

# Welcome.

#### We are thrilled you are a Limbic Arc Affiliate!

You have experienced the benefits of the Limbic Arc technology and you probably want to share it with others! We are excited to provide this opportunity to grow a business that can help improve people's lives.

This guide will teach you how to maximize your earnings for the time, energy, and effort you put into your Limbic Arc business. We invite you to familiarize yourself with the Sales Compensation Plan to build a solid business.



An Opportunity to Share Build, Progress & Lead

The Limbic Arc Career Path is the course to building a successful Affiliate business. Each time you advance along the path, you are rewarded with increased earning opportunities.\*

\*Affiliates generally expected results are contained in the Income Disclosure Statement.

We will frequently refer to your Affiliate Titles in two different ways: Career Title and Paid-as Title

#### **Career Title**

Your Career Title is your recognition Title and is the highest Title you have achieved along the Career Path.

#### **Paid-as Title**

Your Paid-as Title is the Title for which you qualify each week. Your Paid-as Title determines many of your bonuses. Your Paid-as Title may be the same as or lower than your Career Title depending on your qualification each week.

# Career Path Concepts

#### Active Affiliate (AA)

You are considered Active when you have a personal subscription\* and either have at least 90 Personally Enrolled Volume in that month, or are in your first 5 weeks of enrollment (your enrollment week and the following 4 weeks).

\*Affiliates in the United States are not required to have a personal subscription to be considered Active.

#### **Enrollment Genealogy**

The line of Affiliates consecutively linked through Enrollment, directly below you in your Downline.

#### Downline Volume (DV)

The total Sales Volume from subscriptions purchased by you, your Customers, and all the Affiliates (and their Customers) in your Enrollment Genealogy.

#### Leg

A leg begins with an Affiliate you have personally enrolled, and includes all of the Affiliates beneath them. You have as many legs as you have personally enrolled Affiliates.

#### Leg Volume

The Sales Volume from subscriptions purchased by Affiliates and their Customers in a particular leg in your Enrollment Genealogy.

#### Level

The location an Affiliate has in your Downline in relation to you. All the Affiliates directly below you are your Level 1. Affiliates directly below your Level 1 Affiliates are your Level 2, and so on.

#### Maximum Volume Rule (MVR)

The maximum amount of Downline Volume from any one leg or your own Personal Customer Volume that can count toward your weekly Title qualification.

#### Outside Volume (OV)

The amount of Downline Volume, including your Personal Customer Volume, that exists outside of your two largest volume sources, such as your Personal Customer Volume or the volume from any Enrollment Genealogy leg. Your 2 largest volume sources are those with the most total Sales Volume.

#### Personal Customer Volume (PCV)

Personal Customer Volume is the Sales Volume from your Customers' subscriptions and your own personal subscriptions.

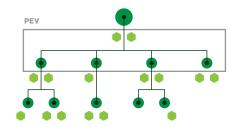
Personal Customer Volume is used to calculate the Maximum Volume Rule, Outside Volume, and Personal Customer Commission.

# AFFILIATES PCV CUSTOMERS

#### Personally Enrolled Volume (PEV)

Personally Enrolled Volume is the Sales Volume from the subscriptions purchased by your Customers and your Level 1 Affiliates.

Personally Enrolled Volume is used to calculate the Career Path, New Subscriber Bonus, Level Bonus rollup, and Binary Qualification.



## The Affiliate **Career Path**

**Titles & Qualifications** 

Your Limbic Arc Title corresponds to the commissions and bonuses you are eligible to earn. The further you progress, the greater your earning potential.\*

As you advance from Title to Title, you should adjust your focus to maximize

your earning opportunities.	Active Affiliate	Affiliate 1	Affiliate 2	Affiliate 3	Manager 1	Manager 2	Manager 3
	AA	A1	A2	А3	M1	M2	м3
Personally Enrolled Volume (PEV)	90	90	190	290	390	390	390
Downline Volume (DV)		400	700	1,200	2,000	3,500	6,000
Maximum Volume Rule (MVR)		250	450	800	1,300	2,300	3,900

Your Title qualifications are based on a rolling 4-week period.

Affiliates must have their own personal subscription in order to qualify as an Affiliate 1 or higher unless they are located in the US.

### **Your Focus for Success**

Selling & Team Building

PERSONAL SALES TEAM BUILDING

LEADERSHIP

When you find something meaningful and transformative, you want to share that good thing with others. As a new Affiliate, focusing your efforts on selling new subscriptions will put you on the fast track to even greater earning opportunities.\*

#### **Your Focus for Success**

Balance Selling & Team Building

PERSONAL SALES **TEAM BUILDING** LEADERSHIP

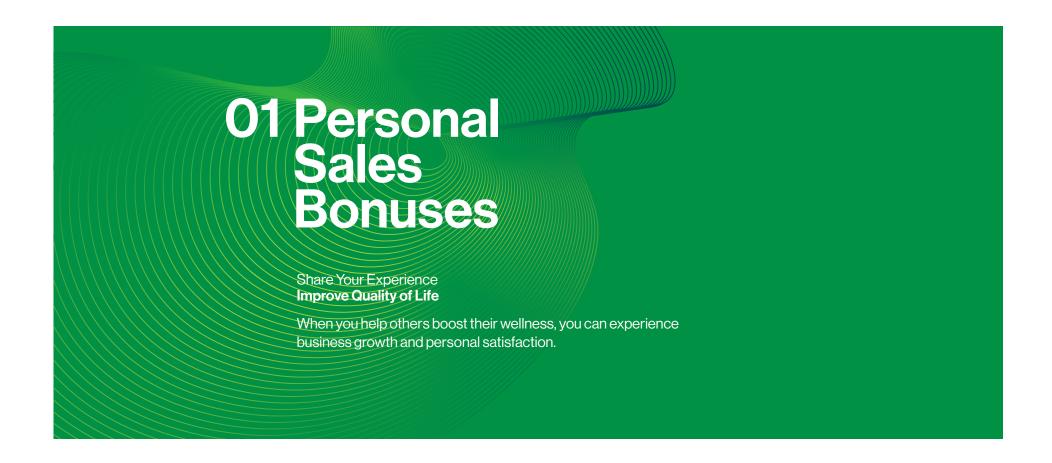
As you advance along the Career Path, begin spending more time finding new people to join your team. Balancing your efforts between selling and business building creates stability in your business.

<sup>\*</sup>Affiliates generally expected results are contained in the <u>Income Disclosure Statement</u>.

# **The Affiliate Career Path**

Titles & Weekly Qualifications

	Director 1	Director 2	Director 3	Leader 1	Leader 2	Leader 3	
	D1	D2	D3	u	L2	L3	
Personally Enrolled Volume (PEV)	390	390	390	390	390	390	
Downline Volume (DV)	12,000	24,000	50,000	120,000	300,000	750,000	
Maximum Volume Rule (MVR)	7,800	15,600	32,500	78,000	195,000	487,500	
Outside Volume (OV)	2,400	4,800	10,000	24,000	60,000	150,000	
Leader Points <sup>1</sup>				100	100	100	
Leader Points  Leader Points are accumulated from a rolling 52-week period. You can earn Leader Points by:  Developing a new 1st Generation Manager 3: 100 points  Developing a new 1st Generation Director 3: 100 points  Advancing in Career Title: 100 points	Your Focus for Identify and description of the Personal Sales TEAM BUILDING LEADERSHIP	evelop your team	_	Your Focus for Success  Mentor your leaders and their teams  PERSONAL SALES TEAM BUILDING LEADERSHIP			
	should include ready to rise to a strong found	rour team, your buse building and lead o the next levels of dation already built	ing Affiliates success. With t, this evolution	Lead by example. Teach your team how to share and build their own teams to drive your Limbic Arc business forward. Recognize, encourage, and lift them, and together you can enjoy the rewards of your shared success!			



We designed the Personal Sales Bonuses to allow you to earn on a subscription for as long as the subscription is Active. By consistently selling Limbic Arc subscriptions, your business will grow, and you can experience immediate earnings.\*

\*Affiliates generally expected results are contained in the Income Disclosure Statement.

You can earn each month from your Customers' and Affiliates' Limbic Arc subscriptions.

Customer or Affiliate.

MONTH 1	MONTH 2 AND BEYOND
New Subscriber Bonus	Personal Customer Commission
Earn up to US\$50 on the first month of a	Earn up to 20% for every monthly paid
paid subscription from a personally enrolled	Customer subscription.

# New Subscriber Bonus

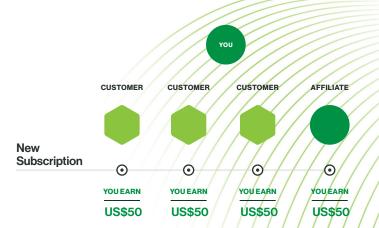
Each time you enroll a new subscriber, you will earn a New Subscriber Bonus up to US\$50 on their first month's subscription payment. That is more than a 50% bonus for every new subscription!

The New Subscriber Bonus always pays on the first subscription of any Customer or Affiliate you enroll — it does not include Friends & Family subscriptions. The New Subscriber Bonus is the only bonus paid on the first month of a subscription.

#### **Example**

You enroll 3 new Customers and 1 new Affiliate. They each purchase a Limbic Arc subscription. You earn US\$50 for the first month of each, for a total New Subscriber Bonus of US\$200.\*

\*Affiliates generally expected results are contained in the Income Disclosure Statement



Total US\$200 New Subscriber Bonus



# Personal Customer Commission

You can earn up to 20% on the Sales Volume from your subscription and your Customers' paid subscriptions. The percentage you earn is based on how much Personal Customer Volume (PCV) you have accumulated and is paid on the volume in each applicable tier.

Your Personal Customer Volume is the total volume from your subscription and your Customers' paid subscriptions during a set 4-week period, and will reset every 4 weeks.

Please note that because you earn a New Subscriber Bonus of US\$50 for the first month of a new Customer's subscription, this bonus begins the first week of the Customer's second month.

Tier	Personal Customer Volume	Bonus
1	0-99.99	_
2	100 - 399.99	10%
3	400 - 799.99	15%
4	800+	20%

#### **Example**

Week 1: You have a total of 119 PCV. You have 19 PCV in Tier 2 which pays a bonus of 10%. You would earn US\$1.90.

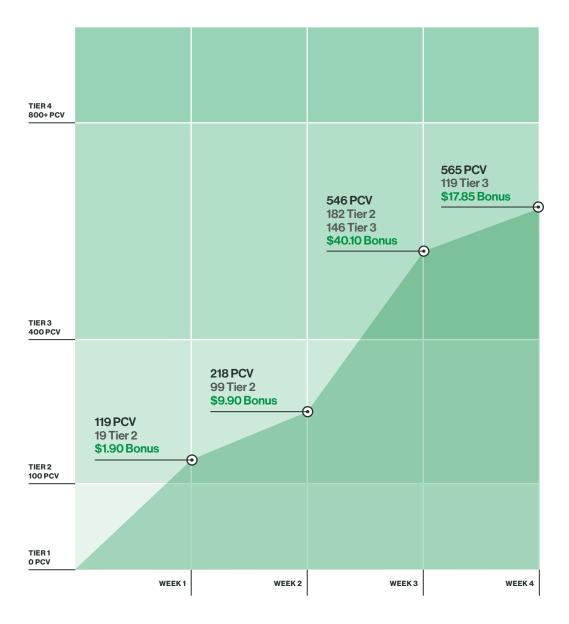
Week 2: You add another 99 PCV for a Tier 2 bonus of US\$9.90.

Week 3: You increase your total PCV to 546 PCV which gives you an 182 PCV Tier 2 bonus, and a 146 PCV Tier 3 bonus for a total Week 3 bonus of US\$40.10.

Week 4: You add another 119 PCV which gives you a Week 4 total of 565 PCV and Tier 3 bonus of US\$17.85.

Your total Personal Customer Commission for this 4-week period is US\$69.75.

Following Week 4, your PCV resets to 0 for the next 4-week period.





Building a team will help you progress along the Career Path. Find and elevate those in your team that show genuine enthusiasm and are experiencing the benefits of the Limbic Arc technology. Together you can grow your businesses, empowering greater earning opportunities. There are 3 bonuses that directly reward you for building a strong team.

#### **Fast Start Bonus**

Start along the Career Path right away and earn bonuses for your Title advancements.

#### **Level Bonus**

You earn Level Bonuses for building your team and teaching the Affiliates you enroll to sell and build downlines of their own.

#### **Binary Bonus**

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Everyone works together to earn bonuses from the ongoing subscriptions in your Binary Genealogy.

LIMBICARC\* LGL-9099C TEAMBUILDING BONUSES

# Fast Start Bonus

You can earn up to US\$220 in cash bonuses for progressing in Title during your Fast Start period, which is your enrollment week and the following 15 weeks as an Affiliate.

The Fast Start Bonus pays up to 12 weekly bonuses based on your Paid-as Title. Each week, you will receive the maximum available bonus for which you qualify.

#### **Enroller Bonus**

When you enroll a new Affiliate, you can earn a bonus when they advance to Affiliate 1, Affiliate 2, and Affiliate 3 during their Fast Start period and you are paid as an equal or higher Title than the bonus being awarded.

#### **Example**

You qualify as an Affiliate 1 in weeks 2 and 3 and earn the A1 bonus of US\$10 for each week. In weeks 3 and 4, you promote to Affiliate 2 and earn the A2 Bonus of US\$20 each week. In weeks 6 through 8, you reach Affiliate 3; in week 9, you advance to Manager 1. You earn a US\$25 A3+ bonus each week.

In weeks 10 and 11, you maintain your Title of Manager 1. Because you have already earned all 4 of your A3+ bonuses, you receive the next highest available bonuses, in this case, the remaining two A2 bonuses. You advance to Manager 2 in week 12 and week 13 and receive the final two A1 bonuses.

Bonus	A1	A2	A3+
	BONUS	BONUS	BONUS
You Earn	US\$10 WEEKLY	US\$20 WEEKLY	US\$25 WEEKLY
	FOR A TOTAL OF	FOR A TOTAL OF	FOR A TOTAL OF
	US\$40	US\$80	US\$100
Your Enroller Earns	US\$5 WEEKLY FOR A TOTAL OF US\$20	US\$10 WEEKLY FOR A TOTAL OF US\$40	US\$12.50 WEEKLY FOR A TOTAL OF US\$50

		Enrollment Week														
Week	•	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Your Paid-as Title	AO	AA	<b>A</b> 1	<b>A</b> 1	A2	A2	А3	А3	А3	M1	M1	M1	M2	M2	M2	М2
Bonus	_	_	A1 BONUS	A1 BONUS	A2 BONUS	A2 BONUS	A3+ BONUS	A3+ BONUS	A3+ BONUS	A3+ BONUS	A2 BONUS	A2 BONUS	A1 BONUS	A1 BONUS	_	_
You Earn	_	_	US\$10	US\$10	US\$20	US\$20	US\$25	US\$25	US\$25	US\$25	US\$20	US\$20	US\$10	US\$10	_	_
Your Enroller Earns	_	_	US\$5	US\$5	US\$10	US\$10	US\$12.50	US\$12.50	US\$12.50	US\$12.50	US\$10	US\$10	US\$5	US\$5	_	-

LIMBICARC" LGL-3039.C TEAM BUILDING BONUSES 011

### **Level Bonus**

You earn Level Bonuses for building your team and teaching those you enroll to sell and create strong teams of their own. As an Active Affiliate, you are paid a percentage bonus from your team's sales. Your Paid-as Title determines the percentage you earn and the number of levels on which you are eligible to receive a bonus.

	AA	A1	A2	A3+
Level 1	3%	5%	7%	8%
Level 2				4%

#### **How Levels Work**

All Affiliates directly below you in your Enrollment Genealogy are your Level 1. Your Level 2 refers to the Affiliates that your Level 1 enrolled. Customers belong to the same level as their Enroller.

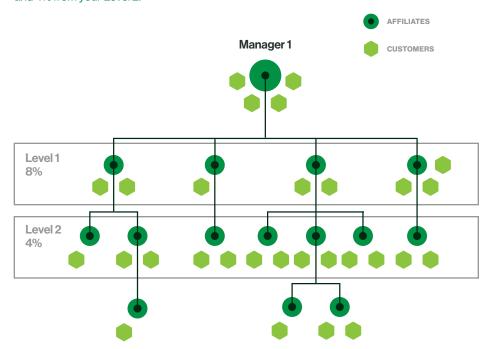
#### Rollup

If one of your Affiliates has no Personally Enrolled Volume, your bonus searches to find the next Affiliate with Personally Enrolled Volume within that leg.

All Affiliates with a Paid-as Title of Affiliate 3 (A3) or higher, earn 8% Level Bonus for their Level 1 Affiliates and Customers, and a 4% bonus for their Level 2.

#### Example

You have a Paid-as Title of Manager 1 so you earn 8% from the sales of your Level 1, and 4% from your Level 2.



# **Binary Bonus**

When you are qualified as a Paid-as Manager 1 or higher in the week and have at least 90 Personally Enrolled Volume in each of your Binary Genealogy legs, you earn a percentage bonus of the Binary Volume in your Pay Leg.

**Binary Volume:** The volume from the monthly subscriptions paid for by Affiliates and Customers in the current week, and any Carry-over Volume from the previous week.

**Binary Genealogy:** Each time you enroll a new Affiliate, you will choose to add them to one of two Binary legs. Individuals in your Upline and Downline will place individuals in your legs as well. This is a team effort.

Each week, the Binary leg with the highest amount of Binary Volume is considered your Strong Leg, and the leg with the lesser amount is considered your Pay Leg.

Your Paid-as Title determines the percentage you earn from the Binary Volume in your Pay Leg, and the maximum amount you may earn each week.

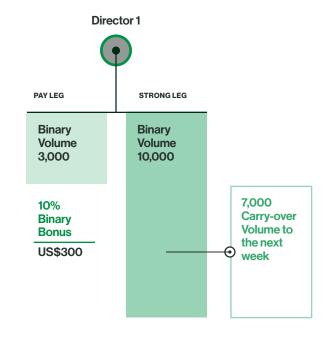
**Carry-over Volume:** The unused Binary Volume that is eligible to be carried over to the next week.

Volume Clearing: If you are not paid as a Manager 1 or higher at least once in the current or previous 3 weeks, then all of your Binary Volume is cleared from your Pay Leg and will not be carried forward.

If you are not paid as a Manager 1 or higher within the current or previous 7 weeks, all Binary Volume from your Strong Leg will also be cleared.

Any Carry-over Volume older than 52 weeks will be cleared on a weekly basis unless you have been paid as a Leader 1 or higher at least once every 4 weeks, in which case, you continue to carry that volume forward.

**Note:** No Binary Bonuses are paid on the first month of a subscription.



	M1	M2	м3	D1	D2	D3	LI	L2	L3	
Bonus (Pay Leg)	5%	7%	9%	10%	11%	12%	12%	12%	12%	
Individual Weekly Cap	US\$250	US\$500	US\$1,000	US\$2,500	US\$5,000	US\$7,500	US\$10,000	US\$15,000	US\$20,000	

LIMBICARC\* LGL-3039.C TEAM BUILDING BONUSES 013



Lead by Example

Mentorship Returns Rewards

Keep building, mentoring, and motivating your future leaders. Help them rise and you can earn substantial bonuses for your example and influence.

Being a Leader is more than just a Title. Leadership Bonuses have been designed to reward positive mentorship and reach beyond those you have personally enrolled. Your mentorship and influence is rewarded with 2 Leadership Bonuses.

#### **Leadership Check Match**

You earn bonuses on the Affiliates within your Downline that reach or exceed the Title of Manager 3 or higher.

#### **Leadership Pool**

Earn shares in an exclusive pool of the entire company's success.

LIMBICARC\* LGL-3039.C

### Leadership Check Match

When you are paid as a Director 1 or higher, you can earn a Leadership Check Match on the Binary Bonus and Level Bonus earnings of Affiliates in your Enrollment Genealogy with a Paid-as Title of Manager 3 or higher. These Affiliates are considered Generations.

Your Paid-as Title determines your bonus percentage, number of Generations you are paid on, and the maximum amount you can earn per match. There is no limit on the number of matches you can earn. Because Generations are based on Paid-as Titles, you can have multiple Generations within a leg.

#### What is a Generation?

A Generation is an Affiliate in your Enrollment Genealogy with a Paid-as Title of Manager 3 or higher. When there are no other Generations between you and another Paid-as Manager 3 or higher, they are a Generation 1. When there is one other Generation between you, they are considered a Generation 2, and so on.

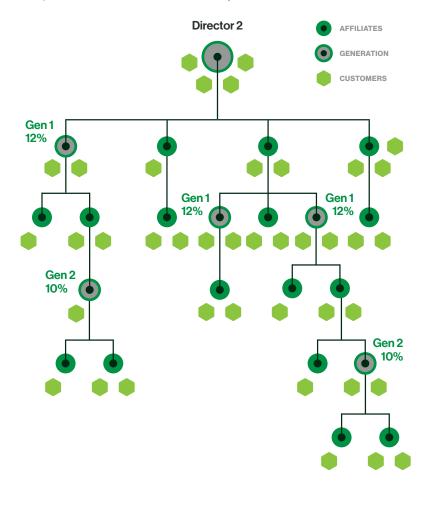
#### **Maximum Match**

You can earn up to the Maximum Match identified for your Paid-as Title on each match you earn. If you have multiple Generations, you can earn up to the Maximum Match on each Generation.

	D1	D2	D3	L1	L2	L3
Generation 1	10%	12%	14%	15%	15%	15%
Generation 2		10%	12%	14%	15%	15%
Generation 3			10%	12%	14%	15%
Generation 4				10%	12%	14%
Generation 5					10%	12%
Maximum Match	US\$500	US\$800	US\$1,200	US\$2,000	US\$3,500	US\$5,000

#### **Example**

As a Director 2, you earn a 12% Leadership Check Match on your Generation 1 Affiliates, and a 10% match on your Generation 2 Affiliates. You can earn up to US\$800 on each of the matches you receive.



### Leadership Pool

The Leadership Pool divides 0.25% of our total company weekly Sales Volume equally among all shares awarded for the week.

When you are paid as a Leader 3 for the current week and each of the previous 12 weeks, you earn 1 share in our Leader Pool. Additionally, you will earn 1 share for each block of 500,000 Downline Volume you have (based on a rolling 4-week DV).

No Affiliate can earn more than 25% of the total Leadership Pool bonus for the week.

#### **Example**

You are paid as a Leader 3 in the current week and previous 12 weeks. You earn 1 share in the Leadership Pool.

You also have 750,000 in Downline Volume, based on a rolling 4-week period. You earn 1 additional share for your block of 500,000 DV.



# **Glossary**

#### Active Affiliate (AA)

You are considered Active when you have a personal subscription\* and have at least one of the following:

- At least 90 Personally Enrolled Volume in that month, or
- You are in your first 5 weeks of enrollment (your enrollment week and the following 4 weeks).

\*Affiliates in the United States are not required to have a personal subscription

#### **Affiliate**

An Affiliate is an individual that has signed the Affiliate Agreement and is eligible to participate in the Sales Compensation Plan. Affiliates pay an annual Back Office fee.

#### **Binary Genealogy**

The Binary Genealogy follows the Binary structure where each Affiliate may have up to two Binary legs. You may choose to place new Affiliates you are enrolling in either your left or right Binary leg, and they will be automatically placed in the next available outside position.

#### **Binary Volume**

The volume from the monthly subscriptions paid by Affiliates and their Customers in the current week and any Carry-over Volume from the previous week.

#### **Binary Volume Clearing**

When you are paid a Binary bonus on the Binary Volume in your Pay Leg, that volume is removed, and an equal amount of Binary Volume is removed from your Strong Leg.

Binary Volume may also be cleared under the following conditions:

- Pay Leg: If you are not paid as a Manager 1 or higher at least once in the current or previous 3 weeks, then all Binary Volume from your Pay Leg is cleared and will not be carried forward.
- Strong Leg: If you are not paid as a
   Manager 1 or higher within the current
   and previous 7 weeks, all Binary Volume
   from your Strong Leg will be cleared and
   will not be carried forward.
- Binary Volume older than 52 weeks: Any
  Binary Volume that has yet to be cleared
  and is older than 52 weeks will be cleared
  unless you have been paid as a Leader 1
  or higher at least once in the current week
  or the previous 3 weeks.

#### **Career Path**

The Career Path contains Titles you may qualify for based on personal sales and team development. All Career Path requirements are based on the Enrollment Genealogy and a rolling 4-week qualification period.

#### **Career Title**

Your Career Title is the highest Title you have achieved in the Career Path.

#### **Carry-over Volume**

Binary Volume that has yet to be paid on and is eligible to carry forward is called Carry-over Volume. Please refer to Binary Volume Clearing for details on when Carry-over Volume may be cleared.

#### Commissionable Volume (CV)

All percentage-based bonuses are paid on Commissionable Volume. The Commissionable Volume is usually equal to the Sales Volume.

#### **Company Payout Cap**

Limbic Arc will payout a maximum of 50% of the total company Commissionable Volume each weekly period.

If the total payout from all weekly bonuses, pools, and promotions exceeds that maximum, a company payout cap will be applied to the Binary Bonus. In this case, all Binary Bonus earnings will be reduced by an equal percentage to ensure the total weekly payout does not exceed the maximum.

#### Compression

When an Affiliate is terminated, whether voluntarily or involuntarily, their Customers and personally enrolled Affiliates will be compressed to the terminated Affiliate's

Enroller in the Enrollment Genealogy. The Binary Genealogy does not compress.

#### Customer

A Customer is an individual using Limbic Arc products but does not have an Active Affiliate position and therefore is not eligible to participate in the Sales Compensation Plan. Customers do not hold a position in the Enrollment Genealogy or Binary Genealogy. They are on the same level as their Enroller.

#### Downline

All the Affiliates below you in your Enrollment Genealogy or Binary Genealogy are in your Downline. Unless otherwise specified, "Downline" typically refers to your Downline in the Enrollment Genealogy.

#### Downline Volume (DV)

The total Sales Volume from subscriptions purchased by you, your Customers, and all the Affiliates (and their Customers) in your Enrollment Genealogy. For Career Path qualifications, Downline Volume is based on a rolling 4-week period.

#### **Enroller**

You are considered the Enroller of the Customers and Affiliates you introduce to the company. Additionally, when an Affiliate directly below you is terminated, their Customers and personally enrolled Affiliates are compressed to you, making you the new Enroller of those individuals.

# **Glossary**

#### **Enrollment Genealogy**

The line of Affiliates consecutively linked through Enrollment, directly below you in your Downline.

#### Generation

Affiliates with a Paid-as Title of Manager 3 or higher in your Enrollment Genealogy are a Generation.

#### **Leadership Check Match Cap**

The Leadership Check Match bonus will pay up to 7% of the total company Commissionable Volume every week. If the bonus exceeds that amount, all Leadership Check Match earnings will be reduced by an equal percentage. The Paid-as Title maximum match will be applied before calculating and applying the overall bonus cap.

#### **Leader Points**

Leader Points are accumulated from a rolling 52-week period (current week plus previous 51 weeks) and can be earned for various accomplishments, including:

- Developing a new 1st Generation Manager
   3: 100 points
- Developing a new 1st Generation Director
   3:100 points
- · Advancing in Career Title: 100 points
- Additional opportunities may be released on occasion

#### Leg

A leg begins with an Affiliate directly below you and includes all the Affiliates below them. In your Binary Genealogy, you can have up to two legs. In your Enrollment Genealogy, you can have an unlimited number of legs.

#### Leg Volume

The Sales Volume from subscriptions purchased by Affiliates and their Customers in a particular leg in your Enrollment Genealogy. For Career Path qualifications, this is based on a rolling 4-week period.

#### Level

The location an Affiliate has in your Downline in relation to you. All the Affiliates directly below you are your Level 1. Affiliates directly below your Level 1 are your Level 2, and so on.

#### Maximum Volume Rule (MVR)

For Career Path qualifications, your Personal Customer Volume and the Leg Volume from each leg may contribute up to a specific amount of Downline Volume towards your Title qualification. Volume above the Maximum Volume Rule is not removed but is not counted towards your qualification.

#### **New 1st Generation Director 3**

When a 1st Generation advances to Director 3 from a lower Career Title, they are a new 1st Generation Director 3.100 Leader Points are awarded each time you develop a new 1st Generation Director 3.

#### **New 1st Generation Manager 3**

When an Affiliate in your Enrollment Genealogy advances to Manager 3 from a lower Career Title, and there are no other Paid-as Manager 3s (or higher Title) between you and that individual, they are a new 1st Generation Manager 3. 100 Leader Points are awarded each time you develop a new 1st Generation Manager 3.

#### **Outside Volume (OV)**

The amount of Sales Volume outside your two largest Downline Volume sources, such as your Personal Customer Volume or the Leg Volume from each Enrollment Genealogy leg. Your 2 largest volume sources are the two with the highest Sales Volume. For Career Path qualifications, this is based on a rolling 4-week period.

#### Paid-as Title

Your Paid-as Title is the Career Path Title for which you qualify each week and may be the same as or lower than your Career Title. This determines many of your bonuses.

#### Pay Leg

The Binary leg with the least amount of Binary Volume is your Pay Leg and is the leg on whose volume you are paid a Binary Bonus.

#### **Payout Frequency**

All bonuses and pools are paid weekly.

#### Period

A period is the time frame in which your qualifications and payouts are calculated. Volumes used in the Career Path are based on a rolling 4-week period. All payouts are paid weekly. The weekly period begins each Saturday at midnight and ends on Friday at 11:59 p.m. MT.

#### Personal Customer Volume (PCV)

Personal Customer Volume is the Sales Volume from your Customers' subscriptions and your personal subscriptions. For purposes of the Career Path (Maximum Volume Rule and Outside Volume), this is based on a rolling 4-week period.

### Personal Customer Volume 4-week Set (PCV-4)

Each Affiliate has a set 4-week Personal Customer Volume used by the Personal Customer Commission. In this case, the Personal Customer Volume is accumulated through the 4 weeks, and at the end of the 4th week, it is reset to 0 and will begin accumulating again for the next 4-week period. An Affiliate's enrollment week plus the following four weeks is the first 4-week set. Please note that this 4-week set is different from a rolling 4-week period.

# **Glossary**

#### Personally Enrolled Volume (PEV)

Personally Enrolled Volume is the Sales Volume from the subscriptions purchased by your Customers and your Level 1 Affiliates. It does not include your own subscriptions. For Career Path qualifications, this is based on a rolling 4-week period.

#### Rollup

When an Affiliate has 0 Personally Enrolled Volume, Level Bonuses from their Downline will roll up to the next Affiliate with Personally Enrolled Volume above 0.

#### Rolling 4-week Period

The volumes used by the Career Path are based on a rolling 4-week period. A Rolling 4-week period includes the current week plus the previous 3 weeks. Each new week is added, and the oldest week is dropped off.

#### Sales Volume

Sales Volume, sometimes referred to as "volume", is associated with a paid subscription and is used for qualification purposes. 1 point of Sales Volume = US\$1.00.

#### Strong Leg

Your Strong Leg is your Binary leg with the highest amount of Binary Volume. When you are paid a Binary Bonus, the volume you are paid on in your Pay Leg is also removed

from your Strong Leg. Any remaining Binary Volume in your Strong Leg may become Carry-over Volume, subject to the rules of Binary Volume Clearing.

#### Subscription

Both Customers and Affiliates may purchase subscriptions. Subscriptions have a Sales Volume and Commissionable Volume equal to the price paid (excluding applicable taxes) unless otherwise noted.

Affiliates must have a personal subscription to be paid at any Title higher than Affiliate and to earn any payouts.\*

\*Affiliates in the United States are not required to have a personal subscription.

#### Upline

Your Upline is the Affiliates above you in the Enrollment Genealogy or Binary Genealogy. You are the Upline to the Affiliates in your Enrollment Genealogy Downline and Binary Genealogy Downline.

