

ISAGENIX LOCATIONS

SENIOR LEADERSHIP

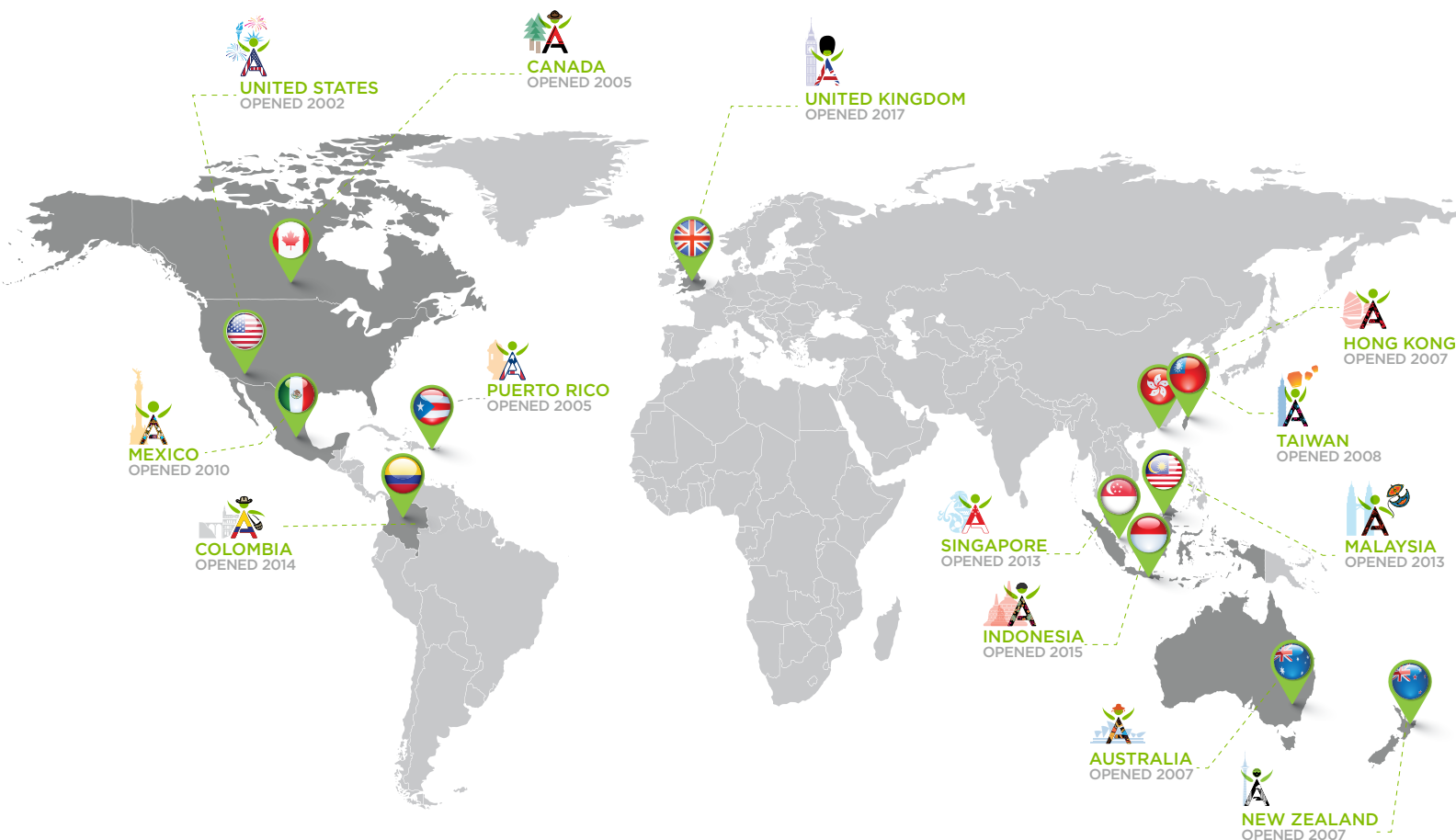
COUNTRY INFORMATION

FOREIGN EXCHANGE POLICY

INTERNATIONAL TOOLKIT



ISAGENIX LOCATIONS



As we continue to expand the Isagenix vision all over the globe, you now have the unique opportunity to expand your business along with us. As an International Sponsor, your business has no boundaries, and you can begin to grow an international team in any or all of the 13 markets in which Isagenix conducts business!

This International Toolkit, featuring detailed market research, is designed to give you exclusive insights into the cultures and lifestyles, business opportunities, product offerings and promotions in each of our markets. We have also compiled a list of resources for each country to assist you as you build your international team.

Are you ready to begin a new chapter in your business? Let's get started!

A WORLD OF OPPORTUNITY AWAITS!

SENIOR LEADERSHIP



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of Australia/New Zealand



David McManus
General Manager of
Hong Kong and Taiwan



Sandy Lord
Regional General Manager
of Southeast Asia



Desmond Tan
General Manager
of Singapore



Mario Leyva
Regional General Manager
of Latin America



Peter Kropp
Regional General Manager
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Get to Know Australia

Welcome to Australia!

The Australian economy has experienced continuous growth and features low unemployment, contained inflation, very low public debt, and a strong and stable financial system. This is a key market for Isagenix Solutions to Transform Lives™.

- Primary language is English.
- Population: Over 24 million
- Australians are active and participate in a wide variety of sports, including football, cricket, and surfing.
- Family and friends have a great influence over purchasing decisions.
- 84% of men and 83% of women access the Internet. On average, users spend 2.5 hours on social media each day.

The Industry in Australia

- In 2013, Australia contributed over 191 billion Australian dollars to the direct selling industry.
- Women account for 80% of total salespeople.
- Approximately 600,000 Australians and New Zealanders earn additional income through direct selling or social enterprise.

Isagenix Has the Solutions

- 33.4% of the population is obese.
- Australians spent approximately AU\$6.6 billion on the health and weight loss industries from 2013 to 2014.
- Australians spend up to AU\$1.31 billion annually on fitness-related services.
- From 2013 to 2014, the Australian anti-aging and cosmetic industry generated an estimated revenue of AU\$3.6 billion.

AUSTRALIA SYSTEMS AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in Australia to begin transforming lives. Some of our most popular products include Cleanse for Life™, IsaLean™ Shake, and Ionix® Supreme with wholesale prices between AU\$45 and AU\$55. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between AU\$340 and AU\$560.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

LINKS

- Isagenix.com: Corporate website.
- ANZ.IsaFYI.com: View the latest news about Isagenix Australia.
- Facebook.com/IsagenixAustraliaNewZealand: Like us on Facebook.
- [@IsagenixANZ](https://twitter.com/IsagenixANZ): Follow us on Twitter and Instagram.
- YouTube.com/IsagenixANZ: Watch our videos on our YouTube channel.
- IsaMovie.com: Present our Solutions videos to your prospects.
- IsaProductAU.com: See the available products and programs.
- ANZ.IsagenixBusiness.com: Find all the tools and training you need to build your business.
- ANZ.IsaBodyChallenge.com: Find out how Associates are transforming their bodies and lives using Isagenix products.
- IsaSalesTools.com.AU: Everything from magazines, brochures, flyers, and Launch Party kits are available here for purchase to help you jump-start your business.
- TeamIsagenix.com: This comprehensive website is designed to educate athletes about Isagenix and help elite athletes leverage their success and help them build an Isagenix business.
- StartYourLife.com: This is home to the START vision, tools, training, and inspiration that's changing young lives all over the planet.

CONTACT INFORMATION

- Isagenix Australia Address:
Pty Ltd Level 2, 85 Waterloo Road
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- Phone: (02) 8705 8900
- Fax: (02) 8705 8999
- Email:
CustomerServiceANZ@IsagenixCorp.com
- Customer Service: 1300-651-979
- Customer Service Hours:
Monday – Friday: 8 a.m. – 6 p.m. AEST
- Will Call Pick-Up Hours:
Monday – Friday: 11 a.m. – 5:30 p.m. AEST
- Saturday, Sunday, and Public Holidays:
Closed
- Australia is 10 hours ahead of
NYC time zone ET.

PROMOTIONS/INCENTIVES

- Double Product Introduction Bonuses
- IsaDerby™
- Leadership Bonus Pools
- Rank Advancement Bonuses
- Top Achievers
- IsaBody Challenge
- Holiday Bonus Pool
- Team Builders Club
- Crystal Challenge



Get to Know Canada

Welcome to Canada!

Canada is a highly developed and educated country of more than 36 million people. A higher household wealth and abundant credit makes Canada a great market for Isagenix Solutions to Transform Lives™.

- Primary language is English with one-third of the population speaking French.
- Average age is 40.
- Canada is the second largest country in the world and boasts the culturally renowned meccas of Toronto, Montreal, and Vancouver.
- More than half of the population has college degrees, making Canada the world's most educated country.
- Economically and technologically, Canada has developed in parallel with the U.S. Similarities extend further to a market-oriented economic system, pattern of production, and high living standards.

The Industry in Canada

- Canada's trade with the U.S. amounts to more than US\$500 billion a year.
- Consumer spending is supported by higher household wealth and abundant credit.
- Education will be the fastest-growing category between now and 2030. Following closely is health goods and medical services, driven by the growing number of senior citizens.

Isagenix Has the Solutions

- 54% of adults and 13% of youth are considered obese.
- Among G7 nations (the world's largest and most-advanced economies), Canada ranks third in obesity due to low physical activity.
- Individual, person-to-person sales remain the predominant format of direct selling in Canada with an estimated 69% of sales conducted using this strategy.

CANADA SYSTEMS AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in Canada to begin transforming lives. Some of our most popular products include Cleanse for Life™, IsaLean™ Shake, and Ionix® Supreme with wholesale prices between CA\$35 and CA\$45. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between CA\$170 and CA\$660.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

LINKS

- Isagenix.com: Corporate website.
- IsagenixBusiness.com: All the tools and training you need to build your business.
- IsaMovie.com: Present our Solutions videos to your prospects.
- IsagenixEvents.com: Find corporate and local events near you.
- IsagenixHealth.net: Read about the science behind Isagenix products.
- IsaFYI.com: Get the latest and greatest updates on Isagenix.
- StartYourLife.com: Home of the START vision, tools, training, and inspiration that's changing young lives all over the planet.
- IsaBodyChallenge.com: Find out how Associates are transforming their bodies and lives using Isagenix products.
- TeamIsagenix.com: This comprehensive website is designed to educate athletes about Isagenix and help elite athletes leverage their success and help them build an Isagenix business.
- Facebook.com/Canadaisagenix: Like us on Facebook.
- Twitter.com/Isagenix: Follow us on Twitter.
- Instagram.com/Isagenix: Be a part of the community.
- Pinterest.com/Isagenix: Pin with us!
- CA.Isagenixhelpcenter.com: Frequently asked customer care questions

CONTACT INFORMATION

- Isagenix World Headquarters:
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- Isagenix World Headquarters Office
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- Customer Care Telephone:
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Fax: 480-636-5386 (*All calls will be recorded for quality purposes.)
- Customer Care Hours: Monday – Friday: 5:00 a.m.–6:00 p.m.; Saturday: 6:00 a.m.–2:30 p.m.
- Customer Care Email:
Support@IsagenixCorp.com
- Customer Care Chat: Monday – Saturday: 6:00 a.m.–8:00 p.m.; Sunday: 6:00 a.m.–10:00 p.m.
- Languages: English, Spanish, Chinese, and French.
- AZ (USA) Will Call Hours: Monday–Friday: 11:00 a.m.–4:00 p.m. Saturday: 10:00 a.m.–2:00 p.m.
- Corporate Tours: 480-889-5747, ext. 0; Tours are offered Fridays at 11:30 a.m.
- Various regional sales representatives and managers to support the field. If you need to get into contact with a rep in the area, email Support@IsagenixCorp.com.

PROMOTIONS/INCENTIVES

- Crystal Reset
- Daily Pay
- Director Leadership Pool
- Double Product Introduction Bonuses
- Team Builders Club
- Executive Leadership Pool
- Holiday Bonus Pool
- Leaders in Action
- Rank Advancement Bonuses
- President's Quest 2016
- IsaBody Challenge®
- Top Achievers 2017
- 90-Day Game Plan
- Coaching Bonus
- Platinum Leadership Pool



Get to Know Colombia

Welcome to Colombia!

This South American country is made up of joyful and hard-working individuals. With one of the fastest economic growth rates in the continent and large purchasing power, Colombia is primed for Isagenix Solutions to Transform Lives™.

- Population: Over 48 million
- Primary language is Spanish with a small percentage speaking English.
- Third largest economy and fourth largest purchasing power in Latin America.
- 36% of the population is unsatisfied with their employment.
- 93% literacy rate in urban areas and 70% in rural areas.
- Fifth in the world and first in Latin America for investor protection.

The Industry in Colombia

- Direct sales force is 84% women and 16% men.
- Colombia has legislation that regulates the direct sales industry to protect against fraud.
- In 2013, Colombia generated US\$3.3 billion in direct sales. The industry has grown between 8% and 9% annually over the last decade.

Isagenix Has the Solutions

- Seven out of 10 Colombians work out at least once a week and take care of their physical appearance, increasing sales of contributing products to a market share of 12%. Estimations point to an increase of 33%.
- 5.7 million people are obese and 15.4 million are overweight.
- A study by Nielsen showed direct selling is a growing industry (26%) that is reducing the participation of well-known supermarkets and stores (0.2% and 0.7% respectively).
- The analysis also points to the sales increase the food industry is experiencing through direct selling (59%).

COLOMBIA SYSTEMS AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in Colombia to begin transforming lives. Some of our most popular products include IsaCleanse® concentrate, IsaShake™, and Isalonix® Supreme concentrate with wholesale prices between \$28,000 and \$41,000 Colombian pesos. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between \$410,000 and \$2,245,000 Colombian pesos.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

LINKS

- Isagenix.com: Corporate website.
- IsagenixColombia.com: The latest news about Isagenix Colombia in Spanish and English.
- BienestarIsagenix.com: Wellness blog with the science behind Isagenix products and healthy lifestyle articles.
- [Instagram.com/Isagenixco](https://www.instagram.com/Isagenixco): Be a part of the community.
- [Facebook.com/IsagenixColombia](https://www.facebook.com/IsagenixColombia): Like us on Facebook.
- [@IsagenixCOL](https://twitter.com/IsagenixCOL): Follow us on Twitter.
- [YouTube.com/Colombiansagenix](https://www.youtube.com/Colombiansagenix): Watch our videos on our YouTube channel.

CONTACT INFORMATION

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9:00 a.m.-6:00 p.m.
- Call Center Hours:
Monday to Friday: 8:00 a.m.-7:00 p.m.;
Saturday: 9:00 a.m. – 1:00 p.m.;
Sunday and Public Holidays: CLOSED

PROMOTIONS/INCENTIVES

- Annual Bonus (Holiday Bonus Pool)
- Double Product Introduction Bonuses
- IsaBody Challenge™
- IsaRally (IsaDerby)
- Leadership Bonus Pool
(Directors and Above)
- Rank Advancement Bonuses
- Three for Free Shipping
- Team Isagenix
- Top Achievers



Get to Know Hong Kong

Welcome to Hong Kong!

A vibrant city with a population of more than 7 million awaits! Hong Kong means “Fragrant Harbor” because of its deep-water harbor, which has made the city a major center for international trade and finance. Its highly educated, motivated, and westernized people make Hong Kong a hot prospect for Isagenix Solutions to Transform Lives™.

- The primary language is Cantonese.
- Hong Kong is frequently described as a place where “East meets West,” reflecting the culture’s mix of Chinese roots with western influences from its time as a British colony.
- Average age is 43.
- Home to the most skyscrapers in the world, there are 8,000 buildings that have more than 14 floors; almost double that of New York.
- One of the most densely populated areas of the world with 6,690 people per square kilometer.

HONG KONG SYSTEMS AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in Hong Kong to begin transforming lives. Some of our most popular products include Cleanse for Life™ concentrate, IsaShake™, and Ionix® Supreme concentrate with wholesale prices between HK\$350 and HK\$420. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between 2600 and 3300 Hong Kong dollars.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click “View Price Lists” under the “Orders” menu.

LINKS

- Isagenix.com: Corporate website.
- HK.IsaFYI.com: The latest news about Isagenix Hong Kong.
- Facebook.com/IsagenixHK: Like us on Facebook.
- YouTube.com/IsagenixHongKong: Watch our videos on our YouTube channel.
- IsaMovie.com: Present our Solutions videos to your prospects.
- StartYourLife.com: Home of the START vision, tools, training, and inspiration that’s changing young lives all over the planet.

The Industry In Hong Kong

- The top-selling products for direct selling are health supplements.
- Most direct selling companies in Hong Kong are based in the U.S.
- According to HKDSA, the country presently has over 170,000 salespeople.

Isagenix Has the Solutions

- 36.6% of the population aged 18-64 is classified as overweight or obese.
- According to official statistics, approximately 60% of Hong Kong’s population does not engage in adequate physical activity.
- Online shopping has been more common in recent years.

CONTACT INFORMATION

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Monday to Friday: 11:00 a.m.-8:00 p.m.;
Saturday: 12:00 p.m.-4:00 p.m.;
Sunday and Public Holidays: Closed
- Hong Kong is 12 hours ahead of
NYC time zone ET.

PROMOTIONS/INCENTIVES

- Crystal Challenge
- Double Product Introduction Bonuses
- Holiday Bonus Pool
- IsaBody Challenge®
- Rank Advancement Bonuses
- IsaRally



Get to Know Indonesia

Welcome to Indonesia!

Indonesia has a population of more than 263 million. Their growing awareness of health and wellness makes this Southeast Asian country a perfect location for you and your team to introduce Isagenix Solutions to Transform Lives™.

- Primary language is Indonesian.
- Culturally, Indonesians love badminton, football, and table tennis. Celebrities are highly influential, and coffee shops are popular social hangouts for the growing young middle class.
- Organic and GMO-free foods are becoming popular with middle- and high-income consumers.
- All travelers to Indonesia must have a valid passport for at least six months from the date of arrival and have proof (tickets) of onward or return passage.

The Industry in Indonesia

- Housewives and full-time working employees looking for additional income are among those joining direct selling companies.
- Rising disposable incomes will remain the primary engine of growth among Indonesian consumers, especially among the middle-income class.

Isagenix Has the Solutions

- Rates of obesity are rising. Rates among children have doubled in the last decade.
- Sports and leisure facilities have been rapidly growing in urban areas, driven by a growing awareness of health and appearance among young, urban males.
- Regulated by stringent labor laws, the average work day is eight hours a day/40 hours a week. However, many low-wage workers seek a second source of income or do freelance work.
- Indonesia ranks in the top 10 for health and wellness growth markets.

INDONESIA SYSTEMS AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in Indonesia to begin transforming lives.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

LINKS

- Isagenix.com: Corporate website.
- ID.IsaFYI.com: The latest news about Isagenix Indonesia.
- Facebook.com/Indonesialsagenix: Like us on Facebook.
- YouTube.com/Indonesialsagenix: Watch our videos on our YouTube channel.
- IsaMovie.com: Present our Solutions videos to your prospects.
- StartYourLife.com: Home of the START vision, tools, training and inspiration that's changing young lives all over the planet.

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- Customer Service Hotline: +62 21 2977 8500
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- Email: CustomerServiceID@IsagenixCorp.com
- Office Hours: Monday - Friday: 10:30 a.m.-6:30 p.m.; Saturday: 10:00 a.m.-1:00 p.m.; Sunday and Public Holidays: Closed
- Indonesia is 11 hours ahead of NYC time zone ET.

PROMOTIONS/INCENTIVES

- Crystal Challenge
- Double Product Introduction Bonuses
- Holiday Bonus Pool
- Rank Advancement Bonuses
- Leadership Bonus Pools
- IsaBody Challenge™
- IsaRally



Get to Know Malaysia

Welcome to Malaysia!

This multi-ethnic, multicultural, and multilingual melting pot of over 31 million people is just waiting for Isagenix Solutions to Transform Lives™.

- Primary language is Bahasa Malaysia. Other common languages include English, Mandarin, and Tamil.
- Malaysia is known for its beaches, rainforests, and mix of Malay, Chinese, Indian, and European influences.
- The sprawling capital, Kuala Lumpur, is home to colonial buildings, busy shopping districts and skyscrapers, including the iconic 451-meter-tall Petronas Twin Towers.

The Industry in Malaysia

- Malaysia's sales force has over 7.4 million direct sellers.
- The sales force of direct sellers is one of the most evenly divided by gender in the world.
- Wellness products rank as the most popular sales category in direct selling.

Isagenix Has the Solutions

- More than 40% of the population is overweight or obese.
- Malaysia ranked first in Southeast Asia for both obesity and diabetes.
- The popularity of online shopping is increasing, but most Malaysians prefer a face-to-face approach to attract new Customers.
- Rising concerns regarding various diseases and obesity issues in Malaysia is driving demand for health and wellness products.

MALAYSIA SYSTEMS AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in Malaysia to begin transforming lives. Some of our most popular products include Cleanse for Life™ concentrate, Ionix® Supreme concentrate, and IsaShake™ with wholesale prices between 65 and 55 Malaysian Ringgit. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between 690 and 7050 Malaysian ringgit.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

LINKS

- Isagenix.com: Corporate website.
- MY.IsaFYI.com: The latest news about Isagenix Malaysia.
- Facebook.com/IsaMalaysia: Like us on Facebook.
- YouTube.com/IsagenixMalaysia: Watch our videos on our YouTube channel.
- IsaMovie.com: Present our Solutions videos to your prospects.
- MY.IsaBodyChallenge.com: Find out how Associates are transforming their bodies and lives using Isagenix products.
- StartYourLife.com: Home of the START vision, tools, training and inspiration that's changing young lives all over the planet.

CONTACT INFORMATION

- Isagenix (Asia-Pacific) Malaysia Sdn Bhd Suite G-06 & 07, Ground Floor, The Vertical Podium, Avenue 3 Bangsar South City, No. 8, Jalan Kerinchi, 59200 Kuala Lumpur
- Main Hunting Line: +03-2243 1878
- Customer Service: +03-2243 1834
- Fax: +603-22431939
- Email: CustomerServiceMY@IsagenixCorp.com
- Office Hours: Monday to Friday: 9:30 a.m.-6:00 p.m.; 2nd & 4th Saturday: 11:00 a.m.-3:00 p.m
- Sunday and Public Holidays: Closed
- Malaysia is 12 hours ahead of NYC time zone ET.

PROMOTIONS/INCENTIVES

- Crystal Challenge
- Double Product Introduction Bonuses
- Gold Pak (12 Months Active Status)
- Holiday Bonus Pool
- IsaBody Challenge®
- Leadership Bonus Pools
- Rank Advancement Bonuses
- IsaRally



Get to Know Mexico

Welcome to Mexico!

Mexico is home to over 130 million hospitable and passionate people. The country's entrepreneurial culture and motivation for a better life are the perfect match for Isagenix Solutions to Transform Lives™.

- Primary language is Spanish with a small percentage speaking English.
- Almost 50% of the population is 25-69 years old.
- Food represents the largest household expense – almost 25% of the total budget.
- Mexicans expect to be treated individually and always look for personalized service. They are very loyal to brands, and family and friends have a great influence over purchasing decisions.
- Isagenix already has offices in three main cities: Mexico City, Monterrey, and Aguascalientes.

The Industry in Mexico

- Mexico has the second largest earnings (next to Brazil) in Latin America for direct sales.
- About 75% of the sales force is women and head of households looking to supplement their income.
- The developing direct sales industry has a 7% growth rate forecast in the coming years.
- Direct sales interest is high among former executives and young self-starters attracted by the income, time invested, and quality of life.

Isagenix Has the Solutions

- 75% of the population suffers from job-related stress with 25% of the population experiencing heart attacks.
- Seven out of 10 people are overweight or obese. In 2012, 10 million Mexicans were diagnosed with diabetes. A major cause is excess weight and lack of physical activity.
- 43% of Mexicans engage in regular physical activity and have a need for high-quality protein in their diets.
- Although the entrepreneurial motivation is strong, more than 70% think the cost of starting a business is high. With Isagenix, starting is very simple!

MEXICO SYSTEMS AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in Mexico to begin transforming lives. Some of our most popular products include IsaCleanse® and IsaShake™ with wholesale prices between \$160 and \$235 Mexican pesos. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between \$1,900 and \$7,150 Mexican pesos.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

LINKS

- Isagenix.com: Corporate website.
- IsagenixMexico.com: The latest news about Isagenix Mexico.
- BienestarIsagenix.com: Wellness blog with the latest in Isagenix products and healthy lifestyle articles.
- Instagram.com/Isagenix_mx: Be a part of the community.
- Facebook.com/MXIsagenix: Like us on Facebook.
- @Isagenix_Mx: Follow us on Twitter.
- YouTube.com/IsagenixVideos: Watch our videos on our YouTube channel.

CONTACT INFORMATION

- Mexico City Office (Casa Isagenix)
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- Monterrey Office Address: Plaza la Silla, Av. Eugenio Garza Sada Sur No. 3755 Col. Contry, Monterrey, NL, Suite D2-D25.
- Aguascalientes Office: Plaza Patria Jose Ma. Chavez No.123 Local 18 Planta Alta, Col. Centro, Aguascalientes, Ags
- Phone: 01-800-800-51-51 (toll-free)
- Email: ServicioMX@IsagenixCorp.com
- News and Media Inquiries: ServicioMX@IsagenixCorp.com
- Suggestions: SugerenciasMX@IsagenixCorp.com
- Service Hours: Monday — Friday: 9:00 a.m.–6:00 p.m. CST; Saturday: 9:00 a.m.–2:00 p.m. CST
- Mexico City Will Call Hours: Monday — Friday: 9 a.m. – 6 p.m. (CST). Call to schedule a tour.
- Mexico is 1 hour behind NYC time zone ET.

PROMOTIONS/INCENTIVES

- Annual Bonus (Holiday Bonus Pool)
- Double Product Introduction Bonuses
- IsaBody Challenge®
- IsaRally (IsaDerby™)
- Leadership Bonus Pool (Directors and Above)
- Rank Advancement Bonuses
- Three for Free Shipping
- Team Isagenix



Get to Know New Zealand

Welcome to New Zealand!

This friendly and welcoming population of over 4 million awaits you. The capital city of Wellington is a high-tech hub with a highly educated workforce just waiting for Isagenix Solutions to Transform Lives™.

- Primary language is English.
- The majority of the population is of European decent. Culture is largely inherited from British and European customs, interwoven with Māori and Polynesian traditions.
- Rugby is considered to be the national sport, followed by cricket and netball.

The Industry in New Zealand

- Direct selling in New Zealand has an economic impact of 3 billion New Zealand dollars.
- Direct selling in New Zealand accounts for approximately 17.5% of all nutritional supplements sold.
- Women account for 80% of total salespeople.

Isagenix Has the Solutions

- New Zealanders spend up to NZ\$250 million on fitness-related services annually.
- By 2031, the number of New Zealanders aged 65 and over is expected to exceed one million, almost double the current number.
- 23.8% of adults are obese.

NEW ZEALAND SYSTEM AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in New Zealand to begin transforming lives. Some of our most popular products include Cleanse for Life™, IsaLean™ Shake, and Ionix® Supreme with wholesale prices between NZ\$45 and NZ\$60. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between NZ\$390 and NZ\$660.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

LINKS

- Isagenix.com: Corporate website.
- ANZ.IsaFYI.com: The latest news about Isagenix New Zealand.
- Facebook.com/IsagenixAustraliaNewZealand: Like us on Facebook.
- @IsagenixANZ: Follow us on Twitter and Instagram.
- Youtube.com/IsagenixANZ: Watch our videos on our YouTube channel.
- IsaMovie.com: Present our Solutions videos to your prospects.
- IsaProduct.com <http://www.isagenix.com/en-au/products/welcome>: Tools, resources, information and more about all of our products and programs.
- ANZ.IsagenixBusiness.com: All the training and tools you need to build your business.
- ANZ.IsaBodyChallenge.com: Find out how Associates are transforming their bodies and lives using Isagenix products.
- IsaSalesTools.com.au: All the tools you need to build your business at your fingertips.
- TeamIsagenix.com: A comprehensive website designed to educate athletes about Isagenix.
- StartYourLife.com: Home of the START vision, tools, training and inspiration that's changing young lives all over the planet.

CONTACT INFORMATION

- Isagenix Australia & New Zealand
Address: Level 2, 85 Waterloo Road
Macquarie Park, NSW 2113
- Phone: (02) 8705 8900
- Fax: (02) 8705 8999
- Email:
CustomerServiceANZ@IsagenixCorp.com
- Customer Service: 0800-451-291
- Customer Service Hours:
Monday – Friday: 8 a.m. – 6 p.m. AEST
- Will Call Pick-Up Hours:
Monday – Friday: 11 a.m. – 5:30 p.m. AEST
- Saturday, Sunday and Public Holidays:
Closed
- New Zealand is 12 hours ahead of
NYC time zone ET.

PROMOTIONS/INCENTIVES

- Crystal Challenge
- Double Product Introduction Bonuses
- Team Builders Club
- Leadership Bonus Pools
- Holiday Bonus Pool
- IsaDerby
- IsaBody Challenge
- Rank Advancement Bonuses
- Top Achievers



Get to Know Puerto Rico

Welcome to Puerto Rico!

The Puerto Rican population is more than 3.6 million. Puerto Ricans are known for their love of families, parties, and spending time outside. They also have the desire and motivation to be business owners, making them the perfect candidates for our Solutions to Transform Lives™.

- Primary languages are English and Spanish.
- 99% of the population is Latino and 65% is between the ages of 25 and 65.
- Puerto Rico has one of the most dynamic economies in the Caribbean region.
- U.S. minimum wage laws apply, and U.S. currency is used.
- Family is very important and families are often involved in business partnerships and decisions.

The Industry in Puerto Rico

- Global entrepreneurship is still gaining power, despite the fact that only 28% of Puerto Ricans think there are still good opportunities to start a business on the island.
- The government has enacted a series of incentives to attract foreign investment and boost entrepreneurial activity.
- Direct selling companies have contributed to the Puerto Rican economy and reported royalties have tripled in 2013.

Isagenix Has the Solutions

- Almost 74% of households are family households.
- The prevalence of obesity continues to increase.
- The associated state has highly developed highways, ports, and airport systems, which allow for fast movement of merchandise across and beyond the island.

PUERTO RICO SYSTEMS AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in Puerto Rico to begin transforming lives. Some of our most popular products include Cleanse for Life®, IsaLean® Shake, and Ionix® Supreme with wholesale prices between US\$32 and US\$40. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between US\$150 and US\$600.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

LINKS

- Isagenix.com: Corporate website.
- IsagenixBusiness.com: All the tools and training you need to build your business.
- IsaMovie.com: Present our Solutions videos to your prospects.
- IsagenixEvents.com: Corporate and local events near you.
- IsagenixHealth.net: Health articles and the science behind Isagenix products.
- IsaFYI.com: Get the latest and greatest updates on Isagenix.
- StartYourLife.com: Home of the START vision, tools, training and inspiration that's changing young lives all over the planet.
- IsaBodyChallenge.com: Find out how Associates are transforming their bodies and lives using Isagenix products.
- TeamIsagenix.com: A comprehensive website designed to educate athletes about Isagenix.
- Facebook.com/Isagenix: Like us on Facebook.
- Instagram.com/Isagenix: Be a part of the community.

CONTACT INFORMATION

- Isagenix World Headquarters:
155 E. Rivulon Blvd., Gilbert, Arizona
85297 USA
- Isagenix World Headquarters Office
Phone: 480-889-5747
- Customer Care Telephone:
480-889-5777* | Toll-Free: 877-877-8111*
Fax: 480-636-5386 (*All calls will be recorded for quality purposes.)
- Customer Care Hours: Monday – Friday: 5:00 a.m.–6:00 p.m.; Saturday: 6:00 a.m.–2:30 p.m.
- Customer Care Email:
Support@IsagenixCorp.com
- Customer Care Chat: Monday – Saturday: 6:00 a.m.–8:00 p.m.; Sunday: 6:00 a.m.–10:00 p.m.
- Languages: English, Spanish, Chinese, and French.
- Additional regional sales representatives and managers to support the field. If you need to get in contact with a rep in the area, email ServicioACliente@isagenixcorp.com

PROMOTIONS/INCENTIVES

- Crystal Reset
- Daily Pay
- Director Leadership Pool
- Double Product Introduction Bonuses
- Team Builders Club
- Executive Leadership Pool
- Holiday Bonus Pool
- Millionaires in Action
- Rank Advancement Bonuses
- President's Quest 2015
- IsaBody Challenge®
- Top Achievers 2016



Get to Know Singapore

Welcome to Singapore!

This Southeast Asian powerhouse has an ethnically diverse population of more than 5.7 million. It boasts one of the highest per capita incomes in the world and is known as a major commercial and financial hub – a great environment for Isagenix Solutions to Transform Lives™.

- There are four official languages: English, Mandarin, Malay, and Tamil. English is the common language of the country. There are also other dialects such as Hokkien, Cantonese, and Teochew.
- Apart from Monaco, Singapore is the most densely populated country in the world with 6,430 people per square kilometer.
- Singapore has a multicultural mix of Malay, Chinese, Indian, and European influences.
- Singapore is a bustling cosmopolitan city populated with high-rise buildings and landscape gardens. Brimming with a harmonious blend of culture, cuisine, arts, and architecture, Singapore embodies the finest of both East and West.

The Industry in Singapore

- Health consciousness is a growing trend among consumers.
- Direct selling is expected to see 2% constant value.

Isagenix Has the Solutions

- 1.7 million Singaporeans are already at risk for obesity-related diseases.
- Singapore ranks second as the most tech-savvy country in the world and ranked as one of the top countries in the world in terms of usage.
- Food and drink direct sales represented the second fastest-growing category for the industry.

SINGAPORE SYSTEMS AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in Singapore to begin transforming lives. Some of our most popular products include Cleanse for Life™ concentrate, Ionix® Supreme concentrate, and IsaShake™ with wholesale prices between 10 and 20 Singaporean dollars. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between 250 and 2740 Singaporean dollars.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click “View Price Lists” under the “Orders” menu.

LINKS

- Isagenix.com: Corporate website.
- SG.IsaFYI.com: The latest news about Isagenix Singapore.
- Facebook.com/IsagenixSingapore: Like us on Facebook.
- YouTube.com/IsagenixSingapore: Watch our videos on our YouTube channel.
- IsaMovie.com: Present our Solutions videos to your prospects.
- SG.IsaBodyChallenge.com: Find out how Associates are transforming their bodies and lives using Isagenix products.
- StartYourLife.com: Home of the START vision, tools, training and inspiration that's changing young lives all over the planet.

CONTACT INFORMATION

- Isagenix (Asia-Pacific) Singapore Pte Ltd
No 10, Anson Road #26-14/15
International Plaza, Singapore 079903
- Call Center Hotline: +65 6499 0699
(Monday – Friday, 11:00 a.m. – 7:00 p.m.)
- Toll-Free Number: 1 800 499 0699
- Fax: +65 6499 0689
- Email:
CustomerServiceSG@IsagenixCorp.com
- Office Hours: Monday – Friday:
11.00 a.m. – 7.00 p.m.;
Saturday (2nd & 4th of the month):
11.00 a.m. – 3:00 p.m.
- Sunday and Public Holidays: Closed
- Singapore is 12 hours ahead of
NYC time zone ET.

PROMOTIONS/INCENTIVES

- Double Product Introduction Bonuses
- Holiday Bonus Pool
- Rank Advancement Bonuses
- Leadership Bonus Pool
- Crystal Challenge
- IsaBody Challenge®
- Gold Pak (12 months active status)
- IsaRally



Get to Know Taiwan

Welcome to Taiwan!

The Taiwanese population is more than 23 million. With a strong performance in food and drink direct sales, Taiwan is an ideal market to introduce Isagenix Solutions to Transform Lives™.

- The primary language is Mandarin.
- The three major cities are Taipei, Kaohsiung, and Taichung.
- Located along the southeast coast of the Asian continent at the western edge of the Pacific Ocean, Taiwan forms a vital line of communication in the Asia-Pacific region.
- Taiwanese people are some of the friendliest in Asia and prefer face-to-face conversations when doing business.

The Industry in Taiwan

- Direct selling companies mainly used websites as a marketing tool in 2014.
- Consumer health products continued to play the most important role in 2014.
- Food and drink direct sales perform strongly since products are used for daily consumption.
- Concerns about food safety have created an upward trend for organic food.

Isagenix Has the Solutions

- 68% of men and 79% of women do less than 30 minutes of moderate exercise per week.
- 44% of adults are overweight or obese.
- Online shopping has been more common in recent years.
- Supplements targeting elderly consumers are in greatest demand.
- Taiwan has a higher obesity rate than many similarly developed Asian nations largely due to lower rates of physical exercise.

TAIWAN SYSTEMS AND PACKS

We offer a range of systems, packs, and targeted solutions to help you take advantage of the unique business opportunities in Taiwan to begin transforming lives. Some of our most popular products include Cleanse for Life™ concentrate, Ionix® Supreme concentrate, and IsaShake™ with wholesale prices between 280 and 420 New Taiwanese dollars. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between 5,000 and 21,000 New Taiwanese dollars.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

LINKS

- Isagenix.com: Corporate website.
- TW.IsaFYI.com: The latest news about Isagenix Taiwan.
- Facebook.com/IsagenixTaiwan: Like us on Facebook.
- YouTube.com/IsagenixTaiwan: Watch our videos on our YouTube channel.
- IsaMovie.com: Present our Solutions videos to your prospects.
- StartYourLife.com: Home of the START vision, tools, training and inspiration that's changing young lives all over the planet.

CONTACT INFORMATION

- Isagenix (Asia-Pacific) Taiwan Ltd.
A1, 1F., No.16, Sec. 4, Nanjing E. Rd.,
Songshan Dist., Taipei City 105, Taiwan
(R.O.C.)
- Phone: +866-2-2578-9677
- Fax: 886-2-2785-8791
- Email:
CustomerServiceTW@IsagenixCorp.com
- Service Hours:
Monday – Friday: 10:00 a.m. – 7:00 p.m.
- Saturday, Sunday and Public Holidays:
Closed
- Taiwan is 12 hours ahead of
NYC time zone ET.

PROMOTIONS/INCENTIVES

- Crystal Challenge
- Double Product Introduction Bonuses
- Holiday Bonus Pool
- IsaBody Challenge™
- Rank Advancement Bonuses
- IsaRally



Get to Know the United Kingdom

Welcome to the United Kingdom!

With a population of nearly 65 million, the United Kingdom presents a unique opportunity for business growth. The U.K. has been experiencing a renewed interest in exercise and aerobic activity since the 2012 Olympics were hosted in London.

- Primary language is English.
- The U.K. is made up of England, Scotland, Wales, Northern Ireland, the Isle of Man, and the Channel Islands.
- 82% of the population resides in urban areas such as those in and around London, Liverpool, and Manchester.

The Industry in the United Kingdom

- Young people below the age of 25 are becoming increasingly interested in direct selling.
- Many in their 20s still live with their parents due to growing debts.
- Weight management has been a US\$200 million business in the U.K., while vitamins and supplements are a much larger category with US\$1.35 billion in business.
- Meal replacement products will likely grow over 12% in the next five years.

Isagenix Has the Solutions

- 67% of working-age men and 57% of working age women in the U.K. are overweight or obese.
- Increased obesity rates are likely due to the growing consumption of takeaway and ready-to-eat meals for convenience.
- There is a large cohort of people, aged 30-44, who are considered more active and participate more in aerobic exercise due to the popularity of the 2012 London Olympics.

UNITED KINGDOM SYSTEMS AND PACKS

We offer a range of systems, packs and targeted solutions to help you take advantage of the unique business opportunities in the U.K. and begin transforming lives. Some of our product offerings in the UK include Nourish for Life™, Ionix® Supreme and IsaLean® Shake. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

ADDITIONAL INFORMATION

To stay up to date on the latest U.K. launch information, please review our [Leadership Packet](#). We routinely update this packet with the latest U.K. launch information.

You may also wish to visit IsaFYI.com/International for more information regarding the U.K. launch.

CONTACT INFORMATION

- Isagenix United Kingdom Address: 31-34 St John's Lane (Watchmaker Court), London, EC1M 4BJ
- Customer Care Telephone (UK): +44 (0) 808 189 0490
- Monday-Friday, 9 a.m. - 6 p.m. (GMT)
- Email: CustomerServiceUK@IsagenixCorp.com
- The United Kingdom is 5 hours ahead of NYC time zone ET.

PROMOTIONS/INCENTIVES

A complete list of U.K. Promotions and Incentives will be available after the market launches in second quarter of 2017.

Visit IsaFYI.com/International for more details.



Get to Know the United States

Welcome to the United States!

The United States is the largest Isagenix market and the biggest revenue-producing country in the direct selling industry. Consumer spending is on the rise, supported by increase in employment rates and lower energy prices. Our largest market is a ripe opportunity for our Solutions to Transform Lives™.

- A majority of more than 326 million residents live in urban areas, with more than half between the ages of 25 and 75.
- The entrepreneurial spirit is deeply rooted and has had great success replacing managerial capitalism as an economic model.
- 40% of American food and beverage budgets are spent on health and wellness-related products, producing a \$161 billion dollar-a-year opportunity.
- Readily available information has opened new avenues for the health and wellness industry as concerns increase over ingredients and low nutritional value in food.

The Industry in the United States

- Over 18 million people were involved in the direct selling industry in 2014. Sales are estimated to be US\$34.5 billion – an upward trend from the year before.
- The direct selling industry continues to experience steady growth thanks to higher recorded incomes than any previous years.
- Millennials (born between 1982 and 2000) now number 83.1 million and represent more than one quarter of the nation's population.
- Tech-savvy consumers are using smartphones to research products, compare prices, hunt for bargains and deals, and purchase items.

Isagenix Has the Solutions

- More than 68.8% of adults are overweight or obese. More than 35.7% of adults are obese. More than one in 20 (6.3%) have extreme obesity.
- 43% of the population engages in regular physical activity. Their main need is to consume quality protein, as the rest of their activities limit their available time.

UNITED STATES SYSTEMS AND PACKS

We offer a range of systems, packs and targeted solutions to help you take advantage of the unique business opportunities in the United States to begin transforming lives. Some of our most popular products include Cleanse for Life®, IsaLean® Shake, and Ionix® Supreme with wholesale prices between US\$32 and US\$40. Additionally, we offer product selections that are bundled together as systems and packs and targeted to specific solutions. Packs and systems range between US\$150 and US\$600.

For a complete list of products and packs, log in to your Back Office with your Isagenix username and password, and click "View Price Lists" under the "Orders" menu.

LINKS

- Isagenix.com: Corporate website.
- IsagenixBusiness.com: The Isagenix business building system.
- IsagenixHelpcenter.com: Frequently asked Customer Care questions
- IsaMovie.com: Present our Solutions videos to your prospects.
- IsagenixEvents.com: Corporate and local events near you.
- IsagenixHealth.net: Health articles and the science behind Isagenix products.
- IsaFYI.com: Get the latest and greatest updates on Isagenix.
- StartYourLife.com: Home of the START vision, tools, training and inspiration that's changing young lives all over the planet.
- IsaBodyChallenge.com: Find out how Associates are transforming their bodies and lives using Isagenix products.
- TeamIsagenix.com: A comprehensive website designed to educate athletes about Isagenix.
- Facebook.com/Isagenix: Like us on Facebook.
- Twitter.com/Isagenix: Follow us on Twitter.
- Instagram.com/Isagenix: Be a part of the community.
- Pinterest.com/Isagenix: Pin with us!

CONTACT INFORMATION

- Isagenix World Headquarters: 155 E. Rivulon Blvd., Gilbert, Arizona 85297 USA
- Isagenix World Headquarters Office
Phone: 480-889-5747
- Customer Care Telephone:
480-889-5777* | Toll-Free: 877-877-8111*
Fax: 480-636-5386 (*All calls will be recorded for quality purposes.)
- Customer Care Hours: Monday – Friday: 5:00 a.m.–6:00 p.m.; Saturday: 6:00 a.m.–2:30 p.m.
- Customer Care Email: Support@IsagenixCorp.com
- Customer Care Chat: Monday – Saturday: 6:00 a.m.–8:00 p.m.; Sunday: 6:00 a.m.–10:00 p.m.
- Languages: English, Spanish, Chinese, and French.
- AZ (USA) Will Call Hours: Monday–Friday: 11:00 a.m.–4:00 p.m. Saturday: 10:00 a.m.–2:00 p.m.
- Corporate Tours: 480-889-5747, ext. 0; Tours are offered Fridays at 11:30 a.m.
- The U.S. has various regional sales representatives and managers to support the field, including the Hispanic demographics. If you need to get into contact with a rep in the area, email Support@IsagenixCorp.com

PROMOTIONS/INCENTIVES

- Crystal Reset
- Daily Pay
- Director Leadership Pool
- Double Product Introduction Bonuses
- Team Builders Club
- Executive Leadership Pool
- Holiday Bonus Pool
- Millionaires in Action
- Rank Advancement Bonuses
- President's Quest 2016
- IsaBody Challenge®
- Top Achievers 2017
- 90-Day Game Plan
- Coaching Bonus
- Platinum Leadership Pool

FOREIGN EXCHANGE POLICY



In 2017, Isagenix will implement a new Foreign Exchange Policy that will positively impact Associates by providing equitable and fair treatment of every Associate around the world. Our goal will be to protect businesses from uncertain foreign exchange rate changes and create a more sustainable business model.

Benefits

- Positive impact on leaders that provides equitable and fair treatment of every Associate around the world
- Associates will be paid equally for the business volume (BV) they generate in each country
- A best-in-class policy that Isagenix Executive Leadership developed in collaboration with the field

How It Works:

Isagenix will develop a Commissions Multiplier based on the source of volume from each country where the Associate is conducting business. This 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.

KEY TERMS

Isagenix Foreign Exchange Rate Factor:

Expressed as a percentage based on the market's current Market Exchange Rate with the U.S. and the Isagenix Exchange Rate for that market, this factor varies on a quarterly basis by market.

Personal Foreign Exchange Factor:

A weighted average that is unique to each Associate based on the amount of business volume produced in each market where the Associate earns business volume.*

Commissions Multiplier:

Calculated by factoring in the current Market Exchange Rate of the Associate's home market with the Associate's Personal Foreign Exchange Factor, the Commissions Multiplier is used to determine an Associate's earnings.

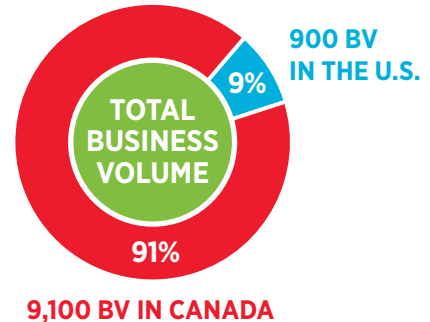
**An Associate must have at least 10 percent or more of their volume originating from outside of their home country for this policy to apply.*

EXAMPLES

EXAMPLE 1

An Associate living in Canada produces **91%** of their business volume in Canada, and **9%** of their business volume in the U.S.

Because the Associate does not produce 10% or more of their business volume outside of their home country, the new Foreign Exchange Policy **does not** apply. This means the Isagenix Foreign Exchange Rate for Canada of 1.11 will be used.



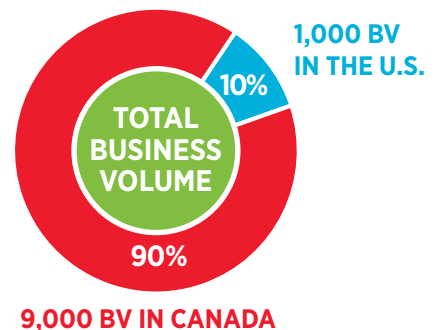
Foreign Exchange Policy Does Not Apply.

EXAMPLE 2

An Associate living in Canada produces **90%** of their business volume in Canada, and **10%** of their business volume in the U.S.

Because the Associate produces 10% of their business volume outside of their home country, the new Foreign Exchange Policy applies. We can now calculate their Personal Foreign Exchange Factor.

COUNTRY	CANADA	U.S.	PERSONAL FOREIGN EXCHANGE FACTOR CALCULATION
Percentage of BV	90%	10%	
Isagenix Foreign Exchange Rate Factor*	85.4%	100%	
Weighted Average Calculation	$0.9 \times 85.4\% = 0.768$	$0.1 \times 100\% = 0.1$	
			$0.768 + 0.1 = 0.868$



The Associate's Personal Foreign Exchange Factor is 0.868.

From here, the Associate's Personal Foreign Exchange Factor can be used to calculate their Commissions Multiplier:

$$\begin{array}{c} \text{1.30} \\ \text{Canada's current} \\ \text{Market Exchange Rate} \end{array} \times \begin{array}{c} \text{0.868} \\ \text{Personal Foreign} \\ \text{Exchange Factor} \end{array} = \text{1.13}$$

The Commissions Multiplier is 1.13.

If the weekly U.S. cycle value is US\$54, that value will be multiplied by the Commissions Multiplier to determine the value per cycle the Associate would receive in Canadian dollars.

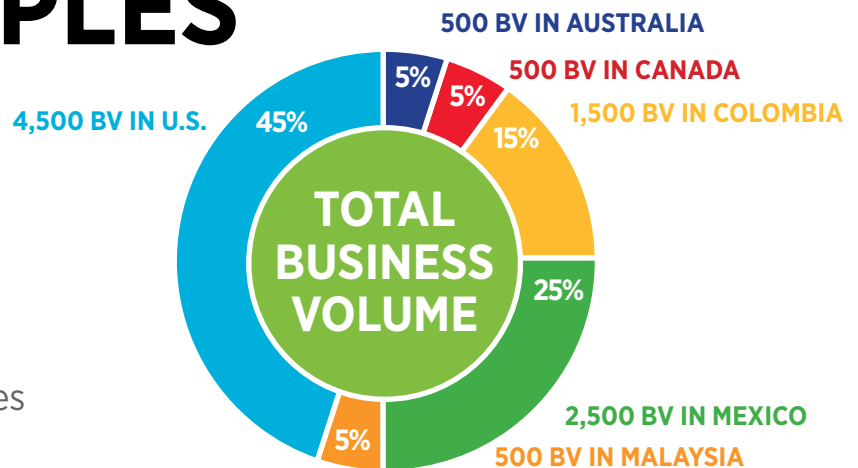
US\$54 x 1.13 = CA\$61.02 per cycle

Foreign Exchange Policy Does Apply.

*Q3 2016 RATES

Countries	Australia	Canada	Colombia	Hong Kong	Indonesia	Mexico	Malaysia	New Zealand	Singapore	Taiwan	United States
Isagenix Foreign Exchange Multiplier	1.11	1.11	2857.14	7.75	13183	15.92	3.91	1.28	1.37	31.48	1.00
Current Market Foreign Exchange Rate	1.30	1.30	2907.35	7.75	13183	18.58	4.18	1.39	1.39	31.48	1.00
Isagenix Foreign Exchange Rate Factor	85.4%	85.4%	98.3%	100%	100%	85.7%	93.5%	92.1%	98.6%	100%	100%

MORE EXAMPLES



EXAMPLE 3

An Associate living in Canada produces the following business volume:

Because the Associate produces 10% of their business volume outside of their home country, the new Foreign Exchange Policy applies. We can now calculate their Personal Foreign Exchange Factor:

COUNTRY	AUSTRALIA	CANADA	COLOMBIA	MEXICO	MALAYSIA	U.S.	PERSONAL FOREIGN EXCHANGE FACTOR CALCULATION
Percentage of BV	5%	5%	15%	25%	5%	45%	
Isagenix Foreign Exchange Rate Factor*	85.4%	85.4%	98.3%	85.7%	93.5%	100%	
Weighted Average Calculation	$0.05 \times 85.4\% = 0.043$	$0.05 \times 85.4\% = 0.043$	$0.15 \times 98.3\% = 0.147$	$0.25 \times 85.7\% = 0.214$	$0.05 \times 93.5\% = 0.047$	$0.45 \times 100\% = 0.45$	$0.043 + 0.043 + 0.147 + 0.214 + 0.047 + 0.45 = 0.944$

The Associate's Personal Foreign Exchange Factor is 0.944.

From here, the Associate's Personal Foreign Exchange Factor can be used to calculate their Commissions Multiplier:

$$\begin{array}{c} \mathbf{1.30} \\ \text{Canada's current} \\ \text{Market Exchange Rate} \end{array} \times \begin{array}{c} \mathbf{0.944} \\ \text{Personal Foreign} \\ \text{Exchange Factor} \end{array} = \mathbf{1.23}$$

The Commissions Multiplier is 1.23.

The Commissions Multiplier can then be used to determine commissions earned. If the weekly U.S. cycle value is US\$54, that value will be multiplied by the Commissions Multiplier to determine the value per cycle the Associate would receive in Canadian dollars.

$$\mathbf{US\$54 \times 1.23 = CA\$66.42 \text{ per cycle}}$$

Foreign Exchange Policy Does Apply.

If, in the above example, the Associate lived in **Mexico**, their Commissions Multiplier would be **17.54**, and the value per cycle would be **947.16 Mexican pesos**.

If the Associate lived in **Malaysia**, their Commissions multiplier would be **3.94** and the value per cycle would be **212.76 Malaysian ringgit**.

FAQ

Q Is there a change to the Compensation Plan?

No, how you earn a cycle and other Isagenix commissions remains the same. The new policy allows Isagenix to calculate a Personal Foreign Exchange Factor based on the markets where you accrue business volume.

Q Where can I see a report of my business volume in a different country/countries?

You can locate the BV accrued for each Isagenix market in the "Teams" section of your Back Office.

Q What does Isagenix hope to accomplish by updating this policy?

As a global company, implementing the new Foreign Exchange Policy provides predictability and certainty in case of fluctuations in exchange rates between the U.S. dollar and the currencies of other countries. The policy also helps provide equitable and fair treatment of every Associate around the world regardless of where you do business.

Q If an Associate joins and begins accumulating international BV, when do they receive a factor?

Isagenix will include the BV accrued in a specific country once that BV exceeds 10 percent of their overall BV accumulated worldwide. If an Associate accumulates over 10 percent of their international BV within their first quarter of enrollment, their commissions will be subject to the Isagenix Current Foreign Exchange Rate. Isagenix will examine their business volume in future quarters and provide that member with a Personal Foreign Exchange Factor in their commission statement.

Q When and how will you be implementing this policy?

Isagenix rolled out the new Foreign Exchange Rate Policy to all markets except the U.S. on December 26, 2016. Because commissions are paid one week in arrears, your January 9, 2017 commission statement will reflect your new Personal Foreign Exchange Factor.

Q How does this affect my commission payments/statement?

For certain commissions (cycles, Executive Match, etc.), the total amount paid to you will be based on your Personal Foreign Exchange Factor. This will vary by market.

Q Are all earnings subject to the updated Foreign Exchange Policy?

No, Product Introduction Bonuses (PIBs) have a fixed amount for each market and are not affected.

Q Will event ticket prices be influenced by this change?

Core 4 Events™ held in foreign markets outside of the U.S. will fall in line with the Foreign Exchange Policy and will be paid for in that market's currency, when applicable.

Q How does this affect the annual membership fee for Associates?

The annual membership fee will not be affected and will be charged in the local market's currency.

Q How do other promotional prizes fit into the Foreign Exchange Policy?

Some earnings will be set in fixed amounts for each country. Other promotional prizes such as trips, completion coupons, etc., may be subject to the Foreign Exchange Policy.