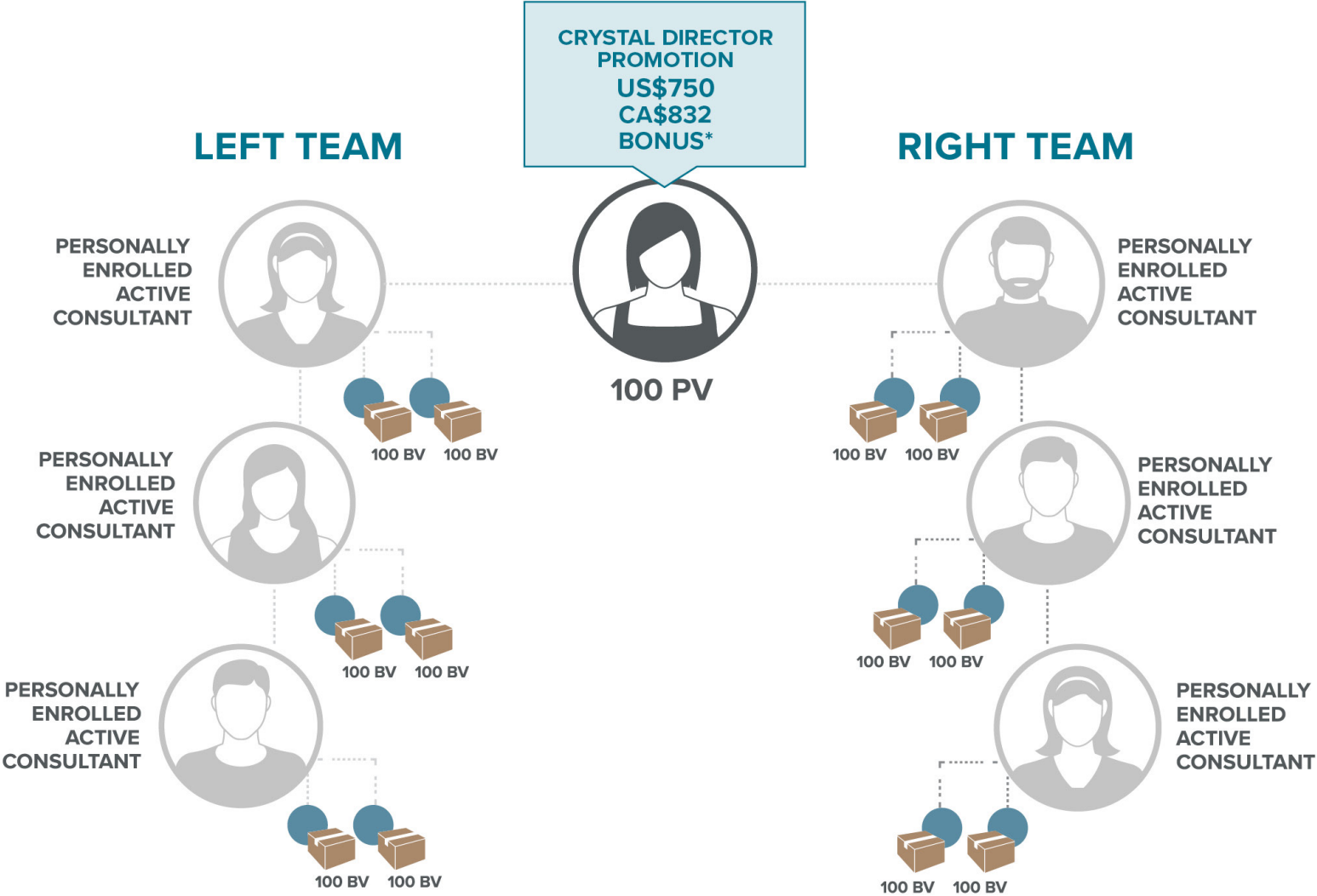


*Achieve this rank within 60 days of becoming an Associate.

Director

EXAMPLE

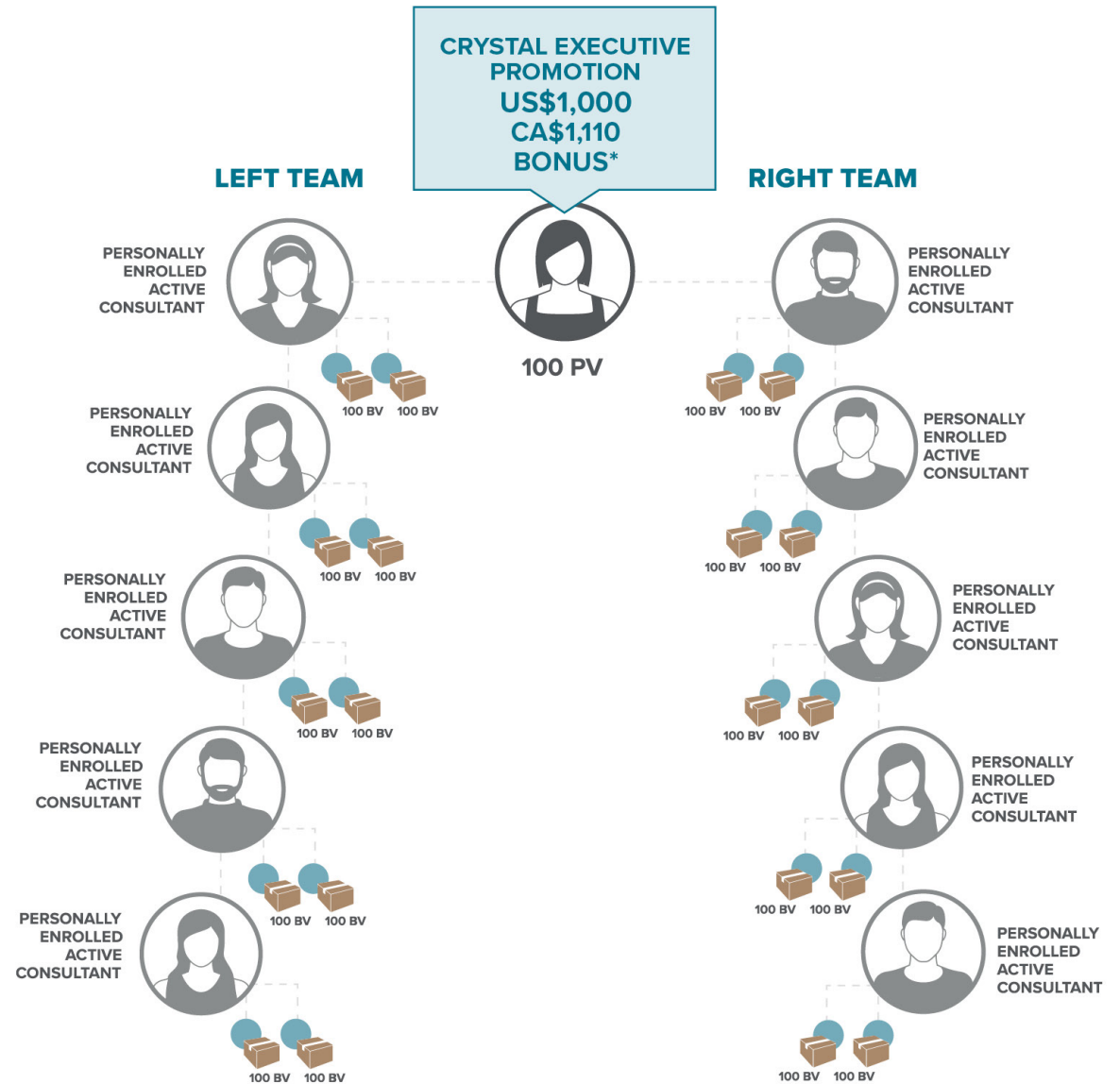
- 6 Personally Enrolled Consultants
- Consultants can be all on the Right Sales Team, all on the Left Sales Team, or on each side



*Achieve this rank within 120 days of becoming an Associate.
The figures depicted on this slide reflect the maximum bonus available through this promotion.

Executive EXAMPLE

- 10 Personally Enrolled Consultants
- 5 Consultants on the Right Sales Team and, 5 on the Left Sales Team



*Achieve this rank within 180 days of becoming an Associate.
The figures depicted on this slide reflect the maximum bonus available through this promotion.



Executive Benefits

- Earn 10% Executive Matching Team Bonus Cycles
- As an active Paid-As Executive, you are eligible to receive a 10% Executive Matching Team Bonus on the weekly Team Bonus income of all Personally Enrolled Paid-As Consultants, Managers, Directors, and Executives
- The 10% Matching Team Bonus is calculated daily and paid weekly
- Paid-As Executives can earn up to a maximum of 250 Executive Matching Team Bonus Cycles per week*

*No more than 250 Executive Matching Team Bonus Cycles per commission week per Personally Enrolled Consultant and above.

RAB Promotion

(RANK ADVANCEMENT BONUSES)

- *5-Cycle, 1-Star, 2-Star, and 3-Star Bonuses are paid out in two 50% increments
- You must have met the qualifications in the same commission week for the first or second time and be at the applicable Paid-As status for the week prior to earning the equivalent Cycles indicated

RANK ADVANCEMENT	BONUS
ADVANCE TO CRYSTAL CONSULTANT	US\$100 CA\$110
ADVANCE TO CRYSTAL MANAGER	US\$250 CA\$277
5-CYCLE BONUS* (5 Cycles per week + Paid-As Consultant)	US\$500 CA\$555
1-STAR BONUS* (10 Cycles per week + Paid-As Manager)	US\$1,000 CA\$1,110
ADVANCE TO CRYSTAL DIRECTOR	US\$750 CA\$832
2-STAR BONUS* (20 Cycles per week + Paid-As Director)	US\$2,000 CA\$2,220
ADVANCE TO CRYSTAL EXECUTIVE	US\$1,000 CA\$1,110
3-STAR BONUS* (40 Cycles per week + Paid-As Executive)	US\$3,000 CA\$3,330
DEVELOP 20 PERSONALLY ENROLLED CONSULTANTS	US\$2,000 CA\$2,220
TOTAL	US\$10,600 CA\$11,765

The figures depicted on this slide reflect the maximum bonus available through these incentives and are not an example of what the average Associate should expect to achieve. The ability to earn income under the Isagenix Compensation Plan depends on many factors, including an individual Associate's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts. Isagenix cannot and does not guarantee any particular level of earnings. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. For average earnings, refer to [IsagenixEarnings.com](https://www.isagenix.com/IsagenixEarnings.com).



Earning Potential with Isagenix

EARN WEEKLY UP TO...

250 CYCLES = US\$13,500/CA\$15,000

+ 250 CYCLES ON EXECUTIVE MATCH = US\$13,500/CA\$15,000

TOTAL FOR WEEK = US\$27,000/CA\$30,000

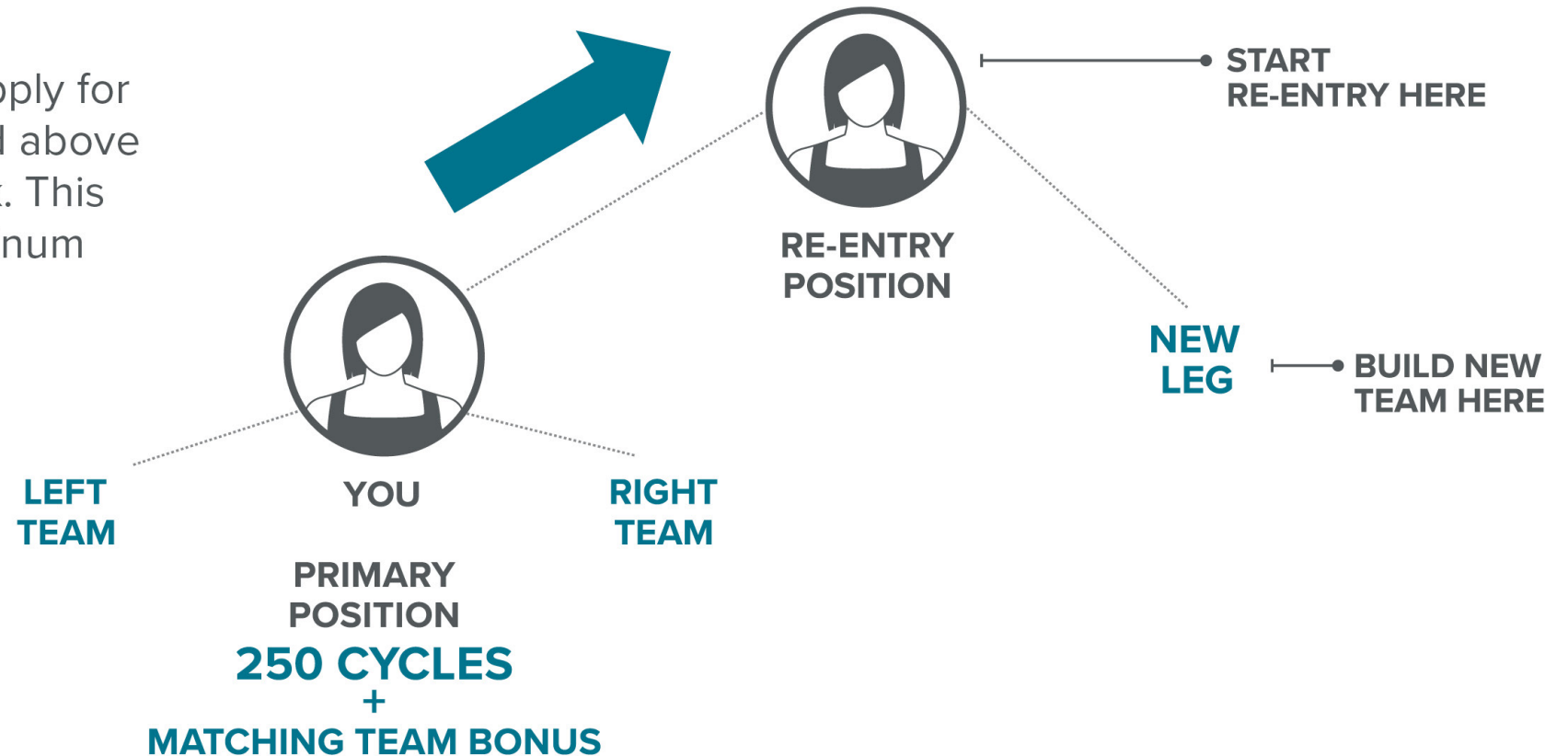
For illustration purposes only. The amounts depicted here reflect the maximum earnings available assuming all conditions are met and are not projections or guarantees. Isagenix does not guarantee any amount of earnings. For complete details on the Isagenix Compensation Plan, visit [IsagenixEarnings.com](https://www.IsagenixEarnings.com).

ISAGENIX.

Platinum

EXAMPLE

- When an Isagenix Associate reaches Paid-As Executive for 3 consecutive months and has an average of 225 Cycles within 13 weeks
- The Associate is eligible to apply for a new position that is inserted above their existing recognition rank. This highest position is called Platinum



What Is Your Time Worth?

There is no security in settling for less than what you really want.



POSSIBLE RESIDUAL

Value of an Isagenix Business

CYCLES PER WEEK	\$ PER CYCLE	\$ PER WEEK	WEEKS PER YEAR	ANNUAL INCOME	INTEREST RATE	CAPITAL REQUIRED TO GENERATE ANNUAL INCOME
1	\$54	\$54	52	\$2,808	0.03	\$93,600
2	\$54	\$108	52	\$5,616	0.03	\$187,200
3	\$54	\$162	52	\$8,424	0.03	\$280,800
4	\$54	\$216	52	\$11,232	0.03	\$374,400
5	\$54	\$270	52	\$14,040	0.03	\$468,000
6	\$54	\$324	52	\$16,848	0.03	\$561,600
7	\$54	\$378	52	\$19,656	0.03	\$655,200
8	\$54	\$432	52	\$22,464	0.03	\$748,800
9	\$54	\$486	52	\$25,272	0.03	\$842,400
10	\$54	\$540	52	\$28,080	0.03	\$936,000
20	\$54	\$1,080	52	\$56,160	0.03	\$1,872,000
40	\$54	\$2,160	52	\$112,320	0.03	\$3,744,000
60	\$54	\$3,240	52	\$168,480	0.03	\$5,616,000
100	\$54	\$5,400	52	\$280,800	0.03	\$9,360,000

For illustration purposes only. The ability to earn income under the Isagenix Compensation Plan depends on many factors, including an individual Associate's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts. Isagenix cannot and does not guarantee any particular level of earnings. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success. For average earnings, refer to [IsagenixEarnings.com](https://www.isagenix.com/IsagenixEarnings.com).



Weekly Pay

- Calculates daily
- Pays weekly
- 1 week in arrears
- View your commission report in your Back Office
- The week is from Monday–Sunday, 12 a.m.-11:59 p.m. ET



Keys to Enjoying the Benefits of the Compensation Plan

- Be a product of the products
- Learn to share Isagenix
- Develop your team
- Teach your team to do the same



ISAGENIX[®]
THE ART OF WELLBEING[™]

