Global Compensation Plan Glossary

A

Achieved Rank — The highest rank in which an Associate has qualified within the Isagenix compensation plan.

Active — Minimum of 100 in Personal Volume (PV) in prior 30 days.

Associate — An independent contractor who has completed an Associate application and had it accepted by Isagenix. An Associate may purchase product at wholesale prices and participate in the Isagenix Team Compensation Plan.

Associate Support System — The complete online support system provided to each Isagenix Independent Associate at signup. Includes a personalized Isagenix-mirrored Web site where prospects and customers can view and purchase Isagenix products or sign up as Associates. Also includes complete online access to the Associate Back Office and training materials.

Autoship — A program of convenience where a pre-selected order is shipped each month. Autoship orders provide additional savings and convenience to Associates and Customers.

B

Bonus Rank — The last rank you were paid a Rank Advancement Bonus (RAB) on.

Business Volume (BV) — A point value assigned to each commissionable product.

C

Compensation Period — From 12:00 AM (New York Time, EST) Monday to the following Sunday night at 11:59 PM (New York Time, EST). Compensation is paid each week, one week in arrears.

Consultant — Become an Active Associate with at least one Active Personally Enrolled Associate on your Left Sales Team and one Active Personally Enrolled Associate on your Right Sales Team within the same 30 days.

Customer — Retail customers and preferred customers who enjoy Isagenix products, but are not earning compensation.

Cycle —Defines the total accumulation of 900 Group Volume (GV) in your Sales Team where at least 1/3 (300 BV) is in the Minor Volume Sales Team and 2/3 (600 BV) is in the Major Volume Sales Team. A Cycle triggers a Team Bonus based on qualification.

D

Day — From Midnight to 11:59 PM (Eastern Time). Compensation is calculated daily and paid weekly, one week in arrears.

E

Ecount — IsaWallet allows you to instantly receive commission payments from Isagenix and efficiently transfer funds into your bank account. (Available payout methods vary by country)

Enrolling Sponsor — The Sponsor who personally enrolls an Associate and is eligible to earn a Product Introduction Bonus on the optional purchase of a Product Introduction Pak by their newly enrolled Associate.

Excess Volume — PV over the 100 needed in the prior 30 days to meet the active requirement will be accumulated in the Associate's Minor Volume Sales Team at the time of the order.

Executive — Achieve this rank by being Active and having 10 Personally Enrolled Active Associates—five on each Sales Team (Left and Right)—who are Paid As Consultants within the prior 30 days.

Executive Matching Team Bonus — An Active Paid As Executive is eligible to receive a 10% Matching Team Bonus on the weekly Team Bonus income of all Personally Enrolled Paid As Consultants, Star Consultants and Executives. The 10% Matching Team Bonus is calculated daily and paid weekly. Paid As Executives can earn up to 250 Cycles in Matching Team Bonus each week.

G

Grace Period — A five-day grace period is added to 30 days in determining Active status, totaling 35 days.

Group Volume (GV) — the BV that accumulates in your Left and Right Sales Teams based on your Active and Paid As status.

H

Holdover Volume — allows Active Paid As Consultants to holdover unpaid GV in each of their two sales teams to accumulate towards the next earned Team Bonus cycle.

I

IsaWallet — IsaWallet allows you to instantly receive commission payments from Isagenix and efficiently transfer funds into your bank account. (Available payout methods vary by country)

M

Major Sales Volume Team — The Sales Team holding the most unpaid Group Volume (GV) is considered the Major Volume Sales Team.

Mega Cycle — A Mega Cycle occurs at the end of any day (ending Midnight Eastern Standard Time) that a minimum of 100 cycles has been accumulated since your join date or the last Mega Cycle. To provide stability to the Team Compensation Plan, Isagenix will hold over up to 12,000 GV in your Major Volume Sales Team and all remaining volume in your Minor Volume Sales Team towards earning your next Team Bonus Cycles. Any Volume above the 12,000 from your Major Volume Sales Team is removed.

Minor Volume Sales Team — The Sales Team holding the least unpaid Group Volume (GV) is considered the Minor Volume Sales Team.

P

Paid As Rank — The rank that an Associates volume and personally enrolled team members volume qualify them for in a given Compensation Period.

Personal Volume (PV) — The combination of the BV of your personal orders and the BV of Retail Direct Customers ordering from your website.

Personal Volume Holding (PVH) — PV over 100 that is held until member becomes a Consultant. Once Consultant is achieve, PVH is applied to the minor team.

Personally Enrolled Associate — An Associate for which you are registered as the Enrolling Sponsor.

Placement Sponsor — The Sponsor that the new Associate will be placed directly under in the Placement Tree. This person can also be the Enrolling Sponsor.

Preferred Customer — A Preferred Customer (PC) completes a simplified PC application and pays an annual fee. They are provided a personalized Web site to purchase products at wholesale prices and may also enroll PCs or Associates through their Web site. PCs are also given a spot in the Associate genealogy tree and may elect to convert to the position of Associate within 12 months of their join date to begin participation in the Team Compensation Plan. Preffered Customers do not participate in the Isagenix Global Compensation Plan.

Product Introduction Bonus — Associates are eligible to earn a one-time $10 USD - $50 USD Product Introduction Bonus (PIB) whenever a Personally Enrolled Associate purchases an optional PIB Pak from Isagenix directly at the time they enroll.

R

Rank — Defines the position an Associate has achieved within the Isagenix Global Compensation Plan. The four ranks are: Associate, Consultant, Star Consultant and Executive.

Reset — The removal of Group Volume (GV) from your left and right sales teams that is no longer eligible to be used in calculating your Team Bonuses. Reset occurs at the end of any day an Associate of any rank becomes inactive.

Retail Business Center — Tracks placement genealogy and the Group Sales Volume of your downline sales team.

Retail Customer — A customer purchases product directly from an Associate.

Retail Direct Customer — A customer who orders Isagenix products at retail prices directly from your Associate Website. These customers are not Independent Associates.

Retail Direct Profits — The profit you earn from your Retail Direct Customers who order directly from the Company. You do not need to be Active to earn Retail Direct Profits. This profit is calculated by subtracting the wholesale price and a $4.95 administration fee from the retail price on each order.

Retail Profits — The profit you earn from the purchases of your Retail Customers taken from your inventory. You do not need to be active to earn Retail Profits.

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T

Team Bonuses — When you accumulate 900 points in Group Volume (GV) and at least 300 of those points came from your minor volume sales teams and 600 points came from your major volume sales team, you earn a Team Bonus. This is called a Cycle. Your RBC can Cycle multiple times every day.

W

Week — From 12:00 AM (New York Time, EST) Monday to the following Sunday night at 11:59 PM (New York Time, EST).

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