

The logo for Lifewave, featuring the word "LIFEWAVE" in a white, sans-serif font with a registered trademark symbol. A white curved line arches over the letters "E" and "V".

LIFEWAVE®

A blue-tinted image of a hand in a suit sleeve, palm up, holding a large dollar sign. Above the hand, a network of blue dots and lines forms a cloud-like shape, suggesting a digital or financial network.

LIFEWAVE COMPENSATION PLAN

# COMMISSIONS AND BONUSES

PRODUCT INTRODUCTION BONUSES | BINARY COMMISSIONS | MATCHING BONUSES

## PRODUCT INTRODUCTION BONUSES (PIB)

Each time you personally introduce a new Distributor to our products through an enrollment kit you begin earning money. The amount paid out for the various enrollment packages is outlined below:

DIAMOND	PLATINUM	GOLD	SILVER	BRONZE
\$500*	\$300*	\$100	\$50	\$15

Product Introduction Bonuses (PIB) are also paid when a personally enrolled Distributor purchases an upgrade kit, for the purpose of increasing their inventory levels as they build their business. The bonus paid is the difference in price between the two packages.

### STARTER UPGRADES

CHANGE IN RANK	BONUS
STARTER TO BRONZE	\$15
STARTER TO SILVER	\$50
STARTER TO GOLD	\$100
STARTER TO PLATINUM	\$300*
STARTER TO DIAMOND	\$500*

### BRONZE UPGRADES

CHANGE IN RANK	BONUS
BRONZE TO SILVER	\$35
BRONZE TO GOLD	\$85
BRONZE TO PLATINUM	\$285*
BRONZE TO DIAMOND	\$485*

### SILVER UPGRADES

CHANGE IN RANK	BONUS
SILVER TO GOLD	\$50
SILVER TO PLATINUM	\$250*
SILVER TO DIAMOND	\$450*

### GOLD & PLATINUM UPGRADES

CHANGE IN RANK	BONUS
GOLD TO PLATINUM	\$200*
GOLD TO DIAMOND	\$400*
PLATINUM TO DIAMOND	\$200*

\*PIB payout can be up to \$500 for Diamond and up to \$300 for Platinum. The bonuses paid for Diamond and Platinum enrollment kit and upgrade orders are title and paid-as rank dependent. This means the higher your enrollment title or paid-as rank in the week that the order is placed, the greater the bonus earned by you for the order.

## ENROLLMENT PRICING\*

KIT DESCRIPTION	PRICE	VOLUMES	PIB
Enrollment Diamond	\$1599.95	390 PV + 2 x 110 PV	<b>\$200-\$500**</b>
Upgrade Starter to Diamond	\$1574.95	390 PV + 2 x 110 PV	<b>\$200</b>
Upgrade Bronze to Diamond	\$1475	313 PV + 2 x 110 PV	<b>\$185</b>
Upgrade Silver to Diamond	\$1300	225 PV + 2 x 110 PV	<b>\$150</b>
Upgrade Gold to Diamond	\$1100	115 PV + 2 x 110PV	<b>\$100</b>
Upgrade Platinum to Diamond	\$600	110 PV + 2 x 110 PV	<b>\$50</b>
Enrollment Platinum	\$999.95	350	<b>\$150-\$300**</b>
Upgrade Starter to Platinum	\$974.95	350	<b>\$150</b>
Upgrade Bronze to Platinum	\$875	273	<b>\$135</b>
Upgrade Silver to Platinum	\$700	185	<b>\$100</b>
Upgrade Gold to Platinum	\$500	75	<b>\$50</b>
Enrollment Gold	\$499.95	275	<b>\$100</b>
Upgrade Starter to Gold	\$474.95	275	<b>\$100</b>
Upgrade Bronze to Gold	\$375	198	<b>\$85</b>
Upgrade Silver to Gold	\$200	110	<b>\$50</b>
Enrollment Silver	\$299.95	165	<b>\$50</b>
Upgrade Starter to Silver	\$274.95	165	<b>\$50</b>
Upgrade Bronze to Silver	\$175	88	<b>\$35</b>
Enrollment Bronze	\$124.95	77	<b>\$15</b>
Upgrade Starter to Bronze	\$99.95	77	<b>\$15</b>
Enrollment Starter	\$25	0	<b>\$0</b>

\*The prices do not include taxes or shipping.

\*\*PIB paid on Diamond and Platinum enrollment kit varies dependent on your enrollment title or paid-as rank.

## DIAMOND AND PLATINUM PRODUCT INTRODUCTION BONUSES

There is a special kind of Product Introduction Bonus (PIB) for Diamond and Platinum, our largest enrollment packages. Because these packages are designed specifically for committed business builders, these PIBs will provide an incentive to a Sponsor to build in depth—in other words, help those he/she personally sponsors to build their downline, and help those new Distributors build theirs. To accomplish that, these PIBs can be earned by both the sponsor and active distributors that are above in the line of sponsorship.

Using the below Diamond and Platinum PIB chart as an example: you receive \$200 if you are a Starter, Bronze, Silver, Gold, Platinum, or Diamond and sponsor a new Distributor with a Diamond enrollment kit. Then, the next active paid-as Manager, Director and Sr. Director Rank or above in your line of sponsorship all receive \$100. So, the Sponsor and three active upline Distributors share the \$500 PIB.

On the other hand, if you have a paid-as rank of Director when you sponsor a Diamond, you receive \$400 of the \$500 PIB, and the remaining \$100 is paid to the next active Sr. Director or above in your line of sponsorship.

And there is one final, very important feature for those who enroll by purchasing a Diamond kit. After you become Diamond (enroll as or upgrade to), the system considers you a Senior Director when paying out PIB only for a 14-week period from the week that the order is placed. So, during your first 14 weeks as a Diamond, you will receive the full \$500 PIB each time you sponsor a Diamond Distributor.

## Diamond PIBs

Use the below chart to determine the maximum PIB amount you are eligible for based on your enrollment title or paid-as rank.

	Diamond Kit OR Starter to Diamond upgrade	Bronze to Diamond upgrade	Silver to Diamond upgrade	Gold to Diamond upgrade	Platinum to Diamond upgrade
Starter - Diamond	\$200	\$185	\$150	\$100	\$50
Manager	\$300	\$285	\$250	\$200	\$100
Director	\$400	\$385	\$350	\$300	\$150
Sr. Director and above (Diamond first 14 weeks)	\$500	\$485	\$450	\$400	\$200

## Platinum PIBs

Use the below chart to determine the maximum PIB amount you are eligible for based on your enrollment title or paid-as rank.

	Platinum Kit OR Starter to Platinum upgrade	Bronze to Platinum upgrade	Silver to Platinum upgrade	Gold to Platinum upgrade
Starter - Diamond	\$150	\$135	\$100	\$50
Manager	\$200	\$185	\$150	\$100
Director	\$250	\$235	\$200	\$150
Sr. Director and above (Diamond first 14 weeks)	\$300	\$285	\$250	\$200

## BINARY COMMISSIONS

Binary Commissions are a powerful way to build residual income. The core of LifeWave's compensation plan is centered around building a team within a binary model. This means, your earnings are based on a team structure with a maximum of two positions directly under each account, one on the left and on the right (see diagram).

When you enroll new Distributors, you simply place them on your left or right side. If the positions immediately beneath you are taken, you place them under the first available position on your left or right. Each Distributor may choose to apply a placement strategy that works best for them. Your sponsor can provide advice on placement.

Once you become binary qualified, your binary commissions are based not only on member enrollments and purchases under your position, but on customer purchases as well -- no matter how far below your position they are. Each purchase by a Distributor is given a point value which is categorized as that Distributor's Personal Volume, or PV. The PV associated with each Distributor purchase flows upline through the network as Business Volume, or BV.

Binary Qualified is defined by the following criteria:

- Be active (minimum of 55 PV every 31 days) in the qualification period
- Have at least one personally sponsored Active Distributor on each leg that is a bronze or above
- Member must have at least 660 BV on the power (strong) leg and 330 BV on the profit (weak) leg. (Your power leg is the one with the most volume, which could possibly change from week to week)

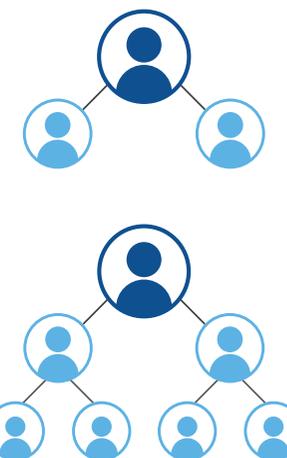
That's it! Every time a Distributor meets these three simple qualifications in a commission week, you earn a binary commission worth \$50.00! Refer to the weekly maximum paid-as rank payout table below.

Any excess volume that isn't paid on in the current qualification period is carried over to the next period, provided you remain active.

Active status is defined by one of the three following criteria:

- Place an order with a minimum of 55PV in a rolling 31-day period
- Have a monthly subscription order containing product with a minimum of 55PV
- Each time you personally sell product with a minimum of 55PV to retail or preferred customers through your replicated LifeWave website in a rolling 31-day period

And as long as you maintain your active status, your unused volume will continue to accrue as carryover volume month to month. This drives residual income from your own efforts, but also the efforts and sales of those in your organization as well!



## Weekly Maximum Paid-As Rank Payout

Enrollment Title/Paid-As Rank	Maximum Commission
Bronze-Diamond	\$100
Manager	\$1500
Director	\$2500
Sr. Director	\$3500
Executive Director	\$7500
Presidential Director	\$12500
Sr. Presidential Director	\$25000

## Carryover Volume Rule

Any uncycled volume (due to maximum enrollment title or paid-as rank payout amounts) will be stored as carryover volume and can be paid on the next commission cycle (refer to Weekly Maximum Paid-As Rank Payout chart above). If a distributor goes inactive, their volume will be automatically flushed.

## Flushing Rule

You must remain Active (a minimum of 55 PV every 31 days) to avoid your total volume from being flushed. If more than 31 days pass between orders, you will become Inactive and your Business Volume (BV) will flush on both your left and right legs and your volume totals will change to zero.

## MATCHING BONUSES\*

Matching Bonuses are another way to create residual income and are based on the organization that you build. You can earn matching bonuses based on Binary Commissions earned by the people you personally enroll, by the people they personally enroll, and the people they personally enroll.

SPONSORSHIP LEVEL	BONUS
<b>LEVEL 1</b> DISTRIBUTORS YOU ENROLL (1st Generation)	25%
<b>LEVEL 2</b> DISTRIBUTORS ENROLLED BY YOUR 1ST GENERATION (Your 2nd Generation)	20%
<b>LEVEL 3</b> DISTRIBUTORS ENROLLED BY YOUR 2ND GENERATION (Your 3rd Generation)	20%

## Matching Bonus Requirements

<b>1ST LEVEL MATCHING BONUS</b>	<ul style="list-style-type: none"> <li>• Must be active with a minimum of 110 PV within 31-day period</li> <li>• Must be paid-as Manager Rank or above</li> </ul>
<b>2ND LEVEL MATCHING BONUS</b>	<ul style="list-style-type: none"> <li>• Must be active with a minimum of 110 PV within 31-day period</li> <li>• Must be paid-as Manager Rank or above</li> <li>• Have a minimum of 6 cycles in the paid commission week</li> </ul>
<b>3RD LEVEL MATCHING BONUS</b>	<ul style="list-style-type: none"> <li>• Be active with a minimum of 110 PV within 31-day period</li> <li>• Be paid-as Manager Rank or above</li> <li>• Have three personally sponsored active distributors that are at least Silver Enrollment Title or above on each leg</li> <li>• One Distributor on each leg must qualify for 2nd Level Matching Bonus</li> <li>• Have a minimum of 10 cycles in the paid commission week</li> </ul>

\*Matching Bonuses are calculated based on Binary Commission only, and not on any other bonus.

## Payout Cap

LifeWave's Compensation Plan offers a generous 60 percent payout cap. This means that in each commission week, the total of Binary Commissions and Matching Bonuses is capped at a dollar amount equal to 60 percent of the total BV for that commission week. The Cap applies to Binary Commissions and Matching Bonuses only and does not apply to any other bonuses paid. (ex: PIB's, promotional payouts and Retail profits)

**Note:** *The first 4 Binary Commissions are exempt from the payout cap.*

