

SoulLife®

SoulLife® Compensation Plan Overview

There are more than eleven (11) different ways for you, as a SoulLife® Independent Consultant, to make money in this Compensation Plan. As each one is cumulative, it is possible for you to make money in one, multiple, or in all eleven ways.

MORE THAN 11 WAYS TO EARN INCOME!

THE MARKETING PHASE

- 1 Base Commission
- 2 Preferred Customer (PC) Program
- 3 Enhanced Commissions (EC)
- 4 Quick Start Bonus

THE MANAGER PHASE

- 5 Enroller Residual Bonuses
- 6 Level Bonuses
- 7 The Personal Group Bonus
- 8 Management Generation Bonuses

THE DIRECTOR & EXECUTIVE PHASE

- 9 The Director Group Bonuses
- 10 Director Generation Bonuses
- 11 Executive Bonus Pools

PLUS MORE! ONE-TIME BONUSES

- Rank Up Bonuses (*Cash & Gold Rewards*)

BECOMING AN INDEPENDENT CONSULTANT

You can become an Independent Consultant with SoulLife® by completing an Independent Consultant Application and purchasing a Business Kit for \$49.95. You can receive your Business Kit FREE by ordering the optional Quick Start Pack for \$299.95 when enrolling. Once your application is accepted, you can begin selling SoulLife® products directly to others or through your online Wellness Store, provided as a part of your monthly business support program.

You can receive commissions based on your total product sales. You'll also be authorized to leverage your personal sales efforts by offering the SoulLife® opportunity to others and earn bonuses on their sales. Based on your level of commitment, the SoulLife® compensation program can be extremely rewarding.



THE MARKETING PHASE

1 BASE COMMISSION

Personal Customer Sales (PCS)	→	Your Commission
		↓
Paid weekly	←	20% Base Commission

You begin each month with a base commission rate of 20% on your Personal Customer Sales (PCS), which consists of the Unique Purchase Price (UPP) of all your personal sales each month, including retail customers, products purchased at a discount by your enrolled Preferred Customers and your own purchases for personal use.

3 ENHANCED COMMISSIONS (EC)

Personal Customer Sales (PCS) or Team Customer Sales (TCS) in current month	Commission Rate to be applied to PCS
\$1 to \$999 PCS	20% Paid Weekly
\$1,00 to \$1,999 PCS	PLUS 5% Paid Monthly
\$2,000 and up PCS or \$10,000 TRS	OR PLUS 10% Paid Monthly

*NOTE: This 20% is the Base Commission available to all Independent Consultants on their PCS (see Compensation Plan & Policies and Procedures for definitions and further details).

2 PREFERRED CUSTOMER (PC) PROGRAM

Your Preferred Customers (PC)	PC Discount	Your Benefits*
↓	↓	↓
Your customer becomes a PC for FREE just by placing a monthly SmartShip order	Your preferred customer receives 14% to 28.5% DISCOUNT on their monthly Smartship order	20% BASE COMMISSION PLUS ENHANCED COMMISSION

Your PC's autoship orders are added to your PCS to increase your **PLUS** Enhanced Commission rate and BV is applied towards further bonuses.

4 QUICK START BONUS

New Enrollee	Direct Enroller (You)
↓	↓
Purchases \$299.95 Quick Start Pack Great savings	\$75 Quick Start Bonus + \$24 \$99 TOTAL

**NOTE: Due to its deeply discount price, the Quick Start Pack has an assigned BV of 120. Plus, you'll earn a Level Bonus and Enroller Bonus totaling 20% of the assigned BV (= \$24).

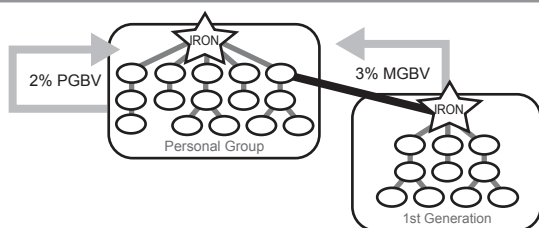
*Your PC Benefits: As a SoulLife® Independent Consultant you will receive a minimum of 20% on your Preferred Customer orders. Plus the possibility of Enhanced Commissions. Plus any and all Bonuses that are applicable by utilizing the Bonus Value (BV) from each order.

UPP: UNIQUE PURCHASE PRICE Depending on the type and size of order placed, a customer may purchase at varying price points. A Consultant's Personal UPP is based on a combination of product purchases made at suggested retail, volume discount price, and auto-ship price. UPP is used to determine Base Commission and Enhanced Commissions.

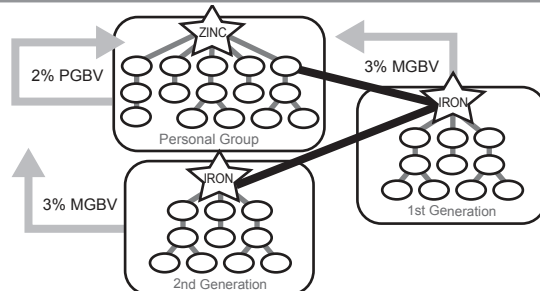
⁵Bonus Value (BV): Bonus Value is the value assigned to a particular product for the purpose of paying bonuses to the upline Consultants in the compensation plan. BV is usually 70% of UPP, but could be less on certain low margin products. For ease of use, BV is usually rounded up to the nearest whole dollar.

UNDERSTANDING GENERATIONS

You as an Iron Star Manager (IRON)



You as a Zinc Star Manager (ZINC)



The above is a simplified graphic representation of a downline and is not intended to precisely indicate rank qualification requirements.

THE MANAGEMENT PHASE

RANK QUALIFICATION AND MAINTENANCE REQUIREMENTS

Independent Consultant (Consultant)	Cobalt Star Manager (Cobalt)	Copper Star Manager (Copper)	Iron Star Manager (Iron)	Zinc Star Manager (Zinc)
TO QUALIFY (ONE-TIME)				
Purchase Consultant Business Kit (\$49.95) or FREE With purchase of Optional Quick Start Pack (\$299.95)	Be Active ¹ plus personally enroll a Total of 3 Active ¹ Consultants	Be Active ¹ plus 4 Qualified Legs ² and create 3,000 TGBV ³ in one month	Be Active ¹ plus 5 Qualified Legs ² , with 1 Copper and 1 Cobalt (in separate legs) and create 7,500 TGBV ³ in one month	Be Active ¹ plus 5 Qualified Legs ² , with 1 Iron and 1 Copper (in separate legs) and create 20,000 TGBV ³ in one month
TO MAINTAIN (MONTHLY)				
Be Active ¹ (Not required for Base or Enhanced Commissions)	Remain Active ¹ plus 1,000 TGBV ³ 60% RULE⁴ APPLIES	Remain Active ¹ plus 2,500 TGBV ³ 60% RULE⁴ APPLIES	Remain Active ¹ plus 6,000 TGBV ³ 60% RULE⁴ APPLIES	Remain Active ¹ plus 15,000 TGBV ³ 60% RULE⁴ APPLIES
BASE COMMISSION				
20%	20%	20%	20%	20%
ENHANCED COMMISSIONS (EC)				
5% to 10%	5% to 10%	5% to 10%	5% to 10%	5% to 10%
5 ENROLLER RESIDUAL BONUS (MUST BE ACTIVE)				
E1: 16% BV⁵	E1: 16% BV⁵	E1: 16% BV⁵ E2: 6% BV⁵	E1: 16% BV⁵ E2: 6% BV⁵	E1: 16% BV⁵ E2: 6% BV⁵
6 LEVEL BONUSES (MUST BE ACTIVE)				
Level 1 4% BV⁵	4% BV⁵	4% BV⁵	4% BV⁵	4% BV⁵
Level 2 4% BV⁵	4% BV⁵	4% BV⁵	4% BV⁵	4% BV⁵
	Level 3 4% BV⁵	4% BV⁵	4% BV⁵	4% BV⁵
		Level 4 4% BV⁵	4% BV⁵	4% BV⁵
			Level 5 4% BV⁵	4% BV⁵
7 8 PERSONAL GROUP AND GENERATION BONUSES (MUST BE ACTIVE)				
		Personal Group 2% PGBV	2% PGBV	
		Management Generation 1 3% MGBV	3% MGBV	
			Management Generation 2 3% MGBV	3% MGBV

¹**Active:** Maintain at least 70 Personal Bonus Value (PBV) each month to be considered "Active" for that month.

²**Qualified Leg:** A leg that has at least one Active Consultant and a total of at least 300 BV somewhere in the depth of the leg.

³**Total Group Bonus Value (TGBV):** Total Group Bonus Value, which is your Personal BV, combined with the PBV of every person in your downline, through infinite depth.

⁴**60% or 40% Rule:** No more than 60% or 40% (as specified) of your required TGBV can be counted from any one Leg.

⁵**Bonus Value (BV):** The value assigned to a particular product for the purpose of paying bonuses in the compensation plan. BV is usually 70% of customer Unique Purchase Price, but could be less on certain low margin products.

Personal Bonus Value (PBV): The cumulative BV of all products purchased by your retail customers, your PCs and you during a given pay period is combined to determine your "Personal Bonus Value" (PBV) for that pay period.

