



US\$75,000 DIRECTOR LEADERSHIP POOL



Jan. 27-July 26, 2020

We're excited to announce an update to our Leadership Bonus Pool for Directors, where you can earn a share of US\$75,000!

HOW TO QUALIFY

- ✓ Be active rank Director for a minimum of one week during the bonus pool month.
- ✓ Be an Isagenix Independent Associate in the United States, Canada, Puerto Rico, Australia, or New Zealand and have never hit the rank of Executive before Jan. 27, 2020.
- ✓ Enroll at least one new Member per month on an order of 100 BV or more.
- ✓ Personally develop a minimum of one rank advancement per month.
- ✓ Increase monthly net Cycles by two or more over a four-week benchmark each month.

EARN

New Enrollments

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

PE Rank Advancements

Earn 1 point the first time your Personally Enrolled Associate rank advances

Net Cycle Growth

Earn 1 point for every net Cycle increase above your four-week benchmark

HOW IT WORKS

New Enrollments
(Min. of 1 per month, max. of 5 per month)



PE Rank Advancements
(Min. of 1 to qualify)



Net Cycle Growth
(Min. of 2 to qualify)



Weeks Active as Paid-As Director
(Min. of 1 week to qualify)



Monthly Shares

DETERMINE YOUR PAY

Your payment is based on your monthly shares multiplied by the share value. The maximum payout for any participant is US\$2,500. You can play in the Director Leadership Pool for a maximum of three consecutive months.

LEADERSHIP POOL CALENDAR

BONUS POOL MONTH				NET CYCLE BENCHMARK DATES (4-WEEK PERIOD)		
MONTH	Monday Start	Sunday End	# of Weeks in Month	Monday Start	Sunday End	Monday Bonus Payment Date
February	January 27, 2020	February 23, 2020	4	December 16, 2019	January 12, 2020	March 16, 2020
March	February 24, 2020	March 29, 2020	5	January 13, 2020	February 9, 2020	April 13, 2020
April	March 30, 2020	April 26, 2020	4	February 17, 2020	March 15, 2020	May 18, 2020
May	April 27, 2020	May 24, 2020	4	March 16, 2020	April 12, 2020	June 15, 2020
June	May 25, 2020	June 28, 2020	5	April 13, 2020	May 10, 2020	July 13, 2020
July	June 29, 2020	July 26, 2020	4	May 18, 2020	June 14, 2020	August 17, 2020



RULES

1. Only Associates in the U.S., Canada, Puerto Rico, Australia, and New Zealand are eligible to participate in the Director Leadership Pool.
2. Daily Paid-As rank and Team Bonus Cycles will be used to determine eligibility.
3. To achieve active rank Director for a given commission week, you must be Paid-As Director or higher all seven days of the week.
4. For the purpose of this promotion, only Team Bonus Cycles generated from business volume accumulated in your two teams is counted for qualification. Executive Match, Product Introduction Bonus equivalent, and retail profit equivalent Cycles are not included. Rank Advancement and Leadership Bonuses are not included.
5. You will earn one point for each personally developed Consultant, Manager, Director, or Executive advancement.
6. The Net Cycle Benchmark is a rolling four-week calculation of your paid Team Bonus Cycles.
7. Weekly Net Cycle Growth is the total number of weekly paid Cycles minus the Net Cycle Benchmark.
8. Monthly Net Cycle Growth is the sum of the Weekly Net Cycle Growth for the month. Each weekly net Cycle change for the month (both positive and negative) will be used for calculation regardless of a Member's weekly Paid-As rank.
9. Your paid Team Bonus Cycles must increase by at least two over the previous month's benchmark.
10. Commission caps for paid Cycles will be used in Weekly Net Cycle Growth.
11. Months are based on the 4-4-5 reporting calendar. See the previous page for benchmark dates, weeks in pay period, and payout dates.
12. Associates who qualify for the Director Pool but do not have four paid weeks available for use in the Net Cycle Benchmark calculation will have the maximum number of available paid weeks calculated.
13. The maximum bonus payout is based on shares earned:

PAYOUT MAXIMUM	
Shares	Up To
1-5	US\$500/CA\$555
6-10	US\$1,000/CA\$1,110
11+	US\$2,500/CA\$2,775

FAQ

How is Cycle growth calculated?

Your Net Cycle Benchmark is created by averaging your four previous weeks' paid Cycles. Each week, the difference between your paid Team Bonus Cycles and your Net Cycle Benchmark will determine your Weekly Net Cycle Growth. Your benchmark average will round down. For example, if you get a benchmark of 3.89, your benchmark will be set to 3. Your Weekly Net Cycle Growth for each week in the month is combined to determine your monthly Net Cycle Growth.

How will the pool be paid out?

The number of total shares earned by all Associates during the month is divided by US\$75,000 to calculate the value of one share. That value is multiplied by the number of shares you earned to calculate how much you earn. This will be calculated and paid in U.S. dollars. The maximum payout each month is US\$2,500.

How long can I participate?

Active Directors who qualify for the Director Pool can participate for a maximum of three consecutive months. The first month you participate will count as month one. After three consecutive months, you will no longer be eligible to participate in the Director Pool.

EXAMPLE: John participated in the Director Leadership Pool in April 2020 for the first time. Regardless of his participation over the next three months, the last month he can participate in the Director Leadership Pool will be June 2020.

What happens if I rank advance from Director to Executive during the competition period?

You'll play in the Director Pool for three consecutive months or until you achieve Paid-As Executive for all seven days of a commission week, whichever happens first. Once either occurs, you are no longer eligible for the Director Pool.

EXAMPLE: In the month of May, Lisa has been an active Director for three weeks, and she rank advances to Executive during the same month. She will be eligible to participate in the Director Pool for May. Then starting in June, she is no longer eligible for the Director Pool.

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 repurchases any product, Isagenix may deduct volume and any resulting compensation as a result of that order.

