



Welcome

TO THE ISAGENIX TEAM COMPENSATION PLAN

If you're new to Isagenix, welcome!

Isagenix means a lot of things to its hundreds of thousands of Customers and Associates around the world. Many depend on our all-natural, high quality products to reach their health and wellness goals. Others count on Isagenix to provide income for their families. The Isagenix Team Compensation Plan was established on sound financial principles and built to last. The core compensation plan is the same around the world — that means the way Associates achieve Active Status, Consultant Status, Product Introduction Bonuses, and Cycles are the same. Depending on which market business is conducted, Associates follow one of two bonus structures: Traditional or Generational. Both are equally generous and provide substantial income-earning potential. Why two bonus structures? Much like we tailor our products and marketing for each region we serve, we tailor our bonus structures to comply with local regulations and meet specific cultural needs in order to remain both customary and competitive. This document will give Associates an overview of our business, plus details surrounding the Team Compensation Plan with the Traditional Bonus Structure. The plan is broken into key sections:

- Getting Started
- Rank Qualifications and Benefits
- Special Features
- Glossary of Terms

Since 2002, Isagenix has helped hundreds of thousands of people earn extra money. Thousands of our Associates have earned more than US\$100,000 and hundreds more have been paid more than US\$1,000,000! Please keep in mind that an Associate's individual results and success will be determined by many factors, including their personal effort, time commitment, social and sales skills, and their sphere of influence. Isagenix cannot guarantee any level of earnings. Even Associates who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success.

We recommend everyone at Isagenix begin by using the products. At any time, you can choose to open a Customer or Associate account and enjoy up to 25% off retail prices. See below for ways to get started using the products:

MEMBER TYPE	ELIGIBLE FOR AUTOSHIP	ANNUAL MEMBERSHIP FEE	PRICING
ASSOCIATE	Yes	¥3,000	25% off Retail
CUSTOMER	Yes	N/A	25% off Retail
RETAIL	No	N/A	Retail

The specific market values are calculated using the Foreign Exchange Multiplier. To calculate your market's equivalent, simply multiply the U.S. amount shown by the applicable Foreign Exchange Multiplier for that specific market. This value is subject to change every quarter based on published exchange rates and will be valid for the following quarter.

ISAGENIX

Getting Started

Overview

The Isagenix Team Compensation Plan encourages people to work together to accomplish their financial goals. Upon enrollment, Members are assigned a unique place in their Enrolling Sponsor's marketing organization, which is composed of two sales teams or "legs." An Associate's compensation is derived from product purchases by people in his or her marketing organization. As an Associate's marketing organization grows and more product sales are made, the earning opportunity increases.

Ranks

There are five ranks that an Isagenix Associate can achieve:

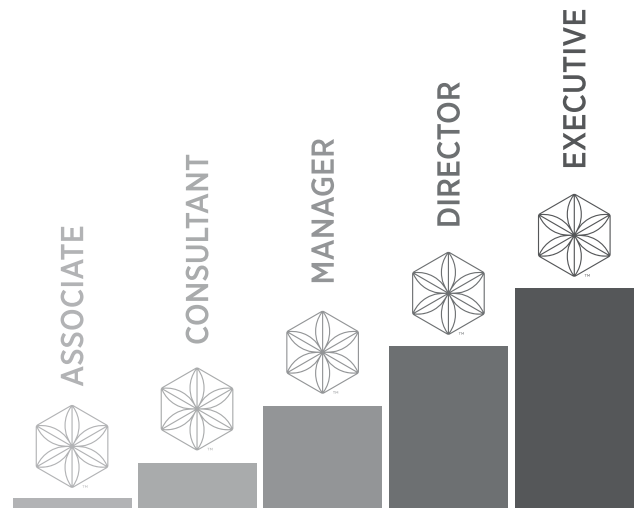
- Associate
- Consultant
- Manager
- Director
- Executive

Each rank comes with certain benefits and privileges.

Ways to Earn

Isagenix offers Associates several ways to earn money:

- Retail Profits
- Retail Direct Profits
- Product Introduction Bonuses
- Team Bonuses - known as Cycles
- Executive Matching Team Bonuses
- Special incentives and promotions



How Compensation Is Paid

When you join as an Associate or convert from a Customer to Associate you will have the option to set up your commission to be paid by direct deposit. Isagenix pays weekly, every Monday based on US Eastern Standard Time — one week in arrears. Note: Any Associate earning compensation of less than \$10 will have payment held until compensation totals are \$10 or more.

Rank Qualifications And Benefits

Associate

Any person who desires to participate in the Compensation Plan can apply to become an Isagenix Independent Associate by completing the Associate application process at the time of enrollment or by simply logging into your Customer account and following the steps provided. If you are not a Customer, contact an Isagenix Independent Associate for help in establishing an Associate account.

Associates enjoy the same pricing options as Customers but receive a personal website where their own Retail Direct Customers can purchase products. Associates also have access to special promotions, training, and support materials. Once you become an Associate, you are eligible to earn income.

To fully understand the Isagenix Team Compensation Plan, you'll need to know these terms:

BUSINESS VOLUME (BV) – A point value is assigned to each Commissionable Product used to calculate commissions.

PERSONAL VOLUME (PV) – A category of Business Volume. It is the combined volume of two things:

1. An Associate's orders purchased directly from Isagenix (whether personally consumed or resold in person to Retail Customers)
2. Orders purchased through the Associate's Isagenix personal website

GROUP VOLUME (GV) – The total Business Volume (BV) that accumulates in an Associate's Left or Right Sales Teams. Group Volume is another category of Business Volume.

PAID-AS RANK – The rank that an Associate qualifies for on a given day based on the Associate's PV and/or his or her Personally Enrolled Associates' BV, his or her rank, and the number of Personally Enrolled Associates.

Remember

Personal Volume
+ Business Volume

Group Volume

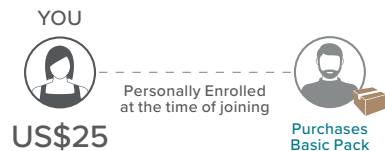
Now let's look at the ways you can earn money as an Isagenix Associate: retail profits, retail direct profits and Product Introduction Bonuses.

RETAIL PROFITS – Associates can order products directly from Isagenix at discounted prices and resell the products in person to their Retail Customers. The difference between the Associate's cost of goods sold and the selling price is referred to as the Associate's Retail Profits. The Business Volume (BV) from any products an Associate orders for retail sales is treated as Personal Volume (PV). Only local, OTG (On-The-Ground), products are eligible for a retail profit.

RETAIL DIRECT PROFITS – To earn Retail Direct Profits, Associates can refer customers to their own personal Isagenix website to order products directly from Isagenix. We call these customers Retail Direct Customers. Retail Direct Profits are paid weekly and are calculated by subtracting the wholesale price and an administration fee from the retail price listed on the website. The Business Volume (BV) from any Retail Direct Sales is treated as Personal Volume (PV) and can help keep an Associate active. Only local, OTG (On-The-Ground), products are eligible for a retail direct profit.

PRODUCT INTRODUCTION BONUSES (PIB) – Associates can earn a bonus when they add a new Member to Isagenix. The new person must purchase a qualifying pack. PIB bonuses vary depending on the product pack or system purchased by the new Member.

DOUBLE PRODUCT INTRODUCTION BONUSES (DPIB)* – Associates can earn a promotional bonus when have two or more new Members join Isagenix and purchasing a qualifying pack during the same commission week. Limit one double PIB per new Member enrolled.



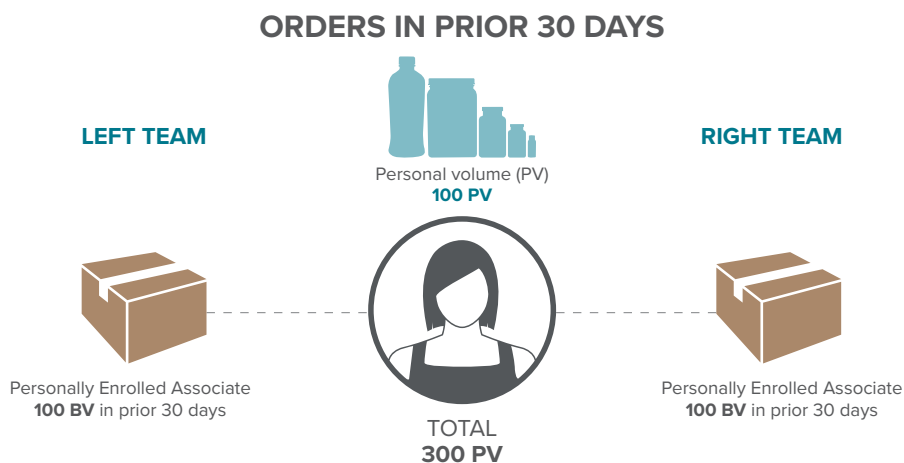
Active Status

To receive compensation beyond Retail Profits, Retail Direct Profits, and PIBs, the Member must be an Associate and maintain Active Status. Achieving Active Status happens when an Associate obtains at least 100 Personal Volume (PV) in the prior 30 days. An Associate's Active Status is assigned each day based on meeting the qualification requirements.



Consultant

When you're personally sharing products on both of your sales teams, left and right, you are eligible to become a Consultant. Become a Consultant by accumulating 100 PV and maintaining a minimum of 100 BV from one Active Personally Enrolled Associate on each of your Left and Right Sales Teams within the prior 30 days, as illustrated below:

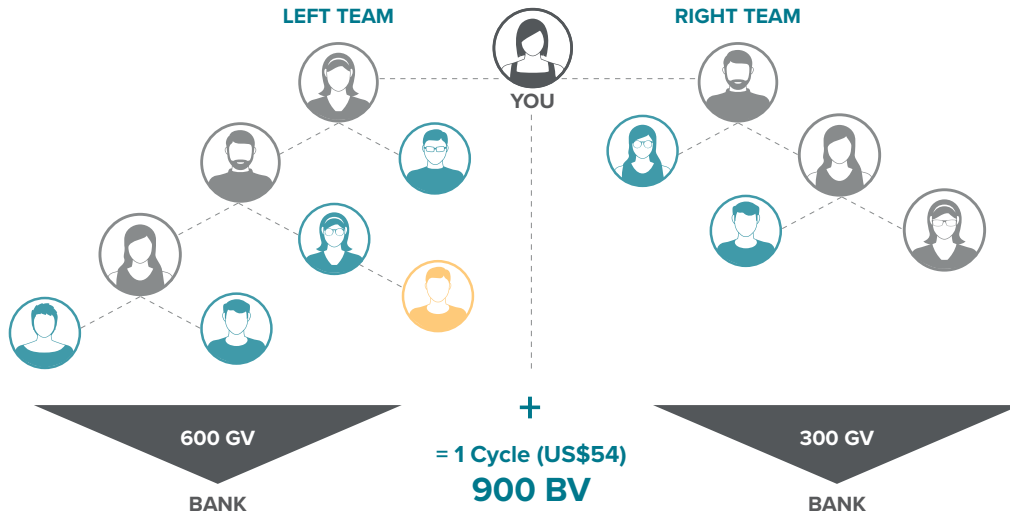


For achieving this milestone and qualifying as Consultant for the first time, Isagenix rewards you with a US\$50 Rank Advancement Bonus.* You can also earn US\$100 on each Personally Enrolled Associate (for up to 20 Personally Enrolled Associates) you help advance to Consultant. This is called the **CONSULTANT DEVELOPMENT BONUS***. In addition to the ways you can earn money as an Associate, Consultants unlock another way to earn. This is where your Team Bonuses (or Cycles) come in!

*Double Product Introduction Bonuses, Rank Advancement Bonuses and Consultant Development Bonuses are promotional incentives that are available at the time of publication; they are not considered a direct component of the Compensation Plan and may be changed, modified, or discontinued by Isagenix at any time.

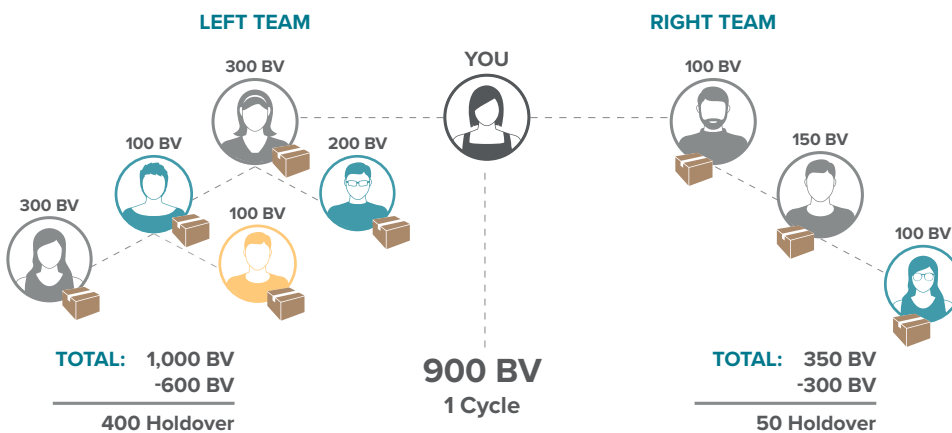
What Does a Team Bonus (Cycle) Look Like?

Visualize your organization with a bank account below each of your Left and Right Sales Teams. As sales occur anywhere in your marketing organization, whether you personally enrolled those people or not, BV accumulates in each of these bank accounts. Every time you, as a Paid-As Consultant, accumulate a total of at least 600 BV on one side and 300 BV on the other side, you earn one Cycle, which equates to about US\$54/CA\$60.



As an example of how it works, let's say you've accumulated 1,000 BV on your Left Sales Team and 250 BV on your Right Sales Team, and a new order of 100 BV comes in from your Right Sales Team, so now you have 350 BV on the right. Because you accumulated at least 600 BV on your left and at least 300 BV on your right, a Cycle occurs.

Once this happens, the 600 BV and 300 BV are deducted, leaving you with something we call "holdover volume" of 400 BV on the left and 50 BV on the right:



No. 1 Thing to Remember
The real power of the Compensation Plan comes from building a team of Associates selling Isagenix products. Your goal should be to identify, train, and support others in sharing the products with as many Customers as possible.

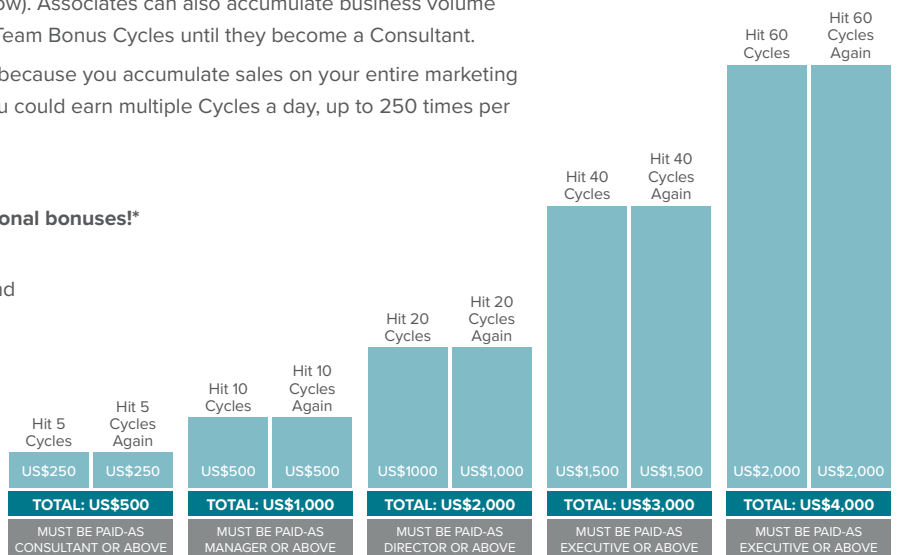
This holdover volume will continue to accumulate as long as you remain an active Paid-As Consultant or until you experience a MegaCycle (explained below). Associates can also accumulate business volume by staying active, but they aren't eligible to earn Team Bonus Cycles until they become a Consultant.

Cycles are calculated daily and paid weekly, and because you accumulate sales on your entire marketing organization no matter how deep it may grow, you could earn multiple Cycles a day, up to 250 times per commission week.

Grow your Cycles to achieve additional promotional bonuses!*

If you meet specific Cycle milestones in the same commission week for the first and second time and qualified as a Paid-As Consultant the week prior, you are eligible for a Cycle Bonus as follows:

- 5-Cycle Bonus - US\$500**
- 10-Cycle Bonus - US\$1,000**
- 20-Cycle Bonus - US\$2,000**
- 40-Cycle Bonus - US\$3,000**
- 60-Cycle Bonus - US\$4,000**



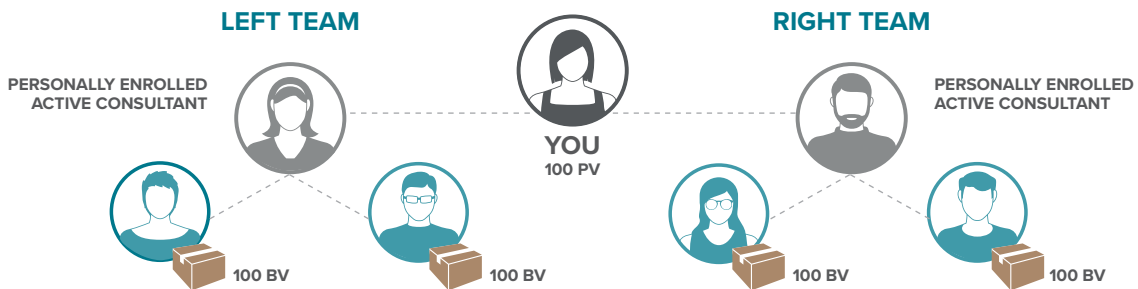
*Cycle Bonuses are a promotional incentives that are available at the time of publication; they are not considered a direct component of the Compensation Plan and may be changed, modified, or discontinued by Isagenix at any time.

**Bonuses are paid in two installments, 50% the first time you achieve the number of cycles and the other 50% the second time.

Manager

You can qualify for Manager by being a Paid-As Consultant with at least two Personally Enrolled Associates who are Paid-As Consultants at the same time within the prior 30 days. It comes down to you sharing the products with others who end up doing the same.

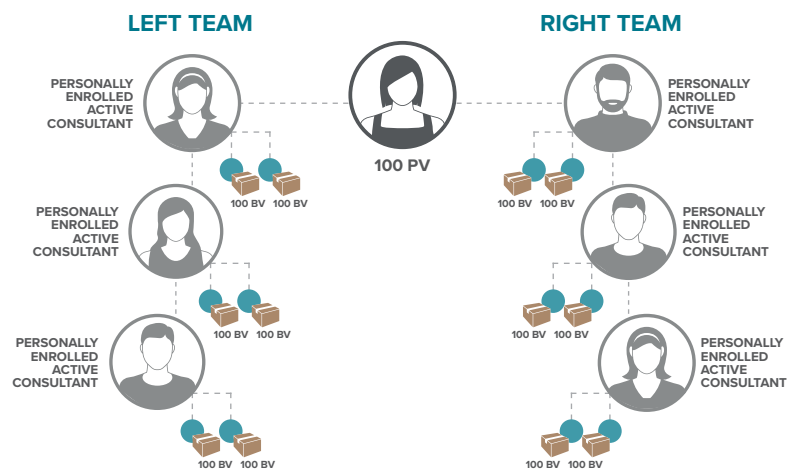
Crystal Manager Bonus* – If you become a Manager within 60 days of becoming an Associate, you can become a Crystal Manager and earn a US\$250 Crystal Manager promotional bonus.



Director

You can qualify for Director by being a Paid-As Consultant with at least six Personally Enrolled Associates who are Paid-As Consultants at the same time within the prior 30 days.

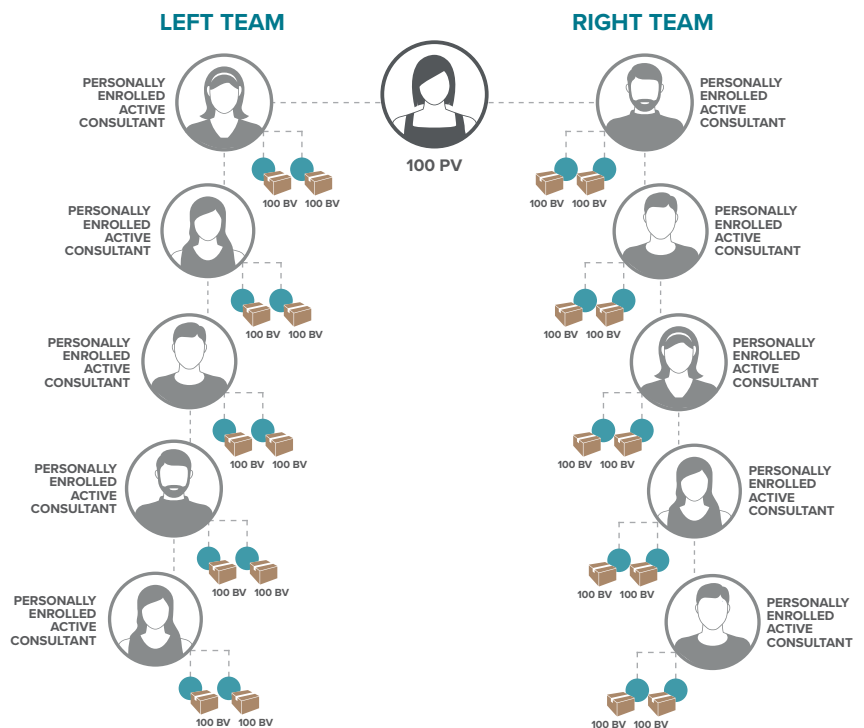
Crystal Director Bonus* – If you become a Director within 120 days of becoming an Associate, you can become Crystal Director and earn a US\$750 Crystal Director promotional bonus.



Executive

You can qualify for Executive by being active with at least 10 Personally Enrolled Associates who are Paid-As Consultants (at least five on each of your Left and Right Sales Teams) at the same time within the prior 30 days.

Crystal Executive Bonus* – If you become an Executive within 180 days of becoming an Associate, you can become Crystal Executive and earn a US\$1,000 Crystal Executive promotional bonus.

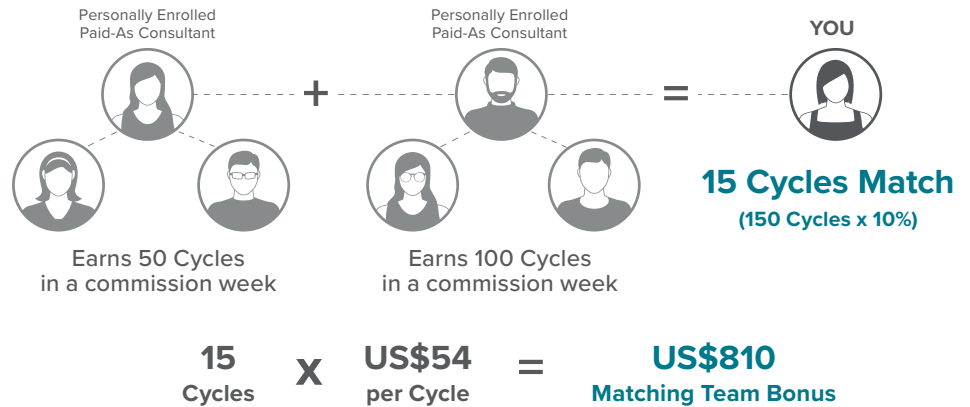


*Crystal bonuses are a promotional incentive that are available at the time of publication; they are not considered a direct component of the Compensation Plan and may be changed, modified, or discontinued by Isagenix at any time. Time calculations begin on the date you enroll as an Associate.

Executive Matching Team Bonus

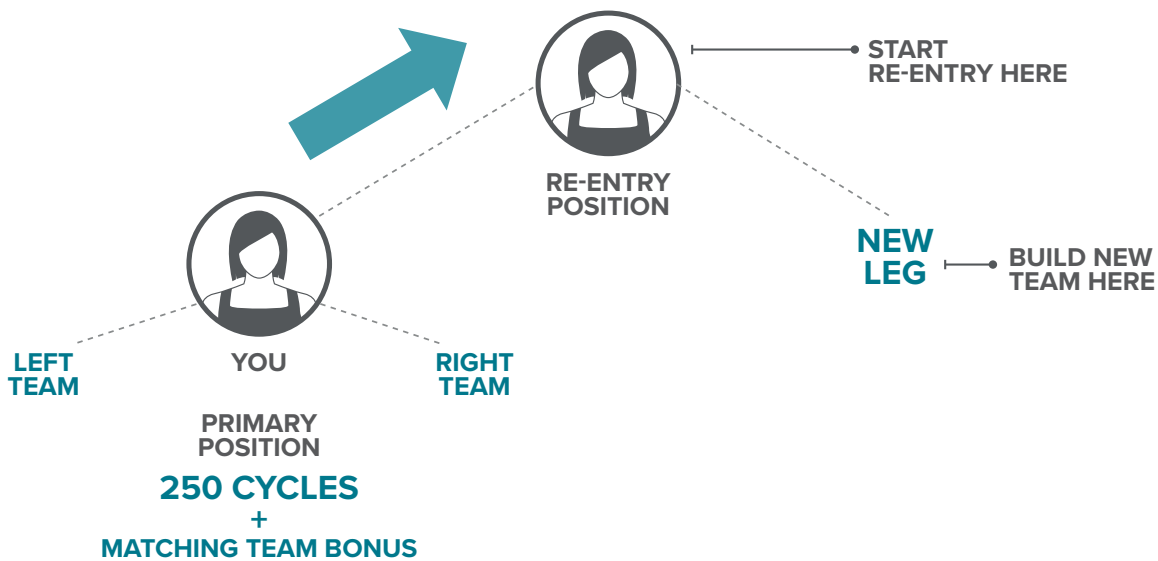
Once you are qualified as an Executive, you are recognized as a leader with Isagenix. In addition to all other benefits, Paid-As Executives are entitled to a 10 percent Matching Team Bonus on their Personally Enrolled Paid-As Consultants and above. This means you could earn up to 500 Cycles per Business Center per Commission Week – 250 Team Bonus Cycles plus up to 250 in Matching Team Bonuses. (No more than 25 Matching Team Bonus Cycles per commission week per Personally Enrolled Consultant and above.)

EXAMPLE - One of your Personally Enrolled Consultants earns 100 Cycles in one commission week and another one earns 50 Cycles in the same commission week, you could earn 15 Cycles (10 percent of your PEC's 150 Cycles) more that week through the Matching Team Bonus. Assuming each Cycle is worth US\$54, that's an extra US\$810 in Matching Team Bonuses for that week alone!



Re-Entries

Paid-as Executives for three consecutive months, whose team has produced an average of 225 cycles within thirteen weeks, may apply for a re-entry position. The first re-entry position would be located immediately above the Executive's existing Position (Primary Position). (Subsequent re-entry positions would be located immediately above the most recent re-entry position, which in turn would become the Primary Position.) If the re-entry position is approved, the Primary Position becomes one side of the Executive's Sales Team (i.e., Major Volume Sales Team). This means an Executive can leverage the volume from the Primary Position as one leg of the new re-entry position. The qualifications for advancement of any new re-entry position are the same as for any other new Position. Re-Entry provides a way to continue to grow, build, and even benefit from all of the growth milestones, promotions, and incentives. (For more information, refer to the Request for Re-Entry Position form.)



Platinum

Another perk of becoming an Executive who qualifies for a re-entry position is that you are awarded the recognition rank we call Platinum. Platinum is the top recognition rank! Platinum status comes with additional perks and benefits outside of the Compensation Plan!

Recognition Programs

Isagenix believes in recognizing Associates and leaders for their achievements. As you advance in rank, you are awarded a pin to commemorate each of your achievements and milestones.

Once qualified as a Consultant, you can qualify for additional recognition through our Silver Circle program.

SILVER CIRCLE – The Silver Circle program recognizes Paid-As Consultants through Directors for achieving new milestones in the Compensation Plan.

HERE'S HOW IT WORKS:

1-STAR SILVER CIRCLE	10-19 CYCLES
2-STAR SILVER CIRCLE	20-39 CYCLES
3-STAR SILVER CIRCLE	40-59 CYCLES
4-STAR SILVER CIRCLE	60-99 CYCLES
5-STAR SILVER CIRCLE	100-149 CYCLES
6-STAR SILVER CIRCLE	150-199 CYCLES
7-STAR SILVER CIRCLE	200-249 CYCLES
8-STAR SILVER CIRCLE	250 CYCLES

Once qualified as an Executive, you can

qualify for additional recognition through our Golden Circle program.

GOLDEN CIRCLE – The Golden Circle program recognizes Paid-As Executives for achieving new milestones in the Compensation Plan.

HERE'S HOW IT WORKS:

1-STAR GOLDEN CIRCLE	10-19 CYCLES
2-STAR GOLDEN CIRCLE	20-39 CYCLES
3-STAR GOLDEN CIRCLE	40-59 CYCLES
4-STAR GOLDEN CIRCLE	60-99 CYCLES
5-STAR GOLDEN CIRCLE	100-149 CYCLES
6-STAR GOLDEN CIRCLE	150-199 CYCLES
7-STAR GOLDEN CIRCLE	200-249 CYCLES
8-STAR GOLDEN CIRCLE	250 CYCLES

Note: For recognition purposes, Isagenix counts various income-generating activities and calculates an equivalent value to determine overall weekly Cycles. These various activities are converted to an equivalent Cycle value in the commission week they are earned and added to Team Bonus and Matching Team Bonus Cycles for that commission week.

Once qualified as a Platinum, you can qualify

for additional recognition through our Platinum program.

PLATINUM – Paid-As Executives who qualify for a re-entry position are automatically moved to Platinum level.

HERE'S HOW IT WORKS:

7-STAR PLATINUM	200-249 CYCLES
8-STAR PLATINUM	250-299 CYCLES
9-STAR PLATINUM	300-349 CYCLES
10-STAR PLATINUM	350-399 CYCLES
11-STAR PLATINUM	400-449 CYCLES
12-STAR PLATINUM	450-499 CYCLES
13-STAR PLATINUM	500-549 CYCLES
14-STAR PLATINUM	550-599 CYCLES
15-STAR PLATINUM	600-649 CYCLES
16-STAR PLATINUM	650-699 CYCLES
17-STAR PLATINUM	700-749 CYCLES
18-STAR PLATINUM	750-799 CYCLES
19-STAR PLATINUM	800-849 CYCLES
20-STAR PLATINUM	850-899 CYCLES
21-STAR PLATINUM	900-949 CYCLES
22-STAR PLATINUM	950-999 CYCLES
23-STAR PLATINUM	1,000-1,049 CYCLES
24-STAR PLATINUM	1,050-1,099 CYCLES

STAR EXECUTIVE – Our Star Executive program recognizes Executives who help their Personally Enrolled Associates become Executives.

Special Features of the Isagenix Compensation Plan

International Markets

Associates in good standing may request approval to participate in markets (outside their home region) where Isagenix is legally registered to operate and is officially open for business. To apply, Associates simply complete and submit an International Sponsorship Application and Agreement along with an Annual Regional Associate Fee, where applicable. This fee is in addition to your Associate application and includes additional services and training in your Associate Support System and personalized website. As an International Sponsor, you become eligible to earn commissions in international regions. Those approved active Paid-As Consultants and above can earn on group volume generated by Associates on their Sales Teams who live outside of their home country. (Restrictions and limitations apply. Refer to IsagenixBusiness.com for additional details.)

FOREIGN EXCHANGE POLICY

Isagenix develops a Commissions Multiplier based on the source of volume from each country where the Associate is conducting business. The new Commissions Multiplier will be a weighted average that is unique to the amount of volume coming from each country and will be used as the multiplier for their commissions. The new Commissions Multiplier will be calculated and updated each quarter and will apply to any Associate with at least 10 percent or more of their volume originating from outside of their home country.

Autoship Program

This is a program of convenience where a preselected order is shipped each month. Autoship orders provide additional savings and convenience to Members.

MegaCycle

A MegaCycle occurs at the end of any day that a minimum of 100 Cycles has been accumulated since the Associate's (1) enrollment date or (2) last MegaCycle. To provide stability to the Compensation Plan, Isagenix will hold over up to 150,000 GV in the Major Volume Sales Team and all remaining GV in your Minor Volume Sales Team toward earning your next Team Bonus. Any GV above the 150,000 GV from your Major Volume Sales Team is removed.

Grace Period

For the purpose of calculating the Team Bonuses, a five-day grace period is added to the prior 30 days requirement in determining active status.

Weekly Pay

Weekly pay is a noteworthy feature of the Isagenix Team Compensation Plan. A commission week begins at 12 a.m. Mondays (ET) and runs through 11:59 p.m. (ET) of the following Sunday. The earned compensation is paid to Associates Tuesday of the following week (effectively one week in arrears).

Nonactive Associates

Associates who are not active with 100 PV will not accumulate any GV and will have any holdover volume reset to zero.

Consultant Maintenance

If you are active but fail to stay qualified as a Paid-As Consultant, you will hold existing GV and continue to accumulate both additional GV and your own PV that is more than 100.

Excess Volume

Personal Volume (PV) over the 100 used in the prior 30 days to meet the active requirement will be accumulated in an Associate's Minor Volume Sales Team at the time the Associate places an order.

Personal Volume Holding (PVH)

Personal Volume (PV) over 100 that is held until an Associate becomes a Consultant. Once Consultant status is achieved, PVH is applied to the Minor Volume Sales Team.

Glossary Of Terms

ACTIVE – For purposes of the Compensation Plan, an Associate is considered active on a specific day if he/she has obtained at least 100 PV in the prior 30 days.

ACTIVE RANK – Used primarily for promotions and contests. An Associate's active rank is based on their Paid-As rank on any given day in a commission week.

ASSOCIATE – An independent contractor who has met and continues to meet the eligibility requirements set forth in the Isagenix Independent Associate Application and Agreement including the Isagenix Policies and Procedures, and the Compensation Plan. Associate is also the first rank of the Compensation Plan. The term "Associate(s)" by itself generally refers to all Associates regardless of rank, unless the context indicates that the rank of Associate is the intended meaning.

ASSOCIATE SUPPORT SYSTEM – The online support system available to each Isagenix Associate at enrollment. It includes an Isagenix Associate website where an Associate's Retail Direct Customers may purchase Isagenix products at the retail price and where an Associate may enroll new Customers and Associates. It also includes access to the Back Office and training materials.

AUTOSHIP – An optional program of convenience permitting preselected, preauthorized orders to be automatically shipped on a selected date each month. The Autoship program provides additional savings and convenience to Members who elect to participate.

BUSINESS-BUILDING ACTIVITY – Enrolling a new Customer or Associate, receiving a compensation payment, advancing in rank, or participating in or completing other business-related activities as may be designated by Isagenix.

BUSINESS CENTER – A Position on the Team Placement Tree that is eligible to generate income. It tracks placement and the group volume of Sales Teams.

BUSINESS VOLUME (BV) – A point value assigned to each Commissionable Product.

COMMISSION WEEK – From 12 a.m. (ET) Monday to the following Sunday night at 11:59 p.m. (ET).

COMMISSIONABLE PRODUCT – Consumable Isagenix products that have a point value assigned to them as a means for calculating commissions and bonuses payable to Associates.

COMPENSATION – The commissions, bonuses, and other consideration received by an Associate under the Compensation Plan or through other incentives or promotions implemented by Isagenix for the sale of products. Compensation is calculated daily and paid weekly, one week in arrears.

CONSULTANT – The second rank of the Compensation Plan.

CRYSTAL MANAGER – When a Member has two personally enrolled Consultants within 60 days of becoming an Associate.

CRYSTAL DIRECTOR – When a Member has six personally enrolled Consultants within 120 days of becoming an Associate.

CRYSTAL EXECUTIVE – When a Member has 10 personally enrolled Consultants (five on the right team, five on the left team) within 180 days of becoming an Associate.

CYCLE – See Team Bonus.

DAY – From midnight to 11:59 p.m. (ET).

DIRECTOR – The fourth rank of the Compensation Plan.

ENROLLING SPONSOR – The person who is credited for personally enrolling an Associate or Customer.

EXCESS VOLUME – PV over the 100 used in the prior 30 days to meet the active requirement will be accumulated in an Associate's Minor Volume Sales Team at the time the Associate places an order.

EXECUTIVE – The fifth rank of the Compensation Plan.

EXECUTIVE MATCHING TEAM BONUS – A bonus of 10 percent of the weekly Team Bonuses of an active Paid-As Executive's Personally Enrolled Paid-As Consultants and above. The bonus is limited to no more than 25 Cycles per Personally Enrolled Paid-As Consultant and a maximum of 250 matching Team Cycles per week.

GRACE PERIOD – A five-day grace period is added to 30 days in determining active status, totaling 35 days.

GROUP VOLUME (GV) – The total BV that accumulates in an Associate's Left and Right Sales Teams combined.

HOLDOVER VOLUME – Unpaid GV in each of an Associates, two Sales Teams that can accumulate toward the next earned Team Bonus.

HOME REGION – The Isagenix region that includes the country or territory where the Associate resides at the time of enrollment. An Associate may enroll new Members in the Associate's home region without applying for or receiving approval as an International Sponsor.

INTERNATIONAL SPONSOR – An Associate who has been approved to enroll Associates and Customers in Regions other than the enrolling Associate's home region and may qualify to earn compensation for product sales in such other region(s).

INTERNATIONAL SPONSORSHIP APPLICATION AND AGREEMENT – The application and agreement that an Associate must properly complete, execute, and submit to Isagenix as one of the prerequisites to becoming an International Sponsor.

MAJOR VOLUME SALES TEAM – The Sales Team holding the most unpaid group volume at any given time.

MANAGER – The third rank of the Compensation Plan.

MARKETING ORGANIZATION – Customers and Associates who are situated below a given Associate in the Associate's Team Placement Tree and from whose product purchases the Associate's compensation is derived.

MEGACYCLE – See body of the Compensation Plan.

MEMBER – Includes Customers and Associates who have created an account with Isagenix.

MINOR VOLUME SALES TEAM – The Sales Team holding the least unpaid group volume at any given time.

PAID-AS RANK – The rank that an Associate's PV and Personally Enrolled Associates' volume that qualify him/her on a given day within a commission week.

PERSONAL VOLUME (PV) – The combined business volume of (1) an Associate's personal orders purchased directly from Isagenix (whether personally consumed or resold to Retail Customers) and (2) orders purchased by the Associate's Retail Direct Customers (ordering through the Associate's personal website).

PERSONAL VOLUME HOLDING (PVH) – PV over 100 that is held until an Associate becomes a Consultant. Once Consultant status is achieved, PVH is applied to the Minor Volume Sales Team.

Glossary Of Terms

PERSONALLY ENROLLED ASSOCIATE – An Associate whom another Associate has personally enrolled in Isagenix and for whom he/she is registered as the Enrolling Sponsor.

PERSONALLY ENROLLED CUSTOMER – A Customer whom an Associate has personally enrolled in Isagenix and for whom he/she is registered as the Enrolling Sponsor.

PERSONALLY ENROLLED MEMBER – A Member whom an Associate has personally enrolled in Isagenix and for whom he/she is registered as the Enrolling Sponsor. Includes all Personally Enrolled Customers and Associates.

PLACEMENT SPONSOR – The Sponsor whom a new Member is placed directly under in the Team Placement Tree. The Placement Sponsor can also be the Enrolling Sponsor.

POSITION – Is (1) the Business Center held by an Associate or (2) the placement location of Customers and Associates in the Enrolling Sponsor's Team Placement Tree.

PRODUCT INTRODUCTION BONUS (PIB) – Associates are eligible to earn a one-time Product Introduction Bonus (PIB) whenever a Personally Enrolled Member purchases an optional PIB Pack from Isagenix directly at the time they enroll.

QUALIFYING VOLUME – A point value assigned to Commissionable Products that is used to determine an Associate's active status.

RANK(S) – The title or status an Associate has achieved within the Compensation Plan. The six paid ranks are Associate, Consultant, Manager, Director, Executives, and Platinum.

RANK ADVANCEMENT BONUSES – A promotion available from time to time in certain markets at the discretion of Isagenix. Associates may earn Rank Advancement Bonuses for achieving certain ranks or Cycle levels. Some Rank Advancement Bonuses are linked to specific time frames. (See IsagenixBusiness.com, or contact Isagenix for further details.)

RECOGNITION RANK – The highest rank in which an Associate has qualified within the Compensation Plan.

REGION – A country or a group of countries designated by Isagenix for purposes of distinguishing geographical areas of the world where an Associate may sponsor new Associates and Customers.

RETAIL CUSTOMER – A person who orders Isagenix products from Isagenix at the suggested retail prices through an Associate's personal website. Retail Direct Customers are not Members.

RETAIL DIRECT PROFITS – The profit an Associate earns from sales to their Retail Direct Customers. An Associate does not need to be active to earn retail direct profits.

RETAIL PROFITS – The profit an Associate earns from sales to their Retail Customers. An Associate does not need to be active to earn retail profits.

TEAM BONUSES (CYCLES) – When an active Consultant or above accumulates 900 points in group volume and at least 300 of those points came from the Minor Volume Sales Team and 600 points came from the Major Volume Sales Team, the Associate earns a Team Bonus. A Team Bonus is also referred to as a Cycle. An Associate can earn multiple Cycles on any given day.

TEAM PLACEMENT TREE – An Associate's marketing organization (Right and Left Sales Teams) in which newly enrolled Customers and Associates are placed. See the Compensation Plan for additional information.

WEEK – From 12 a.m. (ET) Monday to the following Sunday at 11:59 p.m. (ET).

WHOLESALE OR WHOLESALE PRICE/PRICING – Prices established by Isagenix that are less than a product's suggested retail price.