

**NEW!**

# DIRECTORS & ABOVE POOL

We are proud to announce a new Leadership Bonus Pool where you can earn a share of **US\$20,000!**

**26 February 2018**  
through  
**26 August 2018**

## 1. How to qualify

**Check the boxes as you meet each qualification!**

- To participate in the Director's portion of the pool, must be paid-as Director for a minimum of one week in the month.\* Can only participate in this portion of the pool for 3 consecutive months.\*
- Must be an Associate in the UK, Ireland or the Netherlands
- Enrol at least one new Member per month
- Must have a minimum of one personally enrolled rank advancement per month (Consultant, Manager, Director, Executive)
- Increase monthly net cycles by two or more over 4-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\*

## 2. Earn Points

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

**New Enrolments**

Earn 1 point for each new PE Member 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 4-week benchmark.\*\*

## 3. Calculate your shares!



## 4. Determine your pay

Multiply your shares by the share value to determine your pay! The maximum payout for any participant is US\$3,000

LEADERSHIP POOL CALENDAR				NET CYCLE BENCHMARK DATES (4-WEEK PERIOD)		
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
<b>March</b>	26 February 2018	1 April 2018	5	15 January 2018	11 February 2018	16 April 2018
<b>April</b>	2 April 2018	29 April 2018	4	19 February 2018	18 March 2018	14 May 2018
<b>May</b>	30 April 2018	27 May 2018	4	19 March 2018	15 April 2018	18 June 2018
<b>June</b>	28 May 2018	1 July 2018	5	16 April 2018	13 May 2018	16 July 2018
<b>July</b>	2 July 2018	29 July 2018	4	21 May 2018	17 June 2018	13 August 2018
<b>August</b>	30 July 2018	26 August 2018	4	18 June 2018	15 July 2018	17 September 2018

\*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 enrolments 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 4-week period prior to the calendar month in which the points were earned. A minimum of two points in growth is required.





# Frequently Asked Questions

## DIRECTORS & ABOVE POOL

### What are the criteria for participating in the pool?

- All Associates, regardless of join date, can participate.
- The pool is open only to Associates in the UK, Ireland or the Netherlands.
- Must be paid-as Director or above each day of the commission week for a minimum of one week.
- Must increase your paid Team Bonus Cycles by at least two over the previous month's benchmark.
- Must enrol one new Member each month with a qualifying order.
- Must have a minimum of one personally enrolled Member rank advance.

### How is cycle growth calculated?

- Your Net Cycle Benchmark is created by averaging your 4 previous weeks' paid 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.
- Your benchmark average will round down. For example; if you get a benchmark of 3.89, we will set your benchmark to 3.
- We add your Weekly Net Cycle Growth for each week in the month to determine your monthly Net Cycle Growth.

### How are the number of shares determined?

Each month, we will calculate the number of shares in the pool you receive based on this formula:

Cycle growth (minimum of 2 to qualify) X Personally Enrolled Rank Advancements (minimum of 1 to qualify, maximum of 5) X Weeks active as paid-as Director or above (minimum of 1 to qualify) X Personal enrolments (minimum of 1 per month, maximum of 5 per month) = Total Shares

### How will the pool be paid out?

We will divide the number of total shares earned by all Associates during the month by US\$20,000 to calculate the value of one share. We will then multiply that value by the number of shares you earned to calculate how much you earn. This will be calculated in USD and paid out in EUR based on the current exchange rate.

### Is there a maximum payout?

Yes, the maximum payout is US\$3,000.

### 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 three consecutive months. The first month a Paid-as Director participates in the Director's portion of the pool will count as month one. After three 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/her rank to Executive and maintain Paid-as-Executive each day during the commission week, to enjoy the Executive portion of the pool as long as he/she meet the requirements. If at any point he/she gets 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 their three months as Director.

## Helpful Information

Team Bonus Cycles are the paid cycles generated during the commission week.

Team Bonus Cycles do not include the following:

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





# Rules

## DIRECTORS & ABOVE POOL

- Only Associates in the UK, Ireland and the Netherlands are eligible to participate in the Leadership Bonus Pool.
- 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.
- 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 or Leadership Bonus are not included. Cycle equivalents are also not included.
- You will earn one point for a personally sponsored Consultant, Manager, Director or Executive advancement.
- The Net Cycle Benchmark is a rolling 4-weeks (paid weeks) of your paid Team Bonus Cycles.
- Weekly Net Cycle Growth is the total number of weekly paid cycles minus the Net Cycle Benchmark.
- 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.
- Must increase your paid Team Bonus Cycles by at least two over the previous month's benchmark.
- Commission caps for paid cycles will be used in Weekly Net Cycle Growth.
- The 4-4-5 Reporting Calendar will be used. See the previous page for benchmark dates, weeks in pay period, and payout dates.
- For Associates who qualify for the Leadership Pool as a Director but do not have 4 paid weeks available for use in the Net Cycle Benchmark calculation, we will use the maximum number of available paid weeks.

*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.*

