



# TEAM COMPENSATION PLAN



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 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 of Independent Associates, refer to [IsagenixEarnings.com](https://www.isagenix.com/earnings).

# EVERYONE STARTS AS A CUSTOMER



## RETAIL CUSTOMERS

Buy from an Associate at suggested retail pricing

## CUSTOMERS\*

Buy direct from Isagenix at discounted pricing

## PREFERRED CUSTOMERS

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

\*Includes Preferred Customers.

ISAGENIX<sup>®</sup>

# NEW MEMBER DISCOUNT TYPES



MEMBER TYPE	VALUE	WITH AUTOSHIP	ANNUAL MEMBERSHIP FEE	PRICING <sup>^</sup>	ELIGIBLE FOR AUTOSHIP REWARDS (UP TO \$75 IN FREE SHIPPING*)
PREFERRED CUSTOMER	BEST	YES	US/CA\$29	25% off RETAIL	YES
	BETTER	NO	US/CA\$39	25% off RETAIL	NO <sup>†</sup>
CUSTOMER	GOOD	YES or NO	US/CA\$0	10% off RETAIL	NO

\*Must have 125 BV in Autoship orders to qualify for Autoship Rewards benefits. Credit of up to US/CA\$25 may be applied to shipping cost of each of the Member's first three qualifying Autoship orders for a total available shipping credit of US/CAS\$75. Terms and conditions apply. See Autoship Rewards flyer for complete details.

<sup>†</sup>Preferred Customers without Autoship may elect to participate in the Autoship program at any time after enrolling but will not be refunded the US/CA\$10 difference in the Membership fee. In order to qualify for Autoship Rewards, the Preferred Customer must meet the requirements and qualifications within 34 days of the initial order.

<sup>^</sup>Percent pricing discounts are approximate.

# CUSTOMER BENEFITS



- Discounted pricing
- Access to Associate and company support
- Optional participation in Autoship Rewards
- The ability to earn Product Introduction Rewards coupons
- The ability to convert to Independent Associate
- The ability to accumulate BV on personally enrolled Customers and excess PV over 100 for up to 90 days

# STEPS TO BECOMING A CUSTOMER



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



**YOU**

# STEPS TO BECOMING AN ASSOCIATE



## Here's how....

Complete the Associate application in your Back Office

Watch the training video

Agree to the Associate terms and conditions

No purchase required

# ASSOCIATE BENEFITS



- Your own Associate website and Back Office
- Active Associates can accumulate group volume regardless of depth
- The ability to enroll Customers and Associates
- The ability to participate in the Isagenix Team Compensation Plan



# ASSOCIATE



- Your spot in the Team Placement Tree will be converted to a Retail Business Center



YOU

# KEY TERMS



**BV** = business volume

(Point value assigned to each commissionable product)

**PV** = personal volume

**Active status** = minimum of 100 PV\* in the last 30 days

\*Personal volume can be accumulated from retail direct sales and from personal purchases for retail sales or personal use.

# KEY TERMS



**AUTOSHIP REWARDS** - Optional program offering enhanced convenience, discounted pricing, and participation in the loyalty rewards program

**PERSONALLY ENROLLED** - The Customers or Associates you personally introduce and enroll in Isagenix

**TEAM PLACEMENT TREE** - The organizational structure that is used by Isagenix 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

# STEPS OF SUCCESS



ASSOCIATE

CONSULTANT

MANAGER & CRYSTAL MANAGER

DIRECTOR & CRYSTAL DIRECTOR

EXECUTIVE & CRYSTAL EXECUTIVE

PLATINUM

# 5 WAYS TO EARN



1. Retail Profits
2. Product Introduction Bonus
3. Team bonus (Cycles)
4. Executive Matching Team Bonus
5. Promotions/incentives

# RETAIL PROFIT



EXAMPLE:



BUY →



WHOLESALE

SELL →



RETAIL

=

**PROFIT**

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

# PRODUCT INTRODUCTION BONUS (PIB)



## EXAMPLE:



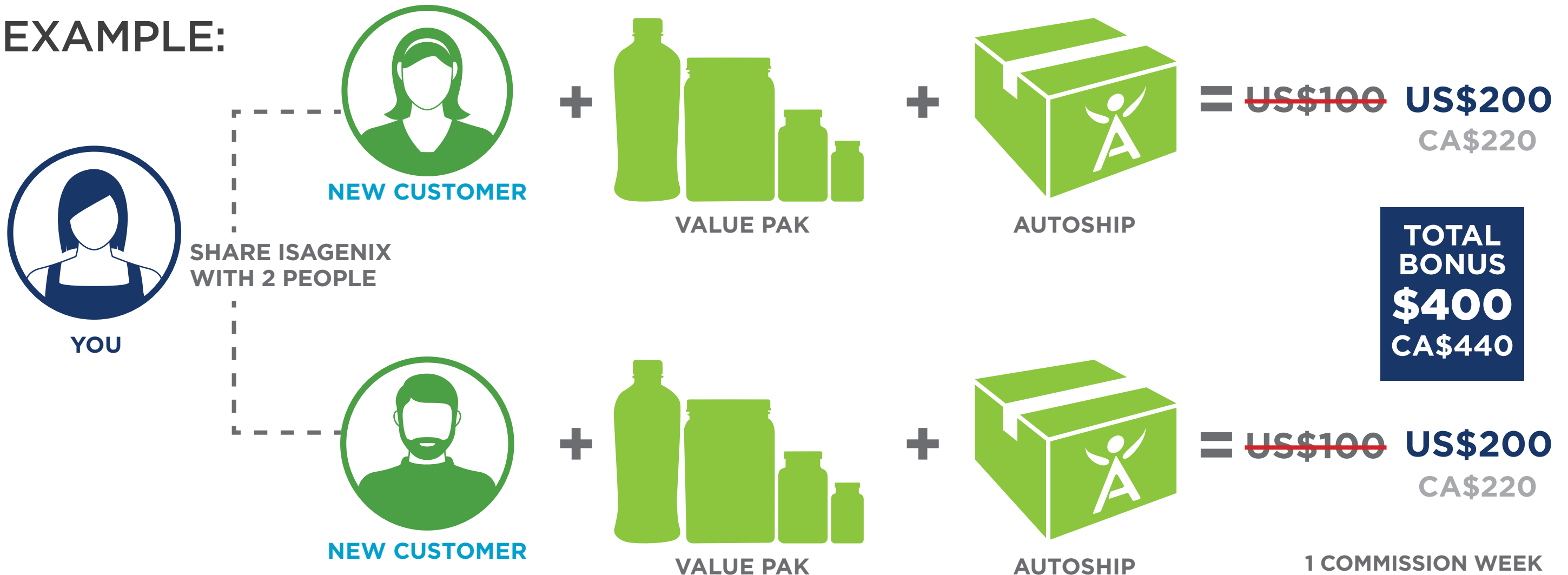
**PIB is earned on the initial pak order only.**

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# DOUBLE PIB – DOUBLE PRODUCT INTRODUCTION BONUS PROMOTION



## EXAMPLE:



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

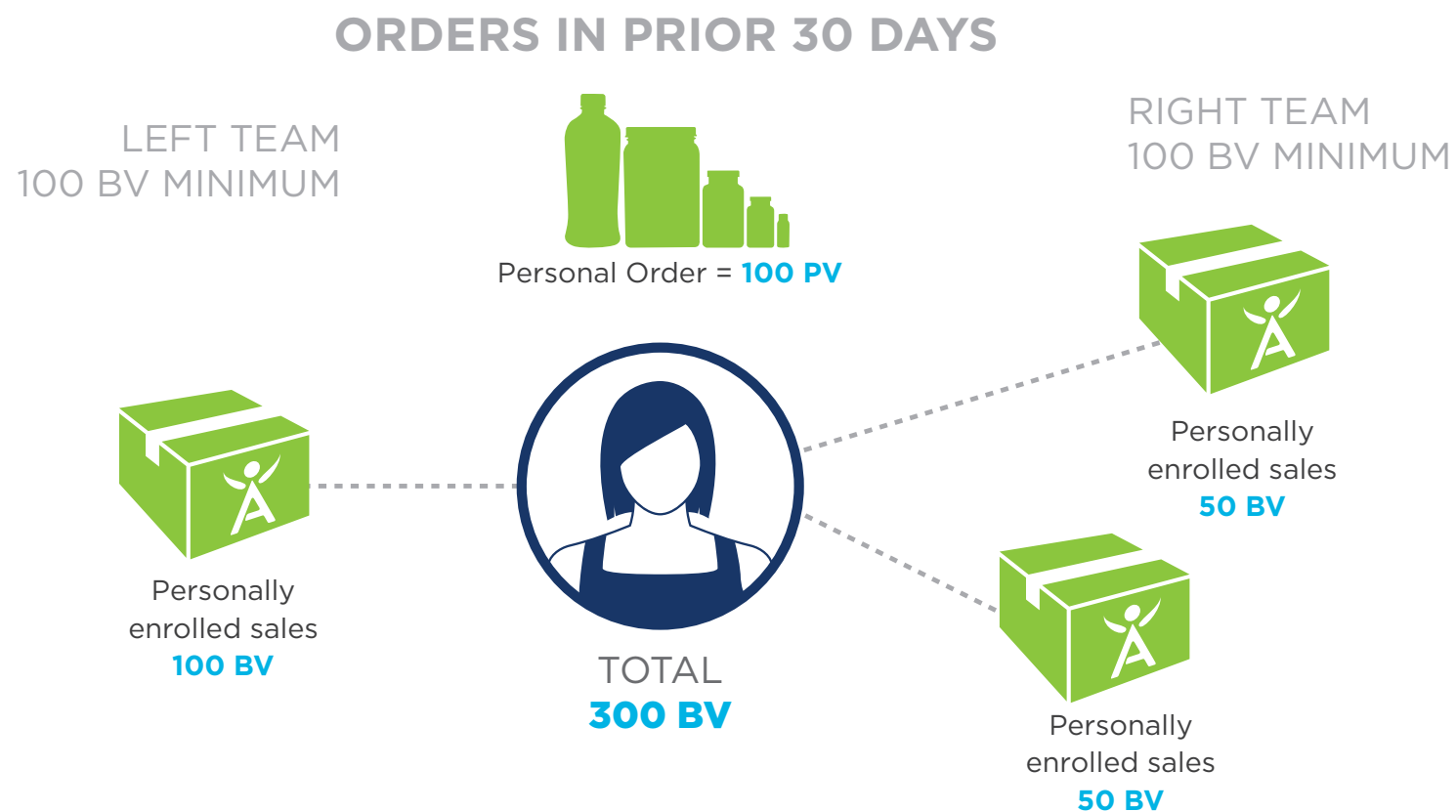
ISAGENIX



# CONSULTANT



- 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 count toward your qualifications for Paid-As status



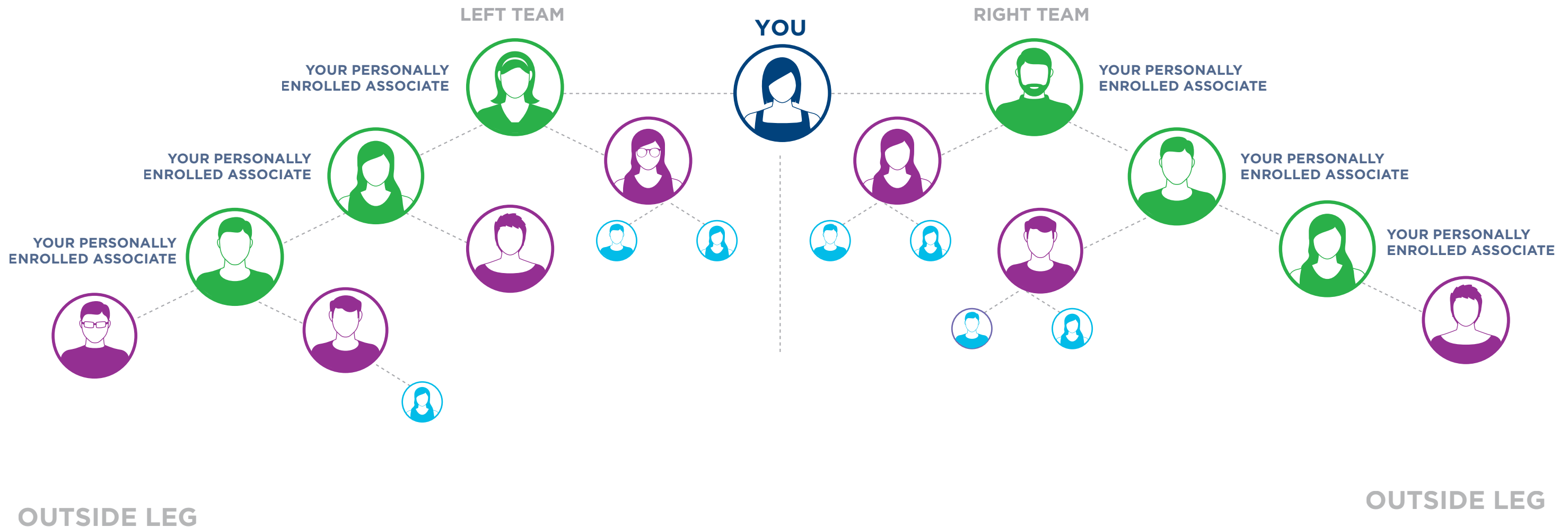
# CONSULTANT BENEFITS



- The eligibility to earn a US\$50/CA\$55 Consultant Rank Advancement Bonus
- The opportunity to earn US\$100/CA\$110 on each Personally Enrolled Consultant
- The eligibility for team bonuses/Cycles

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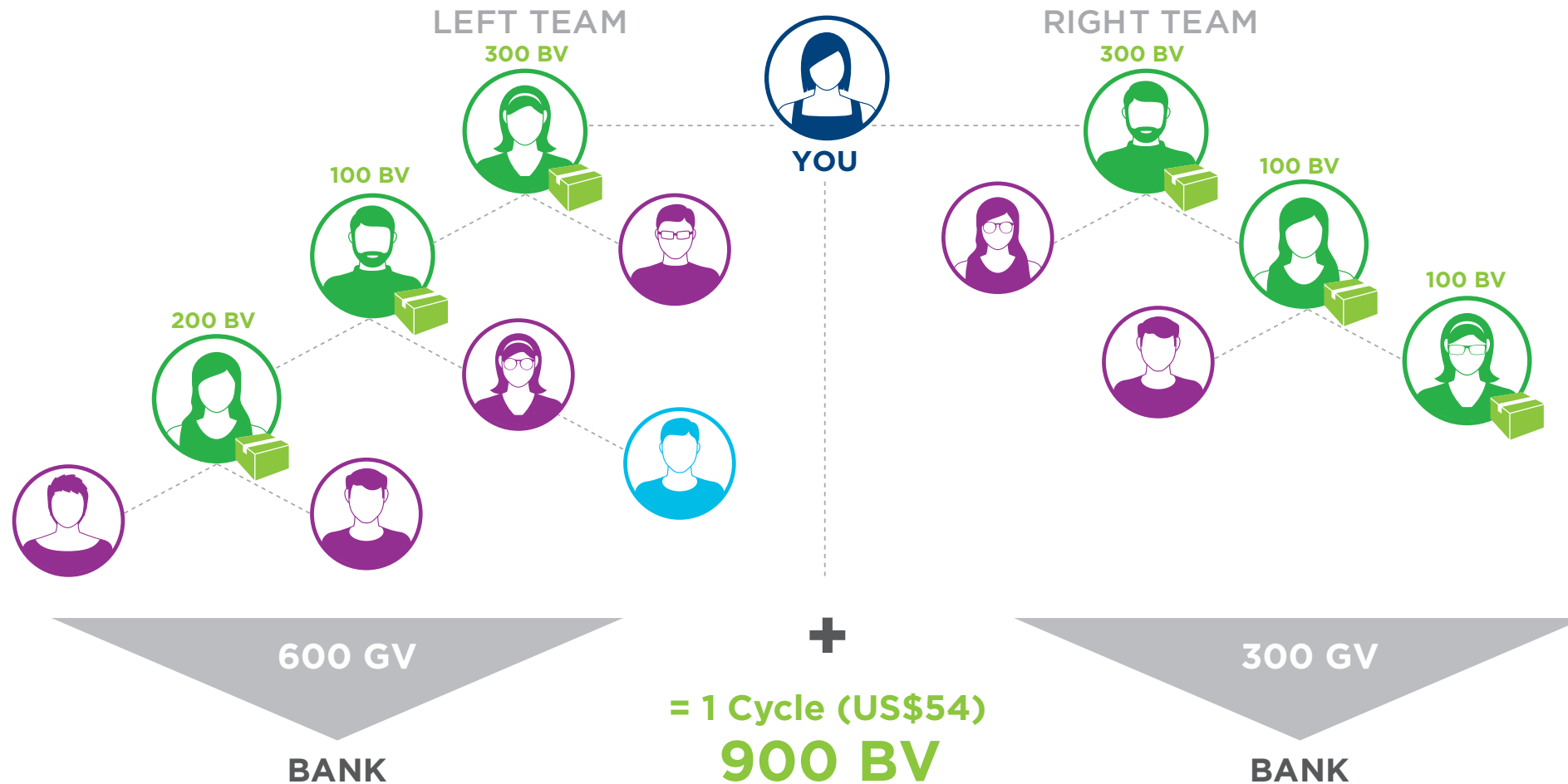
# BUILDING YOUR TEAMS



OUTSIDE LEG

OUTSIDE LEG

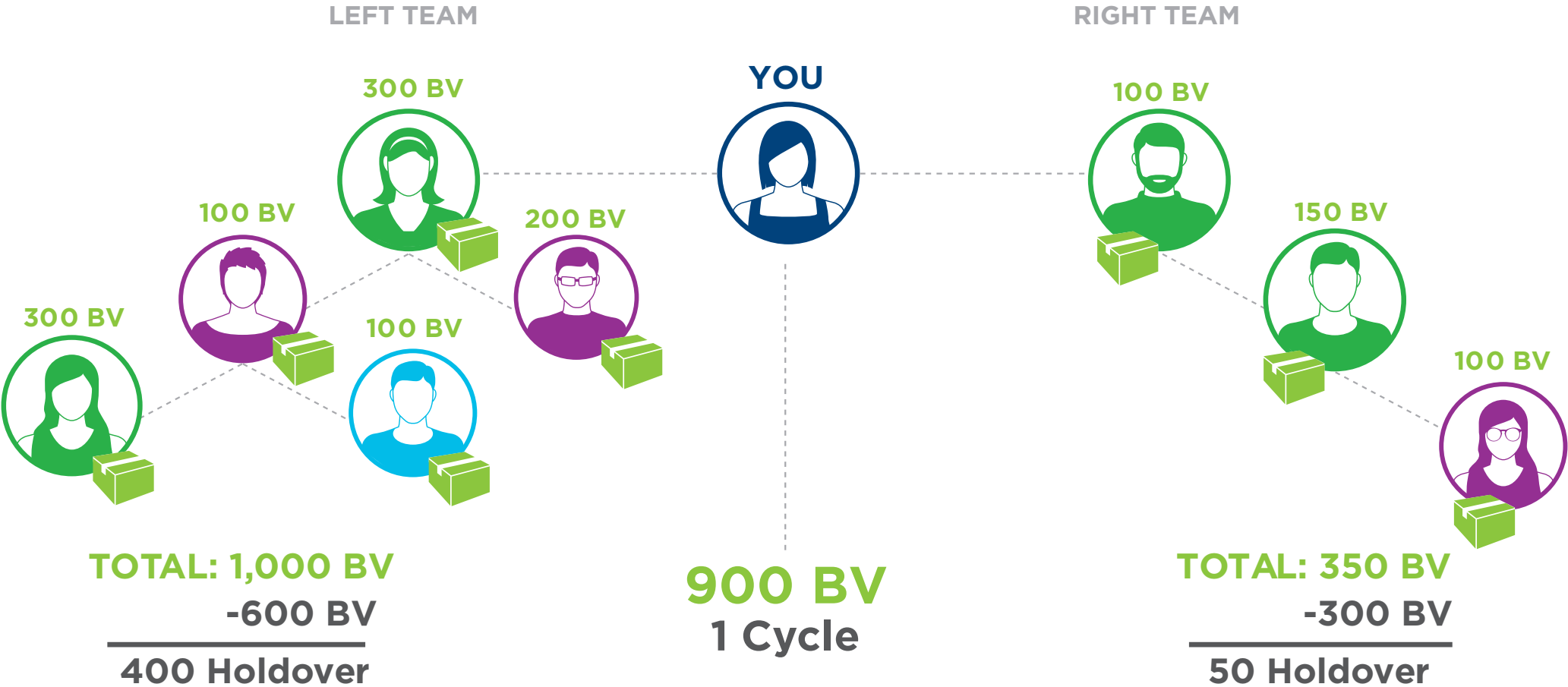
# TEAM BONUS (CYCLES)



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

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# HOLDOVER VOLUME



# MANAGER



Two personally enrolled consultants

Consultants can be all on the right team, be all on the left team, or be on each side



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

# DIRECTOR

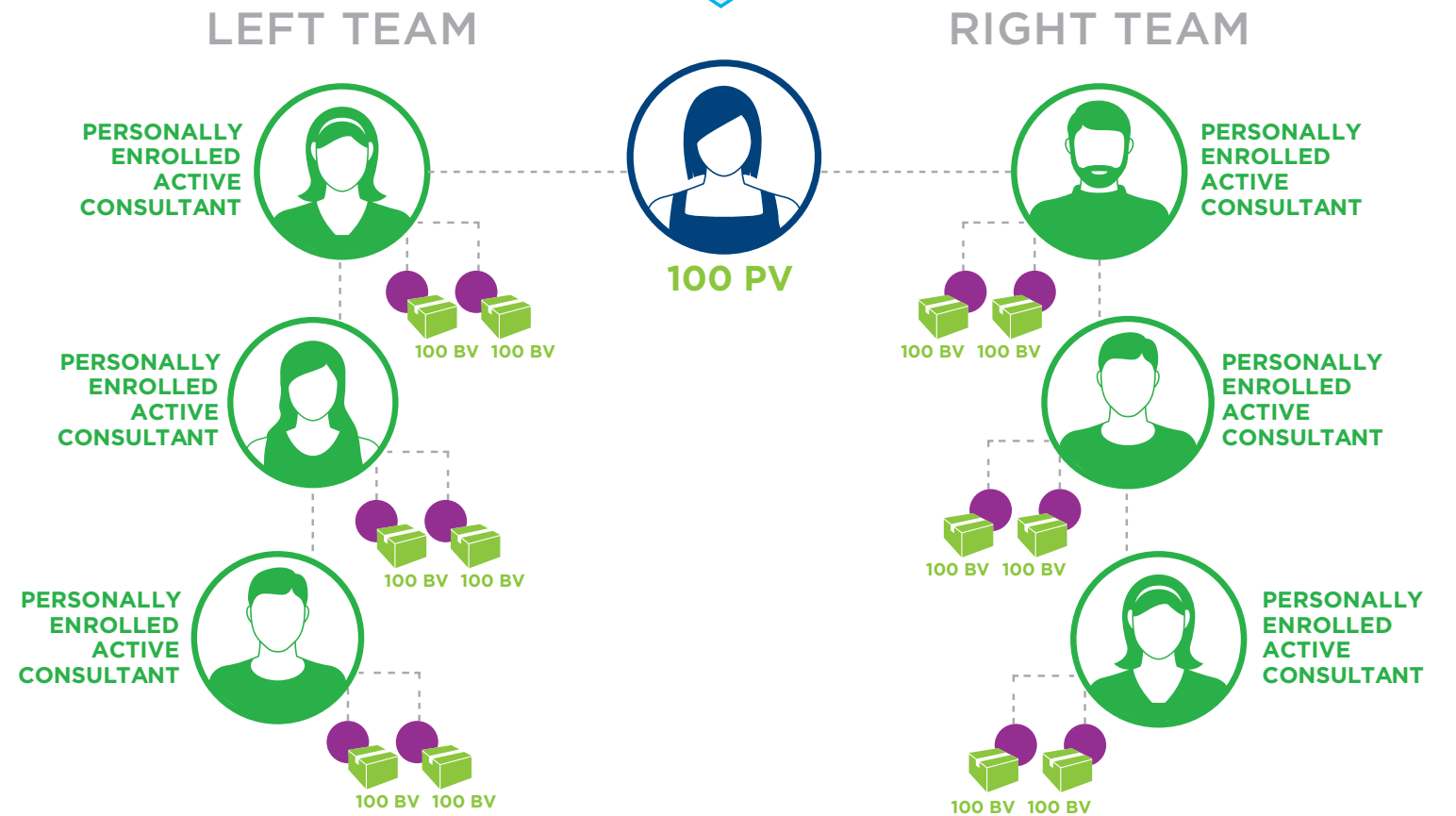


Six personally enrolled Consultants

Consultants can be all on the right team, be all on the left team, or have a few on each side



**CRYSTAL DIRECTOR PROMOTION**  
**US\$750**  
**CA\$832**  
**Bonus\***



The figures depicted on this slide reflect the maximum bonus available through this promotion.

\*Achieve this rank within 120 days of becoming an Associate.

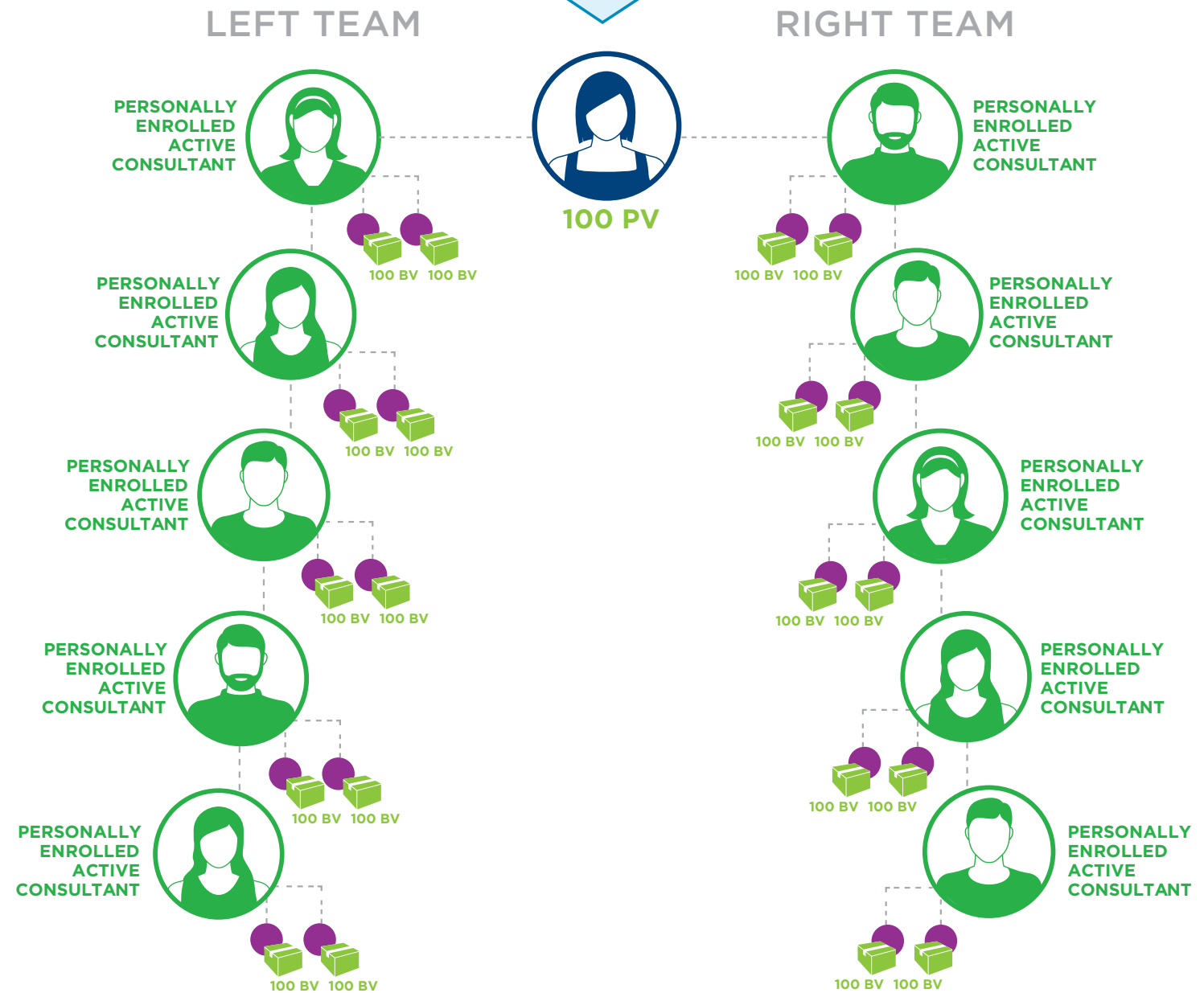
# EXECUTIVE



**CRYSTAL EXECUTIVE PROMOTION**  
**US\$1,000**  
**CA\$1,110**  
**Bonus\***

**10 Personally Enrolled Consultants**

**Five Consultants on the right team and five on the left team**



The figures depicted on this slide reflect the maximum bonus available through this promotion.

**\*Achieve this rank within 180 days of becoming an Associate.**



# EXECUTIVE BENEFITS



## Earn 10% Executive Matching Team Bonus Cycles

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

\*No more than 25 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 percent 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.

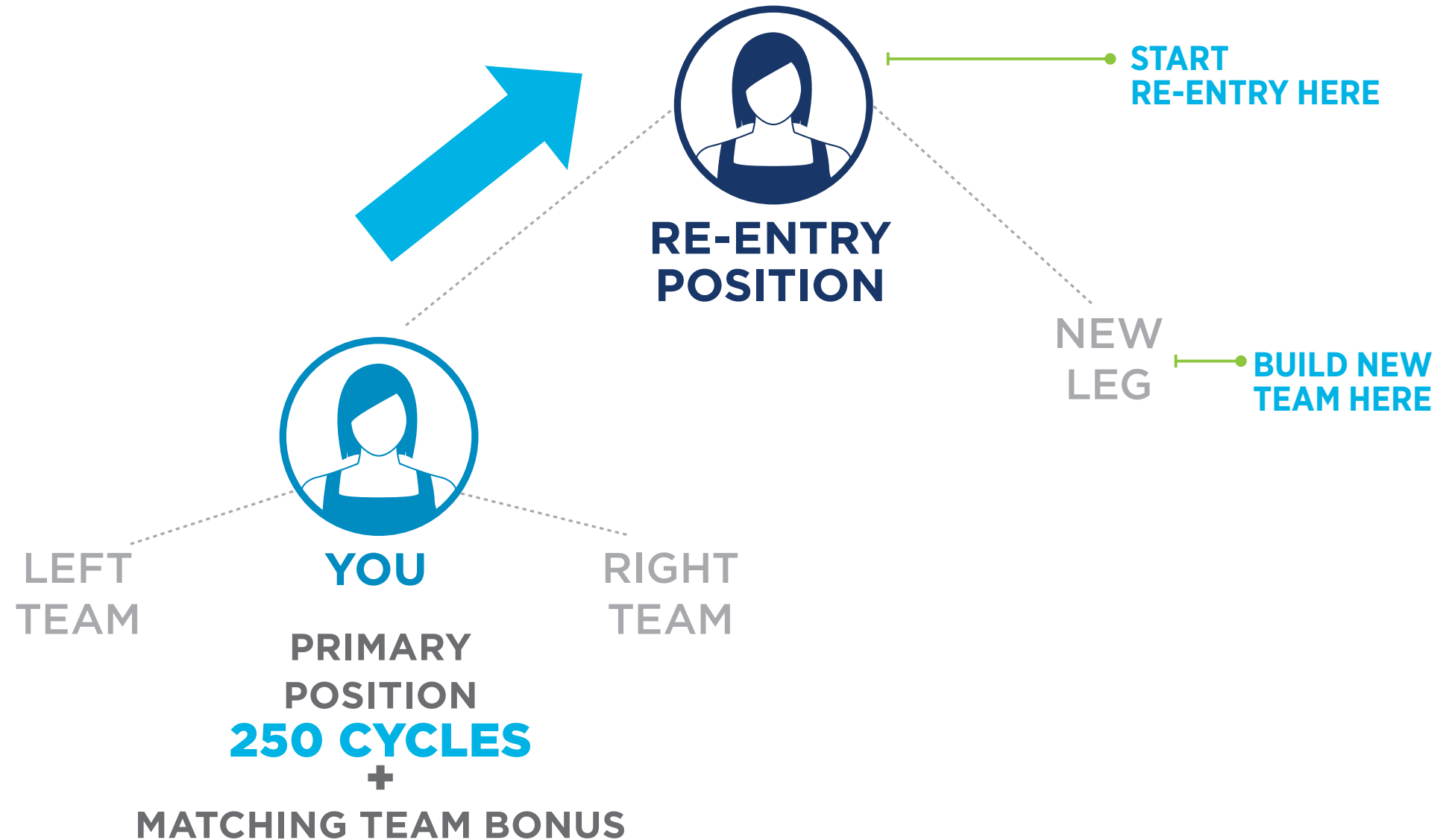
RANK ADVANCEMENT	BONUS
ADVANCE TO CONSULTANT	US\$50   CA\$55
ADVANCE TO CRYSTAL MANAGER	US\$250   CA\$277
5-CYCLE BONUS* (5 Cycles per week + Paid-As Consultant)	US\$500   CA\$555
1-STAR BONUS* (10 Cycles per week + Paid-As Manager)	US\$1,000   CA\$1,110
ADVANCE TO CRYSTAL DIRECTOR	US\$750   CA\$832
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
<b>TOTAL</b>	<b>US\$10,550   CA\$11,709</b>

The figures depicted on this slide reflect the maximum bonus available through this promotion.

# PLATINUM



When an Isagenix position reaches 225 Cycles in a week three times, 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?

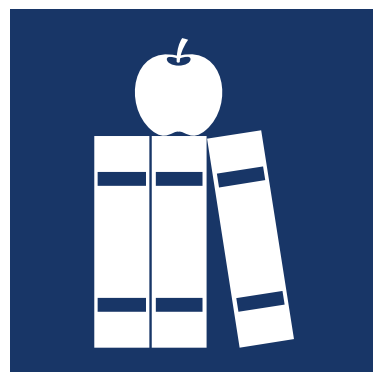


**There is no security in settling for less than what you really want.**

**KNOW YOUR  
WORTH.**

-----  
**NEVER SETTLE  
FOR LESS THAN  
YOU DESERVE.**

# WHAT IS YOUR TIME WORTH?



## SCHOOL TEACHER

10 Cycles\*  
**US\$28,080**  
annual income



## RESTAURANT MANAGER

15 Cycles\*  
**US\$42,120**  
annual income



## DENTAL HYGIENIST

20 Cycles\*  
**US\$56,160**  
annual income



## COMPUTER PROGRAMMER

25 Cycles\*  
**US\$70,200**  
annual income



## LAWYER

37 Cycles\*  
**US\$103,896**  
annual income



## PRESIDENT OF THE UNITED STATES

144 Cycles\*  
**US\$404,352**  
annual income

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\*Estimated number of Cycles per week for 52 weeks to achieve the annual income shown.

# POSSIBLE RESIDUAL VALUE OF AN ISAGENIX BUSINESS (USD)

CYCLES PER WEEK	\$ PER CYCLE	\$ PER WEEK	WEEKS PER YEAR	ANNUAL INCOME	INTEREST RATE	CAPTIAL 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	\$11,240	0.03	\$374,400
5	\$54	\$270	52	\$14,092	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

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# WEEKLY PAY



Calculates daily

Pays weekly

One week in arrears

View your commission report in your Back Office

The week is from Monday–Sunday, 12:01 a.m.–11:59 p.m.

# SUMMARY



Keys to enjoying 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**



 ISÄGENIX®