

# Winalite Sales Compensation Plan

## For Global Markets (except China & Hong Kong)

Revised version Aug 16, 2011

### 1. Membership

New distributors can choose any of the 4 different designations at the time of registration:

Silver Member	First purchase 50PV product
Gold Member	First purchase 250PV products
Platinum Member	First purchase 600PV products
Diamond Member	First purchase 1500PV products

Membership Upgrade: The membership title designation can be upgraded once and only to the next higher level within 28 days after confirmation of registration with our EC system. The upgrade title entitlement will take effect upon the upgrade order is confirmed.

### 2. Commission

#### (I) The Product Introduction Bonus (Weekly)

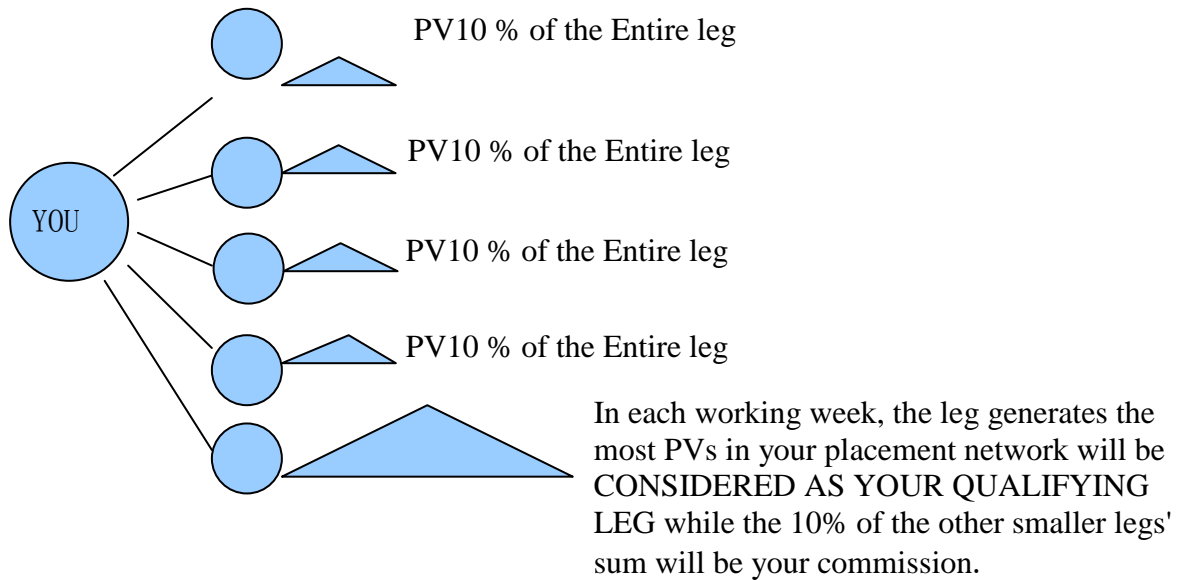
This bonus is based on the quantity of the first purchase along with the upgrade purchase confirmed by our EC system and to be paid to the direct sponsor. Oversea branches may set the bonus value according to the market situation.

#### (II) The Multiplier Bonus (Weekly)

- 1) This Multiplier bonus is based on PV generated from members' first purchase, upgrade purchase, and maintenance purchase (1PV is equivalent to 1USD)
- 2) In each working week, the total PV generated by each leg in member's placement tree is computed. The leg which generates the highest PVs will be considered as the qualifying leg, of which no bonus will be paid but member will receive 10% of the PVs generated from the other legs with lesser PV as the multiplier bonus. (Up to 4 legs maximum)

**The calculation is as follow:**

$$\text{The Multiplier Bonus} = 2^{\text{nd}} \text{ Leg Sales Volume (PV)} \times 10\% + 3^{\text{rd}} \text{ Leg Sales Volume (PV)} \times 10\% + 4^{\text{th}} \text{ Leg Sales Volume (PV)} \times 10\% + 5^{\text{th}} \text{ Leg Sales Volume (PV)} \times 10\%$$



There is a weekly bonus cap for each designation: (Maximum Payout)

Silver Member	-	500 PV per leg
Gold Member	-	1,500 PV per leg
Platinum Member	-	6,250 PV per leg
Diamond Member	-	10,000 PV per leg

Designation	Weekly Maximum Multiplier Bonus
<b>Silver Member</b>	500PV x 4 legs = 2,000PV
<b>Gold Member</b>	1,500PV x 4 legs = 6,000PV
<b>Platinum Member</b>	6,250PV x 4 legs = 25,000PV
<b>Diamond Member</b>	10,000PV x 4 legs = 40,000PV

The difference between the PV of the qualifying leg and the sum of the smaller legs will be carried over to the next working week. But there is also a weekly carry-over PV cap for each designation:

Silver Member - 5,000PV	Platinum Member - 62,500PV
Gold Member - 15,000PV	Diamond Member - 100,000PV

### (III) The Leadership Bonus (Weekly)

- 1) Member will receive 10% of the Multiplier Bonus commissions earned by the distributors in your sponsor network up to 3 generations. For example:
  - 1<sup>st</sup> generation: Total Multiplier Bonus x 10%
  - 2<sup>nd</sup> generation: Total Multiplier Bonus x 10%
  - 3<sup>rd</sup> generation: Total Multiplier Bonus x 10%
- 2) Qualification Criteria:
  - Sponsor 1 to 2 members (regardless of designation) to receive the 1<sup>st</sup> generation Leadership Bonus.
  - Sponsor 3 to 4 members (regardless of designation) to receive the 1<sup>st</sup> and 2<sup>nd</sup> generation Leadership Bonus.
  - Sponsor 5 or more members (regardless of designation) to receive the 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> generation Leadership Bonus.

#### The Leadership Bonus

= Total Multiplier Bonus in 1<sup>st</sup> Generation x 10%  
 + Total Multiplier Bonus in 2<sup>nd</sup> Generation x 10%  
 + Total Multiplier Bonus in 3<sup>rd</sup> Generation x 10%

Personally Sponsored	1 ~ 2 Member(s)	3 ~ 4 Members	5 & above Members
1 <sup>st</sup> Generation Multiplier Bonus	<b>10%</b>	<b>10%</b>	<b>10%</b>
2 <sup>nd</sup> Generation Multiplier Bonus			
3 <sup>rd</sup> Generation Multiplier Bonus			

Note: The direct sponsored member must be an active member (not including the pending and signed out member)

- 3) Leadership Bonus is paid to members who have fulfilled the maintenance requirement. Members who did not fulfill the maintenance requirement will be compressed out.

### (IV) Global Fund (Monthly)

- 1) Definition: 1% of each month's total Global Sales PV (except China & HK) will enter into a Pool to be used to calculate the Global Fund. Entitlement will be subdivided into 3 categories :

DSPV reaching 3600PV and above will be entitled to 3 shares  
 DSPV reaching 2400PV – 3599 PV will be entitled to 2 shares  
 DSPV reaching 1200PV – 2399 PV will be entitled to 1 share

- 2) DSPV = Direct Sponsoring PV : All sales PV inclusive of First Purchase, Upgrade, Maintenance & Repeat Purchase generated from the 1st generation in Sponsor Network.
- 3) The Qualification Criteria of Global Fund: Three conditions must be fulfilled to be entitled to Global Fund:
  - a. Platinum and above designation.
  - b. Current month's maintenance to be fulfilled.
  - c. The total DSPV of current month must reach 1200 PV and above.
- 4) The calculation formula of Global Fund:
 
$$\frac{\text{Global Sales PV}(\text{except China \& Hongkong}) \times 1\%}{\text{Global Qualifying Shares}}$$

### 3. Monthly Maintenance

- A. The monthly maintenance requirements are waived for new members for their first and second calendar months (based on the confirmed registration date)
- B. To receive Multiplier Bonus, Leadership Bonus, Global Dividend and various Pin Title Funds, member must maintain the membership active status by personal purchase equivalent to 50 PV or more before the 25<sup>th</sup> of every calendar month (Beijing Time). Between the 26<sup>th</sup> to the last day of the month (Beijing Time), the maintenance purchase would be in default for the present month but will be credited and applied to the next month's maintenance qualification.
- C. New PV generated in a calendar month will be carried over even though the maintenance is not met for the month. All carryover PV will be cancelled if a member does not maintain for 6 consecutive calendar months. The membership will only be cancelled if a member fails to maintain for 12 consecutive calendar months. Distributor whose membership has been cancelled re-applies for membership only after 12 calendar months from the date of cancellation.
- D. A repeat purchase of the equivalent of 50PV is required to fulfill the maintenance requirement to be eligible for Multiplier Bonus, Leadership Bonus, Global Fund and Pin Title Funds. (Only the Product Introduction Bonus will be paid if the repeat purchase falls below 50PV).
- E. When calculating Multiplier Bonus, the PV for maintenance purchase that exceeds 50PV will be automatically placed under the member's smallest leg for commission calculations.
- F. When calculating various Pin Title Funds, the system will determine which maintenance orders and how much PV will enter into the calculation of that particular week as per the orders' confirm date. The full value of the maintenance PV will be automatically placed under the horizontally compressed leg.

#### 4. Elite Pin Title (Monthly)

Pin Title		A	B	C	D	E	Recognition Requirement	Travelling Fund		Luxury Car Fund		Luxury Home Fund		
								Shares	Percentage	Shares	Percentage	Shares	Percentage	
Pearl	Weekly	5,000 PV	2,500 PV	-	-	-	12 Week	1 Share	1%					
	Monthly	10,000 PV	10,000 PV	-	-	-	4 Month							
Ruby	Weekly	10,000 PV	5,000 PV	-	-	-	12 Week			2 Shares				
	Monthly	20,000 PV	20,000 PV	-	-	-	4 Month							
Sapphire	Weekly	20,000 PV	10,000 PV	-	-	-	12 Week			3 Shares				
	Monthly	40,000 PV	40,000 PV	-	-	-	4 Month							
Emerald	Weekly	50,000 PV	25,000 PV	-	-	-	12 Week			4 Shares				
	Monthly	60,000 PV	60,000 PV	-	-	-	4 Month							
Blue Diamond	Weekly	100,000 PV	50,000 PV	-	-	-	12 Week			5 Shares				
	Monthly	80,000 PV	80,000 PV	-	-	-	4 Month							
Crown	Monthly	100,000 PV	100,000 PV	-	-	-	4 Month	6 Shares	1%	1 Share	0.5%			
Double Crown		100,000 PV	100,000 PV	100,000 PV	-	-	4 Month	7 Shares		2 Shares				
		200,000 PV	200,000 PV	-	-	-								
Triple Crown		100,000 PV	100,000 PV	100,000 PV	100,000 PV	-	4 Month	8 Shares		3 Shares		1 Share	0.5%	
		200,000 PV	200,000 PV	200,000 PV	-	-								
		400,000 PV	400,000 PV	-	-	-								
Crown Ambassador		100,000 PV	100,000 PV	100,000 PV	100,000 PV	100,000 PV	4 Month	9 Shares		4 Shares		2 Shares	0.5%	
		200,000 PV	200,000 PV	200,000 PV	200,000 PV	-								
		300,000 PV	300,000 PV	300,000 PV	-	-								
		600,000 PV	600,000 PV	-	-	-								

Remarks:

- 1 A, B, C, D and E are the 5 legs in your placement network. During assessment, the system will arrange the legs according to their respective newly generated PV and carry-over PV (Carry-over PV not applicable to weekly criteria) in descending sequence to determine if any of the 5 legs has fulfilled the above PV requirements. Fulfilling either weekly OR monthly criteria will get entitled to the corresponding Pin Title and funds.
- 2 Carry-over PV (in the last working week of the cycle) will be included and added to the source leg for monthly qualification assessment. Carry-over PV is NOT applicable to weekly assessment.
- 3 Horizontal Compression: The biggest leg will be earmarked as decisive leg. Our system will horizontally compress the rest of the legs one by one in ascending sequence for tabulation and reward the highest title the member could achieve.
- 4 Achieving any of the above-mentioned pin titles will give full entitlement to the corresponding type and shares of funds. The calculation for each share is as follow:

$$\frac{\text{Current month's Global Sales PV (except China \& Hongkong)} \times \text{Percentage of the corresponding fund type}}{\text{Global Qualifying Shares}}$$

- 5 Recognition Requirement: Winalite would decide active requirements for the grand recognition at the annual Global Congress or other additional recognition according to how many weeks or months that the particular member has achieved the pin title.
- 6 Titles eligible for travelling fund: Pearl, Ruby, Sapphire, Emerald, Blue Diamond, Crown, Double Crown, Triple Crown, Crown Ambassador.  
Titles eligible for car fund: Crown, Double Crown, Triple Crown, Crown Ambassador.  
Titles eligible for Luxury Home fund: Triple Crown, Crown Ambassador.
- 7 Double Crown: Two options to achieve, the first option is to have 3 legs, each of which reaches 100,000 PV; The second option is to have 2 legs, each of which reaches 200,000 PV.
- 8 Triple Crown: Three options to achieve, the first option is to have 4 legs, each of which reaches 100,000 PV; The second option is to have 3 legs, each of which reaches 200,000 PV. The third option is to have 2 legs, each of which reaches 400,000 PV.
- 9 Crown Ambassador: Four options to achieve, the first option is to have 5 legs, each of which reaches 100,000 PV; The second option is to have 4 legs, each of which reaches 200,000 PV; The third option is to have 3 legs, each of which reaches 300,000 PV; The fourth option is to have 2 legs, each of which reaches 600,000 PV.
- 10 The system will calculate the fund according to what title has been achieved in that particular month, and the title will be awarded for that particular month only. The fund is accumulative but the title may change from month to month.
- 11 All the funds are not transferable.
- 12 All the funds cannot be cashed out and can only be applied to payment for travelling, cars or properties/estates.

### 5. Bonus Cycle

1. P.I.B, Multiplier Bonus and Leadership Bonus are calculated and paid out based on weekly bonus periods. Every Saturday 00:00 to next Friday 24:00 (Beijing Time GMT +8:00) is considered as one bonus period.

Effective dates for orders are based on confirmation dates.

P.I.B, Multiplier Bonus and Leadership Bonus calculation periods:

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4
Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri
Period 1 ←→ Calculated in Period 5						Period 2 ←→ Calculated in Period 6						Period 3 ←→ Calculated in Period 7						Period 4 ←→ Calculated in Period 8						P e r i o d  1  c o m b										

2. Global Fund and Elite Pin Titles are calculated and paid out based on working months.

Cycle 1's GF and Pin Title ←→ will be calculated at the 1 <sup>st</sup> week of Cycle 3	Cycle 2's GF and Pin Title ←→ will be calculated at the 1 <sup>st</sup> week of Cycle 4	Cycle 3's GF and Pin Title ←→ will be calculated at the 1 <sup>st</sup> week of Cycle 5	Cycle 4's GF and Pin Title ←→ will be calculated at the 1 <sup>st</sup> week of Cycle 6
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