



US\$75,000 NEW DIRECTOR LEADERSHIP POOL

Available through August 26, 2018

HOW TO QUALIFY

All new and existing Associates can participate

- Be a Paid-As Director for at least one full commission week during the pool month.
 - Increase your personal Team Bonus Cycles by two over the previous month's benchmark.
- Visit the "Contests & Promotions" tab in your Back Office for more details!

EARN

Up to US\$75,000 will be awarded each month.

HOW IT WORKS

Once you have qualified to participate in the Director Leadership Pool, you will need to increase your personal Team Bonus Cycles by a minimum of two over the previous month.

In this example, the individual has exceeded the personal Monthly Net Cycle Benchmark by 7 Cycles.

| WEEK | WEEK ENDING BENCHMARK | PERSONAL CYCLES | BENCHMARK | NET CYCLE GROWTH |
|---|-----------------------|-----------------|-----------|------------------|
| 1 | 1/8/2018 | 7 | 5 | 2 |
| 2 | 1/15/2018 | 6 | 5 | 1 |
| 3 | 1/22/2018 | 8 | 5 | 3 |
| 4 | 1/29/2018 | 6 | 5 | 1 |
| Personal Monthly Net Cycle Growth: | | | | 7 |

See contest rules for details.

LEADERSHIP POOL CALENDAR

| BONUS POOL MONTH | | | | NET CYCLE BENCHMARK DATES (13-WEEK PERIOD) | | |
|------------------|-------------------|-------------------|---------------------|--|-------------------|---------------------------|
| MONTH | Monday Start | Sunday End | # of Weeks in Month | Monday Start | Sunday End | Monday Bonus Payment Date |
| JANUARY | January 1, 2018 | January 28, 2018 | 4 | September 18, 2017 | December 17, 2017 | February 12, 2018 |
| FEBRUARY | January 29, 2018 | February 25, 2018 | 4 | October 16, 2017 | January 14, 2018 | March 12, 2018 |
| MARCH | February 26, 2018 | April 1, 2018 | 5 | November 13, 2017 | February 11, 2018 | April 16, 2018 |
| APRIL | April 2, 2018 | April 29, 2018 | 4 | December 18, 2017 | March 18, 2018 | May 14, 2018 |
| MAY | April 30, 2018 | May 27, 2018 | 4 | January 15, 2018 | April 15, 2018 | June 18, 2018 |
| JUNE | May 28, 2018 | July 1, 2018 | 5 | February 12, 2018 | May 13, 2018 | July 16, 2018 |
| JULY | July 2, 2018 | July 29, 2018 | 4 | March 19, 2018 | June 17, 2018 | August 13, 2018 |
| AUGUST | July 30, 2018 | August 26, 2018 | 4 | April 16, 2018 | July 15, 2018 | September 17, 2018 |

PAID-AS DIRECTORS CAN PARTICIPATE IN THE DIRECTOR LEADERSHIP POOL FOR UP TO THREE CONSECUTIVE MONTHS



RULES

1. Only Associates in the U.S., Puerto Rico, Canada, Australia, and New Zealand are eligible to participate in the Director Pool.
2. An Associate must be a Paid-As Director each day during the commission week for at least one week during the pool month to participate.
3. For the purpose of this promotion, only Team Bonus Cycles generated from BV accumulated by your two teams are counted toward qualification. Executive Match, PIB Equivalent and Retail Profit Equivalent Cycles, and Rank Advancement or Leadership Bonuses are not included.
4. The Net Cycle Benchmark is a rolling four-week average (paid weeks) of your paid Team Bonus Cycles.
5. Weekly Net Cycle Growth is the total number of weekly paid Cycles minus the Net Cycle Benchmark.
6. 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.
7. Monthly Net Cycle Growth must be a minimum of two to be eligible for payment.
8. Monthly Net Cycle Growth will be divided by the number of weeks in the pool month, then multiplied by your number of qualified weeks in the month to get your Qualified Net Cycle Growth (QNCG), also known as shares.
9. Commission caps for paid Cycles will be used in Weekly Net Cycle Growth.
10. The maximum bonus is based on QNCG:

| QNCG* MAXIMUM | |
|---------------|-----------|
| QNCG | UP TO |
| 1-5 | US\$500 |
| 6-10 | US\$1,000 |
| 11+ | US\$5,000 |

11. The 4-4-5 reporting calendar will be used. See the previous page for benchmark dates, weeks in pool period, and payout dates.
12. The share value of each pool (one share = one Qualified Net Cycle Growth) will be calculated by taking the maximum monthly disbursement amount for the pool divided by the total shares participating in the pool.
EXAMPLE: US\$75,000 Director Pool with a total of 750 QNCG shares would create a share value of US\$100/CA\$111 each.
13. For Associates who qualify for the Director Pool but do not have four paid weeks available for use in the Net Cycle Benchmark calculation, we will use the maximum number of available paid weeks used.
14. Once an Associate participates in the Executive Pool for a minimum of one week, he/she is no longer eligible to participate in the Director Pool even if the Associate has eligibility left.
15. Associates who qualify for the Director Pool can participate for a maximum of three consecutive months. The first month that an Associate participates in the Director Pool will count as Month 1. After three consecutive months are completed, the Associate will no longer be eligible to participate in the Director Pool.
EXAMPLE: Paul participated in the Director Pool in December 2017 for the first time. Regardless of his participation over the next months, the last month he can participate in the Director Pool will be February 2018.
16. If an Associate participates in any of the pools every week during the pool month, that Associate will be paid out based on the specific pool that was participated in.
EXAMPLE: Sam participated in the Director Pool for one week in December. The other three weeks of the commission month, Sam participated in the Executive Pool. Sam will receive a payout from the Director Leadership Pool and the Executive Pool based on the number of shares he earned.

Promotion 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 that the spirit of the promotion is achieved.

Associate sponsorships and product orders that are deemed, in the sole discretion of Isagenix, to be solely for promotion advancement may not be counted in the promotion. If Isagenix repurchases any product, Isagenix may deduct volume and any resulting compensation as a result of that order.

U.S., Puerto Rico, Canada, Australia, and New Zealand only.

This promotion/program is based on the Isagenix 4-4-5 commission calendar.

This promotion is based on commissions earned by August 26, 2018.

The specific market values are calculated using the Foreign Exchange Multiplier. To calculate your market's equivalent, simply multiply the U.S. amount shown by the applicable Foreign Exchange Multiplier for your specific market. This value is subject to change every quarter based on published exchange rates and will be valid for the following quarter.



FAQ

WHAT ARE THE CRITERIA FOR PARTICIPATING IN THE POOL?

1. All Associates, regardless of join date, can participate.
2. The pool is open to U.S., Puerto Rico, Canada, Australia, and New Zealand Associates only.
3. You must be a Paid-As Director each day of the week for a minimum of one week in the pool month.
4. You must grow your paid Team Bonus Cycles by at least two over the previous month's benchmark to qualify.

HOW WILL THE POOL BE PAID OUT?

1. Your Net Cycle Benchmark is created by averaging your four previous weeks' paid Cycles.
2. Each week, we'll take the difference between your paid Team Bonus Cycles and your Net Cycle Benchmark to determine your Weekly Net Cycle Growth.
3. We add your Weekly Net Cycle Growth for each week in the month to determine your Monthly Net Cycle Growth.
4. Monthly Net Cycle Growth will be divided by the number of weeks in the reporting month, then multiplied by your number of qualifying weeks in the month. This determines how many pool shares you will receive.
5. The Director Leadership Pool share value is determined by dividing US\$75,000 by the total number of shares earned by all pool participants for the pool month.

WHO CAN PARTICIPATE?

All Paid-As Directors and Crystal Directors who have met all qualifications for the Director Pool.

PLEASE NOTE: Associates who achieve Paid-As Executive for a full week in the pool month **WILL NOT** be eligible to participate in this pool.

HOW LONG CAN I PARTICIPATE?

Paid-As Directors can participate in the Director Pool for up to three consecutive months.

HELPFUL INFORMATION

Team Bonus Cycles do not include the following:

- Executive Match
- PIB Equivalent Cycles
- Retail Profit Equivalent Cycles
- RABs or Leadership Pool

