



# US\$75,000 MANAGER LEADERSHIP POOL

Jan. 27, 2020 through July 26, 2020

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

## HOW TO QUALIFY

- ✓ Must Be Active Rank of Manager for a minimum of one week during the bonus pool month.
- ✓ Be an Associate in United States, Canada, Puerto Rico and have never hit the rank of Director before Jan. 27, 2020
- ✓ Enroll at least one new Member per month on 100 BV order
- ✓ Personally develop a minimum of one rank advancement per month
- ✓ Increase monthly net cycles by one or more over 4-week benchmark each month

## EARN

### 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

### Net Cycle Growth

Earn 1 point for every "net cycle increase" above your 4-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 1 to qualify)



Weeks Active as paid-as Manager  
(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\$1,000. You can play in the Manager Leadership Pool for a maximum of three consecutive months.

## LEADERSHIP POOL CALENDAR

MONTH	BONUS POOL MONTH			NET CYCLE BENCHMARK DATES (4-WEEK PERIOD)		
	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 US, CA, PR are eligible to participate in the Manager Leadership Pool.
2. Daily paid-as rank and Team Bonus Cycles will be used to determine eligibility.
3. To achieve Active Rank Manager for a given commission week, you must be paid-as Manager or higher all 7 days of the week.
4. For the purpose of this promotion, only Team Bonus Cycles generated from BV accumulated in your two teams is counted for qualification. Executive Match, PIB equivalent, Retail Profit equivalent cycles are not included. Rank Advancement and Leadership Bonues are not included. You will earn one point for each personally developed Consultant, Manager, Director or Executive advancement.
5. The Net Cycle Benchmark is a rolling 4 week developed calculation of your paid Team Bonus Cycles.
6. Weekly Net Cycle Growth is the total number of weekly paid cycles minus the Net Cycle Benchmark.
7. 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 member's weekly paid-as rank.
8. Your paid Team Bonus Cycles must increase by at least one over the previous month's benchmark.
9. Commission caps for paid cycles will be used in Weekly Net Cycle Growth.
10. Months are based on the 4-4-5 Reporting Calendar. See the previous page for benchmark dates, weeks in pay period and payout dates.
11. Associates who qualify for the Manager Pool but do not have 4 paid weeks available for use in the Net Cycle Benchmark calculation will have the maximum number of available paid weeks calculated.

## FAQ

### How is cycle growth calculated?

Your Net Cycle Benchmark is created by averaging your 4 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 USD. The maximum payout each month is US\$1,000.

### How long can I participate?

Active Managers who qualify for the Manager 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 Manager Pool.

**EXAMPLE:** Paul participated in the Manager Leadership Pool in March 2020 for the first time. Regardless of his participation over the next three months, the last month he can participate in the Manager Leadership Pool will be May 2020.

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

You'll play in the Manager pool for 3 consecutive months, or until you achieve Paid-As Director for all 7 days of a commision week. Whichever happens first. Once either occurs, you are only eligible for the Director pool moving foward.

**EXAMPLE:** In the month of February, Mary has been an Active Manager for three weeks and she rank advances to Director during the same month. She will be eligible to participate in the Manager Pool for February. Then starting in March, she is only eligible for the Director's Pool for 3 consecutive months.

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.

United States/Puerto Rico/Canada

