

# RP. 264.000.000 LEADERSHIP POOL

Available through Sept. 1, 2019

We are proud to announce a new, simplified Leadership Pool that is easier for you to qualify and easier for you to earn a share of the Rp. 264.000.000,- Leadership Pool!

## MEET THE QUALIFICATIONS

Check the boxes as you meet each qualification!

- To participate in the Director's portion of the pool, must be paid-as Director or above for a minimum of one week in the month.\* Can ONLY participate in this portion of the pool for 3 consecutive months.
- Must be a Member in Hong Kong, Indonesia, Malaysia, Singapore, or Taiwan.
- Enroll at least one (1) new Associate per month.
- Must have a minimum of one (1) personally enrolled rank advancement per month.
- Increase monthly net cycles by two or more over 13-week benchmark each month.
- To participate in the Executive's portion of the pool, must be paid-as Executive for a minimum of one week in the month\*

## EARN POINTS

Write down your number of new enrollments, personally enrolled rank advancements, and cycle growth!

**New Enrollments**

Earn 1 point for each new PE Associate who enrolls with 100BV or more (capped at 5 points per month)

**PE Rank Advancements**

Earn 1 point the first time your PE Associate rank advances (capped at 5 points per month)

**Cycle Growth**

Earn 1 point for every "net cycle increase" above your 13-week benchmark.\*\*

## CALCULATE YOUR SHARES

$$\begin{array}{c} \text{Net Cycle Growth} \\ \text{(Min. of 2 to qualify)} \end{array} \times \begin{array}{c} \text{PE Rank Advancements} \\ \text{(Min. of 1 to qualify, max. of 5)} \end{array} \times \begin{array}{c} \text{New Enrollments} \\ \text{(Min. of 1 per month, max. of 5 per month)} \end{array} \times \begin{array}{c} \text{Weeks Active as paid-as Director} \\ \text{(Min. of 1 to qualify)} \end{array} = \begin{array}{c} \text{Monthly Shares} \end{array}$$

## DETERMINE YOUR PAY

Your payment is based on your Monthly Shares multiplied by the Share Value. The maximum payout for any participant is Rp. 39.600.000,-.

## LEADERSHIP POOL CALENDAR

BONUS POOL MONTH				NET CYCLE BENCHMARK DATES (13-WEEK PERIOD)		
Month	Monday Start	Sunday End	# of Weeks in Month	Monday Start	Sunday End	Monday Bonus Payment Date
September	August 27, 2018	September 30, 2018	5	May 14, 2018	August 12, 2018	October 15, 2018
October	October 1, 2018	October 28, 2018	4	June 18, 2018	September 16, 2018	November 12, 2018
November	October 29, 2018	November 25, 2018	4	July 16, 2018	October 14, 2018	December 17, 2018
December	November 26, 2018	December 30, 2018	5	August 13, 2018	November 11, 2018	January 14, 2019
January	December 31, 2018	January 27, 2019	4	September 17, 2018	December 16, 2018	February 18, 2019
February	January 28, 2019	February 24, 2019	4	October 15, 2018	January 13, 2019	March 18, 2019
March	February 25, 2019	March 31, 2019	5	November 12, 2018	February 10, 2019	April 15, 2019
April	April 1, 2019	April 28, 2019	4	December 17, 2018	March 17, 2019	May 13, 2019
May	April 29, 2019	May 26, 2019	4	January 14, 2019	April 14, 2019	June 17, 2019
June	May 27, 2019	June 30, 2019	5	February 11, 2019	May 12, 2019	July 15, 2019
July	July 1, 2019	July 28, 2019	4	March 18, 2019	June 16, 2019	August 12, 2019
August	July 29, 2019	August 25, 2019	4	April 15, 2019	July 14, 2019	September 16, 2019

\* Must be paid as Director for all seven days of the commission week to participate in the Director's portion of the pool. Must be paid as Executive for all seven days of the commission week to participate in the Executive's portion of the pool. Must be enrollments with unique payment and contact information to qualify. All payments are subject to compliance checks.

\*\* An Associate's benchmark average is calculated as the average number of paid cycles over a 13-week period prior to the calendar month in which the points were earned. A minimum of two points in growth is required.



Hong Kong/Taiwan/Singapore/Malaysia/Indonesia



# FREQUENTLY ASKED QUESTIONS

## Who can qualify and participate in the Leadership Bonus Pool?

All Paid-as Director and Paid-as Executive regardless of join date, from Malaysia, Singapore, Indonesia, Taiwan and Hong Kong are eligible to participate in the Leadership Bonus Pool.

## What is Net Cycle Benchmark?

- Your Net Cycle Benchmark is created by averaging your 13 previous weeks' paid Team Bonus cycles.
- Each week, we will take the difference of your paid Team Bonus Cycles and your Net Cycle Benchmark to determine your Weekly Net Cycle Growth (Total no. Weekly Paid Cycles - Net Cycle Benchmark). We add your Weekly Net Cycle Growth for each week in the month to determine your Monthly Net Cycle Growth. Each weekly Net Cycle change for the month (both positive and negative) will be used for calculation regardless of member's weekly paid-as rank.
- Must increase your Net Cycle Growth by at least two over the previous month's benchmark.
- The maximum payout for any participant is Rp. 39.600.000,-.
- For Directors who qualify for Director portion of the pool but do not have 13 paid weeks available for use in the Net Cycle Benchmark calculation, we will use the maximum number of available paid weeks.

## How will the pool be paid out?

We will divide the number of total shares earned by all Associates during the month into Rp. 264.000.000 to calculate the value of one share (share value). We will then multiply that share value by the number of shares you earned to calculate how much you earn. This will be calculated in US dollars and paid out in local currency based on the current exchange rate.

## How long can I participate?

Paid-as Director who qualify for the Leadership Pool can participate in the Director's portion of the pool for a maximum of 3 consecutive months. The first month a Paid-as Director participates in the Director's portion of the pool will count as month 1. After 3 consecutive months are complete, the Director will no longer be eligible to participate in the Director's portion of the pool. After that, he/she may advance his rank to Executive and maintain Paid-as-Executive each day during the commission week, to enjoy the Executive portion of the pool as long he/she meet the requirement. If at any point he/she get to active rank Executive, he/she will only be able to participate as an Executive from that point forward, starting the following month. He/she can no longer participate as an active rank Director, even if he/she didn't finish his/her 3 months as Director.

Example: Paul participated in the Leadership Pool in January 29, 2018 as a Director for the first time. Regardless of his participation over the next months, the last month he can participate in the Leadership Pool as a Director will be April 2018.

## HELPFUL INFORMATION

Daily paid-as rank and Team Bonus Cycles will be used to determine eligibility. Members must be paid-as Director or above each day during the commission week, for all seven days.

Team Bonus Cycles generated from BV accumulated in your two teams during the commission week is counted for the qualification.

Team Bonus Cycles do not include the following:

- Executive Matching Team Bonus
- PIB Equivalent Cycles
- Retail Profit Equivalent Cycles
- Rank Advancement Bonus or Leadership Pool

## TERMS AND CONDITIONS

Contest rules are subject to change by Isagenix at any time without prior notice. Isagenix reserves the right to audit, adjust, or deny any volume, compensations, recognition, or other incentives awarded during or as a result of this contest to ensure the spirit of the contest is achieved.

Associate sponsorships and product orders that are deemed by the sole discretion of Isagenix to be solely for contest advancement may not be counted in the contest. If Isagenix re-purchases any product, Isagenix may deduct volume and any resulting compensation as a result of that order.

This promotion/program is based on Isagenix's 4-4-5 commission calendar (Please refer to Leadership Pool Calendar).