



INCENTIVES **PROGRAMME**

Vi is the company behind the Body by Vi Challenge™—the world's #1 90-Day Challenge platform for weight-loss and fitness results.

# OUR MISSION

**The Body by Vi Challenge™ is *Taking Weight Off the World*.**

One person at a time. 10 lbs. at a time.

## REWARDING YOU FOR **MAKING A DIFFERENCE**

Being overweight is a growing epidemic that is threatening the health and future of our world. People are looking for a real solution. **The Body by Vi Challenge™ is that solution**, helping you take action right now to fight this battle and set a positive example.

Because we care so deeply about being the solution, we have put a comprehensive system in place to reward those who Promote The Challenge. We feel that there is no better way to help fight this epidemic than incentivising those who are most passionate about it.

Take a moment to explore the many ways Vi can help you earn spare-time, part-time, or full-time income as a Challenge Promoter.

## THE THREE **FOUNDING PILLARS OF Vi**

- ▶ **LIFE.** A community, building quality relationships and creative, memorable experiences.
- ▶ **HEALTH.** A platform, combining the right products, programmes, and support for lasting personal transformation.
- ▶ **PROSPERITY.** A path, delivering freedom and financial independence through the value we bring to others, while doing our part to give back.

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# KEY



**ACTIVE PROMOTER** | A Promoter who has a minimum of 125 Personal Qualification Volume (PQV) per month in Auto-Ship sales or 200 PQV per month in retail sales



**INACTIVE PROMOTER** | A Promoter who does not reach the minimum of 125 PQV per month in Auto-Ship sales or 200 PQV per month in retail sales



**ENROLLER TREE** | Line of referral tracked from Enroller to Enroller  
**ENROLLER:** THE PROMOTER WHO DIRECTLY ENROLS A NEW PROMOTER



**SPONSOR TREE** | Line of referral tracked from Sponsor to Sponsor  
**SPONSOR:** PROMOTER DIRECTLY ABOVE YOU WITHIN YOUR TEAM. MAY OR MAY NOT ALSO BE YOUR ENROLLER



**FIRST GENERATION** | Someone within your team who is at the same rank as you



**SECOND GENERATION** | Your first generation's first generation



**THIRD GENERATION** | Your first generation's second generation



**WEEKLY PAY CYCLE** | The Weekly Pay Cycle runs Friday through Thursday night at midnight U.S. Pacific Time (Friday at 8am UK Time). Weekly commissions and bonuses are paid on the Tuesday following the end of the pay cycle



**MONTHLY PAY CYCLE** | Monthly commissions and bonuses are paid out starting on the 15th of the month based on the previous month's production

# 9 WAYS TO EARN INCOME

## 9 WAYS TO EARN INCOME

## WHO CAN EARN?

## WHAT IS IT?

## HOW?

### 1| PERSONAL CUSTOMER COMMISSIONS

ANY ACTIVE PROMOTER

GET REWARDED FOR ACQUIRING CUSTOMERS.

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### 2| WEEKLY ENROLLER POOLS

**FORFREE**

ANY ACTIVE PROMOTER WHO QUALIFIES TO GET THEIR CHALLENGE KIT FOR FREE IN THEIR FIRST 30 DAYS

EARN SHARE OF COMPANY-WIDE REVENUE POOL BY GETTING YOUR CHALLENGE KIT FOR FREE AND HELPING OTHERS DO THE SAME.

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**RISINGSTAR**

ANY ACTIVE PROMOTER WHO ACHIEVES THE RANK OF DIRECTOR IN THEIR FIRST 30 DAYS

EARN SHARE OF COMPANY-WIDE REVENUE POOL BY BECOMING A RISING STAR AND HELPING OTHERS DO THE SAME.

### 3| FAST START BONUS

ANY ACTIVE PROMOTER

EARN A BONUS BASED ON THE SALE OF AN EXECUTIVE PRODUCT PACKAGE OR EXECUTIVE PROMOTER SYSTEM.

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### 4| NEW BUSINESS BONUS

ANY ACTIVE PROMOTER

GET PAID FOR HELPING NEW PROMOTERS PROMOTE THE CHALLENGE.

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### 5| BMW BONUS

ANY ACTIVE REGIONAL DIRECTOR & ABOVE

EARN A MONTHLY BONUS TOWARDS A BMW.

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### 6| TEAM COMMISSIONS

ANY ACTIVE PROMOTER

EARN RESIDUAL INCOME BY BUILDING A SALES TEAM.

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### 7| LEADERSHIP DEPTH BONUS

AMBASSADORS & ABOVE

HELP PEOPLE ACHIEVE AMBASSADOR AND UNLOCK ADDITIONAL EARNINGS.

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### 8| LEADERSHIP POOL

PRESIDENTIAL DIRECTORS & ABOVE

PRESIDENTIAL DIRECTORS & ABOVE EARN A SHARE OF TOTAL COMPANY BONUS POOL.

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### 9| AMBASSADOR STAR BONUS

1-STAR AMBASSADORS & ABOVE

GET REWARDED FOR HELPING PROMOTERS IN YOUR TEAM WITH VI-NET PRO/SWIPE SUBSCRIPTION USE THOSE TOOLS TO ACQUIRE CUSTOMERS.

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**£600,000  
BONUS**

AMBASSADOR, 3-STAR, 5-STAR, ROYAL & CROWN AMBASSADOR

TOP PROMOTERS CAN EARN UP TO AN ADDITIONAL **£600,000**

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“Not only does The Challenge support weight-loss with diet and exercise, it provides financial rewards through hard work selling Vi products and promoting the Body by Vi Challenge.”

Nick & Ashley Sarnicola, Global Ambassadors



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# RANK QUALIFICATIONS

► Promote The Challenge and create your own Path to Prosperity.



**60% RANK CRITERIA** No more than 60% of your Rank Qualification Volume can come from a single Line, making it important to have 3 Active Lines.

**GROUP QUALIFICATION VOLUME (GQV)** The total Qualification Volume of all orders placed within a person's Lines of referral.

**ACTIVE** 125 PERSONAL QUALIFICATION VOLUME (PQV) on Auto-Ship or 200 PQV in retail sales per month. (PQV includes all personal orders, as well as orders placed by your Personal Customers and their Customers.)

No more than 5,000 in PQV can count towards achieving a rank of RD or above.

\* The 4th Ambassador can be anywhere within a 4th Line, or within the team of personal Enrollee who is placement sponsored within any of your previously existing Lines. Cannot count more than one Ambassador from each Enroller Tree Line toward an Ambassador "Star."

\*\* The 5th Ambassador can be anywhere within a 5th Line, or within the team of personal Enrollee who is placement sponsored within any of your previously existing Lines. Cannot count more than one Ambassador from each Enroller Tree Line toward an Ambassador "Star."

\*\*\* The first three must be in three separate Lines. The fourth 5-Star Ambassador can be anywhere within Line 4, and the fifth 5-Star Ambassador can be anywhere within Line 5, or they can be within the team of a personal Enrollee who is placement sponsored within any of your previously existing Lines. Cannot count more than one 5-Star Ambassador from each Enroller Tree Line.

# 1. PERSONAL CUSTOMER COMMISSIONS



WHO GETS PAID?	▶ Any Active Promoter can earn Personal Customer Commissions
WHY?	▶ Get rewarded for <b>ACQUIRING CUSTOMERS</b> —the more Customers you sell to, the more you earn
WHAT DO I DO?	▶ <b>PROMOTE THE CHALLENGE!</b>
HOW IT WORKS	<p>▶ Retail Sales allow you to earn income by purchasing Vi products at wholesale price and then selling them to a Customer at the retail price. You can earn Personal Customer Commissions from Retail Customers who order direct from Vi under your Promoter ID, as well as Preferred Customers who elect to enrol in the Auto-Ship programme.</p> <p>▶ The first 10% of Personal Customer Commissions from new Customers is paid on the <u>WEEKLY PAY CYCLE</u>; the balance is paid on the <u>MONTHLY PAY CYCLE</u>. Personal Customer Commissions are paid on your personal sales volume exceeding 200 in cumulative <u>BONUS VOLUME</u> (BV) per month*</p>

## PERSONAL CUSTOMER COMMISSION SCALE

BONUS VOLUME (BV)	SELL	EARN
OVER 2,500		25%
1,001–2,500		20%
501–1,000		15%
201–500		10%
0–200		0% { Part of your Active Qualification }

Based on Bonus Volume per month

## BY THE NUMBERS

EXAMPLE USING 2,600 IN NEW CUSTOMER VOLUME

- 2,600 in Customer volume qualifies you for 25% on the Personal Customer Commission Scale
- The initial 200 does not count towards the Personal Customer Commission

<b>2,600</b> IN VOLUME - 200 <hr/> <b>2,400</b> COMMISSIONABLE SALES	<b>2,400</b> COMMISSIONABLE SALES X <b>25%</b> <hr/> <b>£600</b> TOTAL PERSONAL CUSTOMER COMMISSION EARNED	<b>£600</b> TOTAL PERSONAL CUSTOMER COMMISSION EARNED <hr/> <b>£60</b> PAID THE FOLLOWING WEEK <hr/> <b>£540</b> PAID AT THE END OF THE MONTH
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\*Commissions from Customers outside of the first 30 days will be paid on the monthly pay cycle

- Does not include Basic, Executive or Star Promoter System, or Executive Product Pack and New Business Bonus
- First 200 in sales does not apply to commission, but counts toward PQV and Personal Customer Scale

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# 2. WEEKLY BONUS POOLS

**3 FOR FREE 1% 1% RISING STAR**

## 3 FOR FREE POOL

- ▶ **WHO GETS PAID?**  
Active promoters who qualify to receive their Challenge Kit for free within their first 30 days (the 30 day qualification period begins on the 8th day after enrolment)
- ▶ **WHY?**  
To reward those who take The Challenge with others by giving them the opportunity to **EARN EVERY WEEK** from a company-wide 1% revenue pool
- ▶ **WHAT DO I DO?**  
Maintain **3 FOR FREE BONUS** qualifications and help your personally enrolled Customers and Promoters earn their kits for free
- ▶ **HOW IT WORKS**  
Earn points by helping personally enrolled Customers and Promoters qualify to get their Challenge Kits for free for the first time. Points are earned based on the Kit each Customer or Promoter qualified to receive for free

*See Scale Below*

KIT TYPE	POINTS EARNED
Balance Kit	1
Shape Kit	2
Boost Kit	3

## RISING STAR POOL

- ▶ **WHO GETS PAID?**  
Active Promoters who achieve the rank of Director in their first 30 days (the 30 day qualification period begins on the 8th day after enrolment)
- ▶ **WHY?**  
To reward those who enjoy early success with the opportunity to **EARN EVERY WEEK** from a company-wide 1% revenue pool
- ▶ **WHAT DO I DO?**  
**BECOME A RISING STAR\*** and help your personally enrolled Promoters do the same
- ▶ **HOW IT WORKS**  
By qualifying for Rising Star through product sales, you **IMMEDIATELY EARN 1 POINT** in the Rising Star Pool  
**EARN 1 POINT** every time a personally enrolled Promoter becomes a Rising Star

“Vi Rising Stars are the foundation of our success. We help new Promoters get started and earn income based on their initial sales and ongoing achievements..”

Jason O'Toole & Jennifer Creamer, Global Ambassadors



\*Must maintain 3 for Free qualifications to earn in the pool. If qualified to receive a free kit last month, then automatically qualified to earn in the pool the following month. If didn't qualify last month, can qualify by Friday at 8am UK Time of the production period to earn starting in that week.

\*Promoter can earn a maximum of 20 points in each Weekly Cycle of the 3 for Free Bonus Pool.

\*Paid rank or MTD rank must be Director or higher to qualify in any given week.

\*No purchase necessary once qualified for the programme.

\*Become a Rising Star by achieving Director in your first 30 days. Qualify to be Rising Star Bonus eligible by enrolling via Executive or Star Promoter System (or upgrading to an Executive or Star Promoter System in your first 30 days). OR by achieving 2,500 PQV in your first 30 days from enrolment.

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# 3. FAST START BONUS

## WHO GETS PAID?

Any Active Promoter can earn Fast Start Bonuses

## WHY?

To incentivise you to **HELP NEW PROMOTERS** begin promoting The Challenge with the products and resources they need to succeed

## WHAT DO I DO?

**HELP OTHERS** promote The Challenge through purchase and sale of an Executive or Star Promoter System or Executive Product Package

**MENTOR YOUR PROMOTERS** to develop, expand and maintain their teams

## HOW IT WORKS

Earn up to £110 by helping your newly enrolled Promoters buy and sell the products in an Executive or Star Promoter System or Executive Product Pack

Directors and above **EARN FAST START BONUS OVERRIDES** based on the Fast Start Bonuses earned by their team members who are not yet Directors

Regional Directors and above may also **EARN A SECOND GENERATION FAST START BONUS**

"It's incredible to help people realise their dreams every day. The Challenge helps ordinary people achieve extraordinary things, many of which they never imagined they could do."

Lori Petrilli, Royal Ambassador

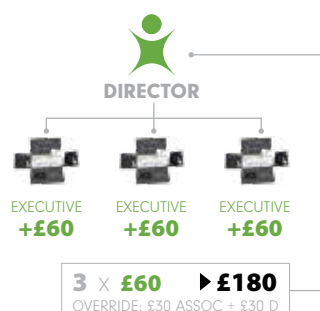


## FAST START BONUS SCALE\*

ASSOCIATE	DIRECTOR	REGIONAL DIRECTOR	NATIONAL DIRECTOR	PRESIDENTIAL DIRECTOR	AMBASSADOR
£30	£60	£80	£95	£105	£110
		2ND GENERATION OVERRIDE ► £9	£15	£21	£27

## EXAMPLE

### 1ST GENERATION



### 2ND GENERATION



## EARN AN OVERRIDE!

Earn when people on your team not yet at your rank earn a Fast Start Bonus.

\*Fast Start Bonus Scale example shows the maximum one can earn at each rank and generation.

- Fast Start Bonus is determined by rank
- Fast Start Bonuses are paid weekly according to the Enroller Tree
- There are no time restrictions on the Fast Start Bonus



# 4. NEW BUSINESS BONUS

- WHO GETS PAID?** ▶ Any Active Promoter plus their 3 active upline enrollers can earn a New Business Bonus
- WHY?** ▶ To help your new Promoters get started towards their Challenge goals
- WHAT DO I DO?** ▶ **HELP NEW PROMOTERS** select the Products they want to sell to Promote the Challenge at the time of their enrolment
- WHEN?** ▶ All new Promoter **SALES PLACED WITHIN 15 DAYS** of their enrolment date\*

“As a Challenge Promoter, you can help new Promoters get started making sales, and earn income every week for doing so. Having those rewards come in week after week as you help more people buy Vi products makes it easy to keep achieving new milestones.”

Mike & Lavon Craig, Crown Ambassadors



## HOW IT WORKS

EARN A NEW BUSINESS BONUS ON NEW BUSINESS YOU CREATE ACCORDING TO THE SCALE BELOW:

### NEW BUSINESS BONUS SCALE

	COMMISSION (%)
4TH ACTIVE ENROLLER	5%
3RD ACTIVE ENROLLER	5%
2ND ACTIVE ENROLLER	10%
ACTIVE ENROLLER	20%

### EXAMPLE

	EARNINGS
4TH ACTIVE ENROLLER	<b>£5.95</b> 5%
3RD ACTIVE ENROLLER	<b>£5.95</b> 5%
2ND ACTIVE ENROLLER	<b>£11.90</b> 10%
ACTIVE ENROLLER	<b>£23.80</b> 20%
NEW ASSOCIATE	

- New Business Bonuses are paid weekly
- New Business Bonuses are not paid out on Basic, Executive or Star Promoter Systems, or Executive Product Pack, nor are they part of the BV applicable for Team Commissions.

Earn a **20% COMMISSION** on your new Promoters' first product sales at time of enrolment!

\* Per UK Regulations, Vi (UK) Promoters can only confirm their subscriptions (and selections over £200) eight days after enrolment.

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# 5. BMW BONUS

## WHO GETS PAID?

Active Regional Director & Above are eligible for the BMW Bonus

## WHY?

The BMW is a symbol of **YOUR** success!

## WHAT DO I DO?

**QUALIFY AS REGIONAL DIRECTOR**

## HOW IT WORKS

Reach and maintain the rank of Regional Director or higher to be eligible for a **£375 MONTHLY BMW BONUS** on a BMW or £185 monthly cash payment\*

**LEASE OR BUY** a black, silver or green BMW

"Being able to drive my dream car just for successfully selling Vi products and promoting The Challenge is an amazing reward. Through a lot of hard work and dedication our family is proud to have qualified for 3 BMWs, thanks to the Body by Vi Challenge."

Tony Lucero, Royal Ambassador



\* In lieu of a BMW, you have the option of earning a £185 monthly cash bonus

- Vi will continue to pay the £375 per month BMW Bonus for each month you maintain your rank and continue to drive a BMW
- First Time Rank Promotion 60-Day Grace Periods apply to the BMW Bonus
- Qualify to be BMW Bonus eligible by enrolling via Executive or Star Promoter System (or upgrading to an Executive or Star Promoter System) at any time. OR by achieving 2,500 PQV in your first 30 days from enrolment
- See Bimmer Club Programme Policy for complete details

DID YOU  
KNOW?

**OVER 15,000**

people have already qualified for their BMW Bonus by promoting The Challenge!

All BMW purchases and lease agreements are solely between the Promoter and the BMW seller. The Promoter shall be responsible for meeting all contractual requirements, including credit and purchase financing conditions.

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# 6. TEAM COMMISSIONS

- WHO GETS PAID?** ▶ Any Active Promoter is eligible to earn Team Commissions
- WHY?** ▶ Team Commissions reward you for building a successful business promoting The Challenge, allowing you to **EARN NOT JUST FROM YOUR OWN EFFORTS, BUT FROM THE EFFORTS OF YOUR TEAM AS WELL**
- WHAT DO I DO?** ▶ **PROMOTE THE CHALLENGE** and mentor your team of Promoters to earn increasing Team Commissions from product sales generated by your team
- HOW IT WORKS** ▶ **EARN 5%** on team sales down to a maximum of eight Paid Levels  
▶ **TEAM COMMISSIONS INCREASE** as you move up the ranks

## BY THE NUMBERS

	ASSOCIATE	DIRECTOR	REGIONAL DIRECTOR	NATIONAL DIRECTOR	PRESIDENTIAL DIRECTOR	AMBASSADOR
PAID LEVEL 1	5%	5%	5%	5%	5%	5%
PAID LEVEL 2	5%	5%	5%	5%	5%	5%
PAID LEVEL 3	—	5%	5%	5%	5%	5%
PAID LEVEL 4	—	5%	5%	5%	5%	5%
PAID LEVEL 5	—	—	5%	5%	5%	5%
PAID LEVEL 6	—	—	5%	5%	5%	5%
PAID LEVEL 7	—	—	—	5%	5%	5%
PAID LEVEL 8	—	—	—	—	5%	5%

- Vi pays 100% BV of all product sales, in the case where people earn more than 10% in Personal Customer Commissions the BV is imported as follows:
  - 15% PCC Scale is achieved, BV is imported at 80% for upline team commissions
  - 20% PCC Scale is achieved, BV is imported at 60% for upline team commissions
  - 25% PCC Scale is achieved, BV is imported at 40% for upline team commissions
- Commissions will be accumulated until they reach a gross amount of £10, at which time they will be paid in the next pay period
- Team commissions are paid on the Monthly Pay Cycle

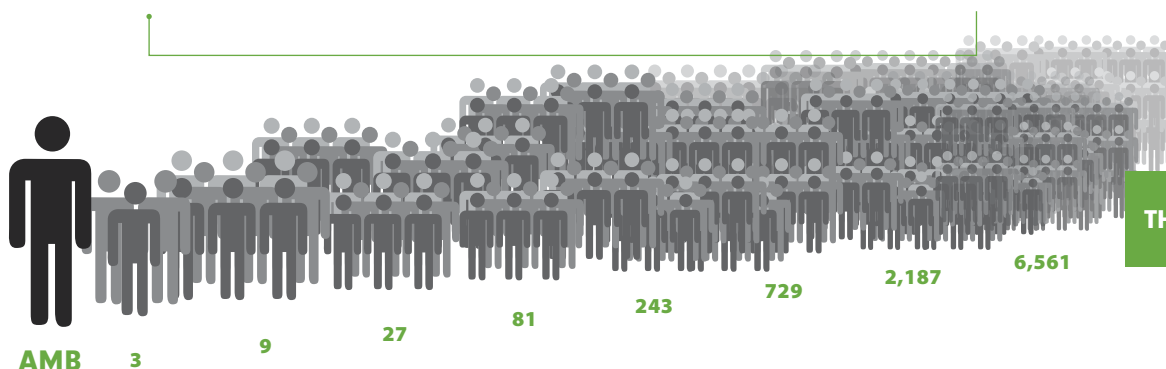
## WHAT IS A PAID LEVEL?

## PAID LEVEL EXAMPLE



Each Active Promoter or above in your downline organisation makes up one paid level. These levels compress at the Active Promoter level (and bypass non-Active levels) to maximise your earnings.

In the example, the Director has 8 levels of Promoters and is entitled to 4 levels of Team Commission.



## THE POWER OF 3

# 7. LEADERSHIP DEPTH BONUS

## WHO GETS PAID?

► Ambassador and Above can earn a Leadership Depth Bonus

## WHY?

► To encourage you to develop your team past 8 levels of referral by allowing you to **EARN 2% TO 4% ON THE VOLUME** of your entire team

## WHAT DO I DO?

► **ACHIEVE THE RANK OF AMBASSADOR** to earn 2% by continuing to mentor your entire organisation

## HOW IT WORKS

- Earn a 2% Leadership Depth Bonus (LDB) on all Paid Levels on which you are not earning Team Commissions
- Earn an additional 2% (total of 4%) on the first 8 Paid Levels of the first Ambassador within each Line in your team in which you are not earning Team Commissions
- You will earn a Leadership Depth Bonus all the way through your second Ambassador's 8 Paid Levels in any given Line or to your 3rd Generation Ambassador, whichever comes first

## LEADERSHIP DEPTH BONUS EXAMPLES

SPONSOR TREE ENROLLER TREE

1		5%
2		5%
3		5%
4		5%
5		5%
6		5%
7	1	5%
8	2	5%
	3	2%
	4	2%
	5	2%
	6	2%
	7	2%
	8	2%
	9	2%
	10	2%
	11	2%
	12	2%
	13	2%
	14	2%
	15	2%
	16	2%
	17	2%
	18	2%
	19	2%
	20	2%
	∞	2%

SPONSOR TREE ENROLLER TREE

1		5%
2		5%
3		5%
4		5%
5		5%
6		5%
7	1	5%
8	2	5%
	3	4%
	4	4%
	5	4%
	6	4%
	7	4%
	8	4%
	9	4%
	10	2%
	11	2%
	12	2%
	13	2%
	14	2%
	15	2%
	16	2%
	17	2%
	18	2%
	19	2%
	20	2%
	21	2%
	22	2%
	23	2%
	24	0%

1ST GEN AMB

2ND GEN AMB

SPONSOR TREE ENROLLER TREE

1		5%
2		5%
3		5%
4		5%
5		5%
6		5%
7	1	5%
8	2	5%
	3	4%
	4	4%
	5	4%
	6	4%
	7	4%
	8	4%
	9	4%
	10	2%
	11	2%
	12	2%
	13	2%
	14	2%
	15	2%
	16	2%
	17	2%
	18	2%
	19	2%
	20	0%
	21	0%
	22	0%
	23	0%
	24	0%

1ST GEN AMB

2ND GEN AMB

3RD GEN AMB

### REWARDING YOU FOR CREATING AMBASSADORS.

The Leadership Depth Bonus allows you to get paid beyond 8 levels of referral within an organisation.

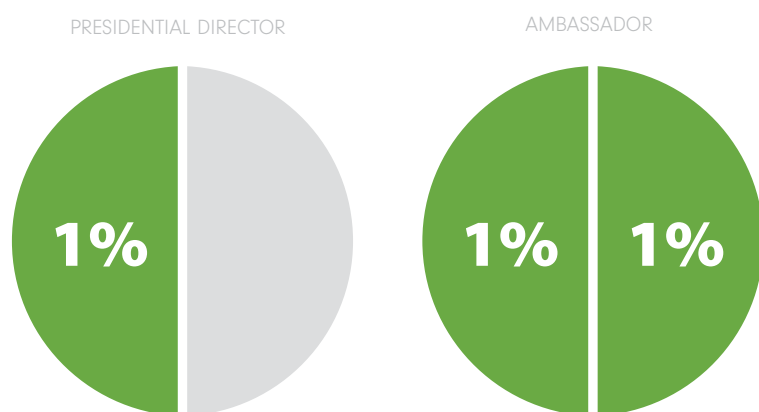
- LDB follows the Enroller Tree and is paid on the Monthly Pay Cycle.
- LDB is not paid below 3rd level Ambassador.

# 8. LEADERSHIP POOL

- WHO GETS PAID?** ▶ Presidential Director and Above can earn in the Leadership Pool
- WHY?** ▶ As company mentors, our **ELITE GROUP OF TOP-PRODUCING LEADERS** share an additional bonus based on 2% of total company Bonus Volume
- WHAT DO I DO?** ▶ **ACHIEVE THE RANK OF PRESIDENTIAL DIRECTOR** and mentor people to achieve new ranks within their teams
- ▶ Earn **POINTS BASED ON THE HIGHEST RANK** in each of your personally enrolled Lines
- HOW IT WORKS** ▶ Qualified Presidential Directors earn points in the 1% PD pool
- ▶ Qualified Ambassadors earn points in both the 1% PD pool and 1% AMB pool

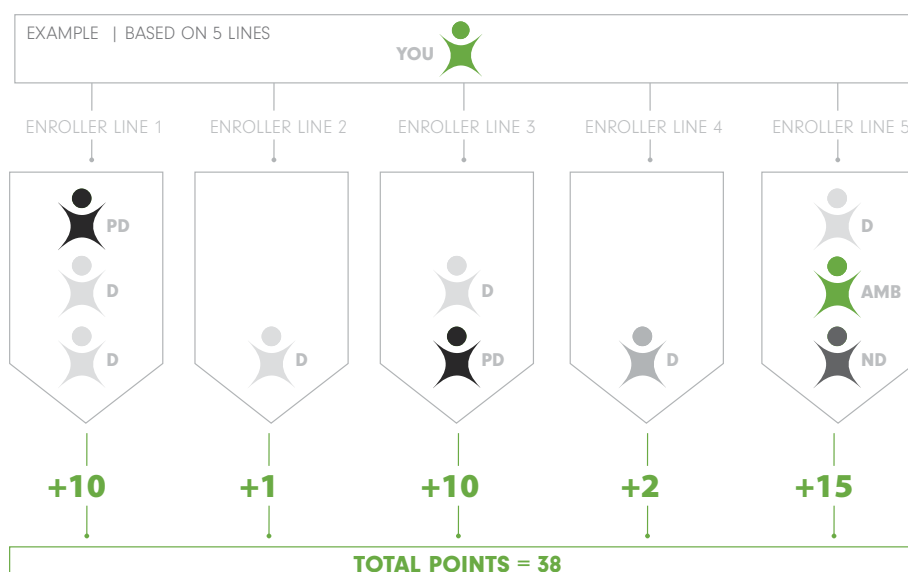
## LEADERSHIP POOL

EARN POINTS BASED ON YOUR HIGHEST-RANKING PROMOTER IN EACH PERSONALLY ENROLLED LINE



	DIRECTOR <b>1 POINT</b>		NATIONAL DIRECTOR <b>7 POINTS</b>
	RISING STAR DIRECTOR <b>2 POINTS</b>		PRESIDENTIAL DIRECTOR <b>10 POINTS</b>
	REGIONAL DIRECTOR <b>5 POINTS</b>		AMBASSADOR <b>15 POINTS</b>

## BY THE NUMBERS



THE **MORE CUSTOMERS**  
YOU HELP TO JOIN  
THE CHALLENGE,  
THE **MORE POINTS**  
YOU CAN EARN!

Points are earned based on the paid rank of the monthly production cycle  
This reward is paid on the Monthly Pay Cycle

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# 9. AMBASSADOR STAR BONUS



- WHO GETS PAID?** ▶ 1-Star Ambassadors and above can earn Ambassador Star Bonuses
- WHY?** ▶ **GET REWARDED** for equipping people with the resources to promote our products, acquire Customers and achieve personal successes
- WHAT DO I DO?** ▶ Help your team subscribe to Vi-Net Pro and use the tools to help others join The Challenge
- HOW IT WORKS** ▶ Up to £10 is paid for every Promoter who subscribes to Vi-Net Pro, and uses this tool to acquire Customers (generate at least 1 PQV).  
The Ambassador Star Bonus allows 1st and 2nd Generation Overrides

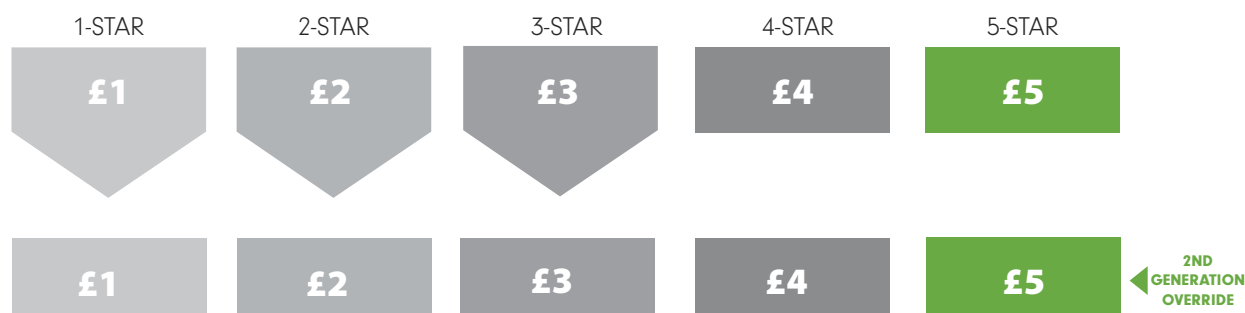


“The Ambassador Star Bonus rewards leaders for doing something we should be doing already: helping our teams learn how to make sales and grow. It’s wonderful how Vi encourages their Promoters to make sales, and rewards them for doing so.”

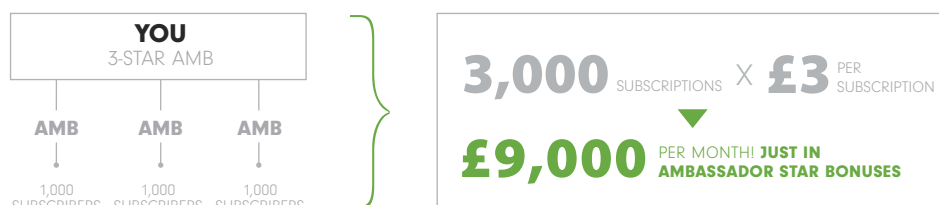
Rachel Jackson, Royal Ambassador



## BY THE NUMBERS



## EXAMPLE



DID YOU KNOW?

In 2012  
**OVER 400 PEOPLE**  
achieved the rank of Ambassador!

Ambassador Star Bonus follows the Enroller Tree and is paid on the Monthly Pay Cycle.

The Star Bonus will be paid on any active Promoter who has a Vi-Net Pro subscription and uses those tools to generate at least 1 PQV in Product Sales in addition to the £19 monthly Vi-Net subscription charge.

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# £600,000 BONUS

- WHO GETS PAID?** → Ambassadors, 3-Star, 5-Star, Royal and Crown Ambassadors can earn levels up to the £600,000 Bonus
- WHY?** → Top Promoters of The Challenge **EARN CASH BONUSES**
- WHAT DO I DO?** → **PROGRESS THROUGH THE AMBASSADOR RANKS** to earn up to £600,000
- HOW IT WORKS** → **MAINTAIN YOUR RANK** to receive the corresponding bonus payment

“There are so many rewards at every step of the way along the Vi Incentives Programme that make it possible for those who work hard and reach the top to achieve success.”

Kyle Pacetti, Crown Ambassador



## B O N U S T I E R S

RANK	BONUS	PAID OVER	MUST EARN WITHIN
AMB	<b>£15,000*</b>	12 PAYMENTS	18 MONTHS
3-STAR AMB	£15,000 + £45,000 > <b>£60,000*</b>	12 PAYMENTS	18 MONTHS
5-STAR AMB	£60,000 + £90,000 > <b>£150,000*</b>	18 PAYMENTS	24 MONTHS
ROYAL AMB	£150,000 + £150,000 > <b>£300,000*</b>	24 PAYMENTS	36 MONTHS
CROWN AMB	£300,000 + £300,000 > <b>£600,000*</b>	24 PAYMENTS	36 MONTHS

\* Up to these amounts, paid out in monthly increments as long as you qualify

- For Ambassador: £1,250/month until £15,000 is earned or 18-month qualification window expires
- For 3-Star Ambassador: £5,000/month until £60,000 is earned or 18-month qualification window expires
- For 5-Star Ambassador: £8,333/month until £150,000 is earned or 24-month qualification window expires
- For Royal Ambassador: £12,500/month until £300,000 is earned or 36-month qualification window expires
- For Crown Ambassador: £25,000/month until £600,000 is earned or 36-month qualification window expires
- Must be fully qualified to receive each bonus. 60-day grace periods do not trigger the £600,000 Bonus
- There is a stated qualification window for the collection of each bonus. Once qualification window expires, that bonus is no longer available

**REWARDING SUCCESS  
AT THE HIGHEST LEVEL!**

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# BUSINESS BUILDING ADVANTAGES

**ENROLLER & PLACEMENT SPONSOR RELATIONSHIP** | In tracking both of these relationships, Vi allows you to support your team by placement sponsoring Promoters within your team, while allowing you to earn many bonuses that follow the enroller tree as if each new Promoter were placed frontline on your Level 1.

**WAITING ROOM** | All new personally Enrolled and Sponsored Promoters will remain in a Vi-Net® “Waiting Room” on your Level 1 and can be repositioned one time within your organisation within 60 days of their enrolment date. While new Promoters are in the Waiting Room, all commissions and bonuses are still paid on the normal Weekly and Monthly Pay Cycles. This allows for very fast and strategic team building.

**ROLLING QUALIFICATION VOLUME (RQV)** | Any new Promoter who starts on or after the 15th of the monthly production period will have all the Qualification Volume (QV) generated within that first month roll forward into the next full monthly production period. All Team Commissions and Bonus Volume (BV) follow the normal Monthly Pay Cycle. RQV does not apply to upline GQV.

This ensures that all new Promoters experience the best possible launch of their business regardless of what day of the month they enrol. Only volume from the month in which the new Promoter enrolled forward can be applied to RQV.

**RANK PROMOTIONS** | Vi Rank Promotions run in real time. Weekly and monthly commissions are based on qualifications earned at the end of the production cycle.

**GRACE PERIOD** | When you achieve a new rank of Regional Director or above for the first time, you will remain at least at that Rank for two consecutive monthly production cycles. This benefit allows Promoters to advance through ranks quickly while still having enough time to mentor and develop their teams.

## COMMISSION PAYMENTS

### UNITED KINGDOM

- |                 |   |
|-----------------|---|
| PROSPERITY CARD | ▶ Promoters can take advantage of the sleek-looking Vi Prosperity Card—a MasterCard® branded debit card that offers fast access to earnings and simple online account management. |
| DIRECT DEPOSIT  | ▶ Weekly bonuses and monthly commissions can be deposited directly into the bank account of your choice for easy access to your Vi earnings.                                      |



# { V i - C A B U L A R Y }

**ACTIVE** | Must have a minimum of 125 PQV per month in Auto-ship sales or 200 PQV per month in retail sales. This can be a combination of personal sales or online retail sales. Promoters must be active to qualify for Associate rank and above.

**AUTO-SHIP** | An optional convenience programme that allows Customers and Promoters to create a monthly standing order with Vi. Products are processed on a selected date at wholesale pricing.

**BV (BUSINESS VOLUME)** | The amount of each product sale that counts toward commissions. For most Vi products, BV is equivalent to the UK wholesale price. For example, when you sell a Shape Kit for £79, it counts as 79 BV.

**COMPRESSION** | The possibility of accumulating sales volume from multiple levels of Promoters and only counting as one pay level.

**ENROLLER** | The Promoter directly responsible for enrolling a new Promoter.

**ENROLLER TREE** | The line of referral that is tracked from Enroller to Enroller.

**FRONTLINE** | Promoters who are sponsored directly to you and found on Level 1 of your team.

**GQV (GROUP QUALIFICATION VOLUME)** | Total qualification volume of all the sales generated within your team.

**HIGH RANK** | The highest rank you have ever achieved. For recognition, you will always retain the title of the High Rank even if you do not meet the specified qualifications in a pay period. Earnings will always be at the Qualified Rank.

**LEVEL** | The number on which a Promoter lies in your team. Anyone you sponsor is on Level 1. Anyone they sponsor would be on your Level 2.

**LINE** | Each Independent Promoter sponsored on your Level 1 is considered a separate "Line" to you. You and your entire team are one "Line" to your sponsor.

**MTD RANK** | Month-to-Date Rank refers to the rank a Promoter holds based on sales volume at that given moment within the current production period.

**MONTHLY PAY CYCLE** | Monthly commissions and bonuses are paid out on the 15th of the month, and are based on the previous month's production.

**OPENLINE** | Production done outside of anyone in your team at your rank or higher.

**OVERRIDE** | Commissions or bonuses paid to a Promoter for production in their team for which they are not directly responsible.

**PAID LEVEL** | A paid level is an Active Promoter or above in your organisation. The paid levels compress at the Active Promoter level to maximise your earnings by bypassing non-Active Levels.

**PAID RANK** | The rank achieved within a monthly production period.

**PQV (PERSONAL QUALIFICATION VOLUME)** | Total qualification volume from all personal and Customer orders tied to your Vi Promoter ID.

**QV (QUALIFICATION VOLUME)** | The amount of each product sale that counts toward qualifying for Vi Ranks.

**SECOND GENERATION** | Someone within your team who is at the same rank as you. You are the "first generation" of that rank and they are the "second generation" and so on.

**SPONSOR** | The Promoter directly above you within the team.

**SPONSOR TREE** | The line of referral that is tracked from Sponsor to Sponsor.

**TEAM** | Those Promoters directly sponsored by a Promoter, plus all the Promoters whose line of sponsorship resulted from and came through that Promoter. Your team consists of all Promoters on your Level 1, Level 2, Level 3, etc., through unlimited depth.

**UPLINE** | The portion of either your Enroller or Sponsor Tree that precedes you. This consists of the Promoter who is your Enroller and/or Sponsor and their Enroller and/or Sponsor, etc.

**WEEKLY PAY CYCLE** | Friday through Thursday night at midnight U.S. Pacific Time (Friday 8am UK Time). Weekly commissions and bonuses are paid on the Tuesday following the end of the pay cycle.

**60% RANK CRITERIA** | No more than 60% of the total required Rank Qualification Volume can come out of any single Line. For example, a Regional Director can only count 60% of 12,500 GQV or 7,500 GQV in any one Line to qualify for that rank. Applies for rank promotions and qualification only; it does not limit commissions.

**70% RULE** | Seventy percent (70%) of products obtained from Vi must be retailed before reorders are made.

# Q & A

WHAT IS AUTO-SHIP?

Auto-Ship is **AN OPTIONAL CONVENIENCE PROGRAMME** that allows Customers or Promoters to create a monthly standing order with Vi. Your products will be delivered to you on a regular basis at wholesale prices. You can set your order to be processed on the 5th, 12th or 19th of every month. You can place your Auto-Ship order on hold, change it or cancel it at any time online, or call 00800 2639 2984. (Please notify us at least 5 business days prior to your next scheduled Auto-Ship order.)

IF I GO INACTIVE, WHAT HAPPENS TO MY VOLUME AND MY Vi TEAM?

You must **BE ACTIVE TO EARN COMMISSIONS** in any given pay period. If you are not Active, you miss any commission that could have been earned in that pay period. You can become Active again at any time and start earning commission on new sales within your team.

In order to maintain your status as a Vi Promoter, you must pay a £15 (including VAT) Annual Administration Fee within 60 days of your enrolment anniversary. Failure to do so puts you at risk of losing your Promotership and team.

ONCE I HAVE EARNED COMMISSIONS, HOW AND WHEN WILL I GET PAID?

You can **GET PAID BY DIRECT DEPOSIT OR Vi PROSPERITY CARD**. The Vi Weekly Pay Cycle is Friday through Thursday at midnight U.S. Pacific Time (Friday 8am UK Time) and is paid on the following Tuesday. The Monthly Pay Cycle is paid starting on the 15th of the month and is based on the previous month's production.

WILL TAXES BE TAKEN OUT OF MY COMMISSIONS?

Vi does NOT take any taxes out of your commissions. As a Promoter, you are an independent business owner or self-employed. If necessary and based on your income level or pre-existing business, you will need to supply the Company with your VAT (Value Added Tax) Registration Number once you are registered, in order to receive an accurate and up-to-date VAT invoice. Details can be found on Vi-Net. It is your responsibility to seek appropriate tax advice.

HOW LONG SHOULD I EXPECT TO PARTICIPATE BEFORE I START TO MAKE AN INCOME?

Many bonuses within our Compensation Plan are paid weekly, so an action today may pay a commission as soon as Tuesday.

However, Vi cannot guarantee that everyone will make an income. While everyone's income goals are different, we recommend that you **TREAT YOUR Vi PROMOTERSHIP AS A BUSINESS** and that you dedicate the time and energy you feel are necessary to reach your goals.

# UNITED KINGDOM Vi-INCENTIVES PROGRAMME SUMMARY\*

## ALL PROMOTERS CAN EARN

KEY



ACTIVE PROMOTER



ENROLLER TREE



SPONSOR TREE



FIRST GENERATION



SECOND GENERATION



THIRD GENERATION



WEEKLY PAY CYCLE



MONTHLY PAY CYCLE

Commissions can be paid via Direct Deposit or loaded directly to the Prosperity Card. Select the right method for you in Vi-Net®.

RANKS

ASSOCIATE	DIRECTOR	REGIONAL DIRECTOR	NATIONAL DIRECTOR	PRESIDENTIAL DIRECTOR	AMBASSADOR	1-STAR AMBASSADOR	2-STAR AMBASSADOR	3-STAR AMBASSADOR	4-STAR AMBASSADOR	5-STAR AMBASSADOR	ROYAL AMBASSADOR	CROWN AMBASSADOR	GLOBAL AMBASSADOR
An Active Vi Promoter	3 Active Lines of 125 + Total of 2,000 Group Qualification Volume (GVQ) per month	3 Active Lines of 125 + Total of 12,500 GVQ per month with 60% Rank Criteria	3 Active Lines of 125 + Total of 40,000 GVQ per month with 60% Rank Criteria	3 Active Lines of 125 + Total of 80,000 GVQ per month with 60% Rank Criteria	3 Active Lines of 125 + Total of 150,000 GVQ per month with 60% Rank Criteria	Help 1 person achieve Ambassador in any of your Lines	Help 2 people achieve Ambassador, each within a separate Line	Help 3 people achieve Ambassador, each within a separate Line	Help 4 people achieve Ambassador <sup>1</sup>	Help 5 people achieve Ambassador <sup>2</sup>	Help at least 1 person achieve 3-Star Ambassador in each of 3 separate Lines	Help at least 1 person achieve 5-Star Ambassador in each of 3 separate Lines	Help 5 people achieve 5-Star Ambassador <sup>3</sup>

### WEEKLY FAST START BONUS\*

2ND GENERATION OVERRIDE	£30	£60	£80	£95	£105	£110
2ND GENERATION OVERRIDE	£9	£15	£21	£27		

Earn up to £110 by helping a personally enrolled Promoter buy or sell an Executive or Star Promoter System or Executive Product Pack within 30 days of enrolment. • Fast Start Bonus is determined by Rank. • Rank overrides available.

### TEAM COMMISSIONS 5% UP TO 8 PAID LEVELS

PAID LEVEL	1	2	3	4	5	6	7	8
1	5%	5%	5%	5%	5%	5%	5%	5%
2	5%	5%	5%	5%	5%	5%	5%	5%
3	—	5%	5%	5%	5%	5%	5%	5%
4	—	5%	5%	5%	5%	5%	5%	5%
5	—	—	5%	5%	5%	5%	5%	5%
6	—	—	—	5%	5%	5%	5%	5%
7	—	—	—	—	5%	5%	5%	5%
8	—	—	—	—	—	5%	5%	5%

Promote The Challenge to earn increasing Team Commissions from product sales generated by your team. Earn 5% on the sales down to a maximum of eight Paid Levels. Team Commissions increase as you move up the ranks. Paid Level is determined by Active Promoter. Paid monthly. See Vi Incentives Programme for complete details. + LDB

### AMBASSADOR STAR BONUS

UP TO  
**£10!**

	1ST GEN	2ND GEN
1-STAR AMB	£1	£1
2-STAR AMB	£1	£1
3-STAR AMB	£1	£1
4-STAR AMB	£1	£1
5-STAR AMB	£1	£1

Get rewarded for helping Promoters in your team with Vi-Net Pro subscriptions use those tools to acquire Customers. The Star Bonus is paid on all Promoters in your Enroller Tree who are subscribed to Vi-Net Pro and who generate at least 1 PQV beyond their subscription.

### £600,000 BONUS

<b>AMB £15 K</b>	Paid over 12 months, 18 months to qualify
<b>3-STAR £60K</b>	Paid over 12 months, 18 months to qualify
<b>5-STAR £150K</b>	Paid over 18 months, 24 months to qualify
<b>ROYAL £300K</b>	Paid over 24 months, 36 months to qualify
<b>CROWN £600,000</b>	Paid over 24 months, 36 months to qualify

Total possible bonus £600,000. Must be fully qualified to receive each bonus. 60-day grace periods do not trigger the £600,000 Bonus. Bonus paid for achieving rank through product sales.

### PERSONAL CUSTOMER COMMISSIONS

Earn even more when you help new Customers take on The Challenge!

UP TO	25%!
201-500 BV	10%
501-1000 BV	15%
1001-2500 BV	20%
2501+ BV	25%

Personal Customer Commissions are paid on your personal sales volume exceeding 200 in Bonus Volume (BV) cumulative per month outside of the first 30 days.  
• The first 10% of Personal Customer Commissions from sales to new Customers is paid on the Weekly Pay Cycle; the balance is paid on the Monthly Pay Cycle.  
• Personal product orders of a Promoter within the first 24 hours of sign up will not be paid in the PCC category.  
• Does not include Basic, Executive or Star Promoter Systems, Executive Product Packs, and New Business Bonus.  
• The first 200 in sales does not apply to commissions, but does apply towards PQV and Personal Customer Scale.

### NEW BUSINESS BONUS

Get paid for helping new Promoters get started!

PAYOUT	40%!
1ST ENROLLER	20%
2ND ENROLLER	10%
3RD ENROLLER	5%
4TH ENROLLER	5%

New Business Bonuses are based on helping new personally enrolled Promoters make their first product sale, and are paid to the first four Active upline Associates. Paid on orders placed within their first 15 days.

### K\*FORFREE WEEKLY BONUS POOL

Earn from 1% of Vi's monthly revenue when you get your Challenge Kit for free and help others do the same.

Qualify for the pool by getting your Challenge Kit for Free within the first 30 days of your enrolment.

Earn from the pool by helping personally-enrolled Customers and Promoters qualify for their Free Challenge Kit for the first time.

Points earned are based on the value of the Kit each Customer or Promoter qualifies to receive for free.

Balance Kit	1 point
Shape Kit	2 points
Boost Kit	3 points

Must maintain 3 For Free qualification to earn in pool. No purchase necessary to qualify.

### RISING STAR WEEKLY BONUS POOL

1% 1%

Earn from 1% of Vi's monthly revenue when you achieve the rank of Rising Star through product sales.

Qualify and Earn 1 point in the pool by achieving the rank of Director (or a rank higher than Director) in your first 30 days.

Earn additional points for each personally-enrolled Promoter you help become a Rising Star through product sales.

The 30 day qualification period begins on the 8th day after enrolment.

Paid Rank or MTD Rank must be Director or higher to qualify in any given week.

Become a Rising Star by achieving Director in your first 30 days. Purchase an EPS or have at least 2,500 in your PQV in your first 30 days.

### BIMMERCLUB BONUS

ACHIEVE AND MAINTAIN REGIONAL DIRECTOR OR HIGHER

Earn £185 monthly cash bonus OR £375 monthly BMW Bonus towards the lease or purchase of a black, silver, or green BMW.

Vi will continue to pay the £375 per month BMW Bonus for each month you maintain RD and above through product sales and continue to drive a Vi Bimmer.

First Time Rank Promotion 60-Day Grace Periods apply to the BMW Bonus.

All BMW purchase and lease agreements are solely between Promoter and BMW dealers. Promoter is responsible for all contractual requirements.

See Vi (UK) Bimmer Programme Policy for complete details.

### PD & AMBASSADOR LEADERSHIP POOL

Share in a pool based on 2% of total company BV  
Earn points for enrolling and mentoring people to achieve high ranks in your team\*

1% PD	1% AMB
-------	--------

Director	1 point
Rising Star Director	2 points
Regional Director	5 points
National Director	7 points
Presidential Director	10 points
Ambassador	15 points

### LEADERSHIP DEPTH BONUS (LDB)

EARN UP TO 4%

THROUGH INFINITE LEVELS BY BECOMING AN AMBASSADOR! \*\*

Achieve the rank of Ambassador and earn a 2% Leadership Depth Bonus (LDB) on all Active Levels where you are not earning Team Commissions.

Earn an additional 2% (total of 4%) on the first 8 Active Levels of the first Ambassador within each Line in your team where you are not earning Team Commissions.

You will earn an LDB all the way through your second Ambassador's 8 Active Levels in any given Line or to your 3rd Generation Ambassador, whichever comes first.

LDB is not paid below 3rd level Ambassador.

**ACTIVE:** stay active to earn income. Maintain 125 Personal Qualification Volume (PQV) on Auto-Ship sales or 200 PQV in retail sales per month. (PQV includes all personal orders, Customers and their Customers.)  
**QV:** Qualification Volume. The amount of each product sale that counts toward qualifying for Vi Ranks.  
**BV:** Bonus Volume. The amount of each product sale that counts toward bonuses and commissioning. For most Vi products BV is equivalent to wholesale price. For example, when you purchase a Shape Kit for £79, it counts at 79BV.  
**PQV:** Personal Qualification Volume. Total QV from all personal and Customer orders tied to your Vi ID.  
**GVQ:** Group Qualification Volume. Total QV of all sales volume generated within your team.  
**ROLLING QV:** Any new Associate who starts on or after the 15th of the month will have all QV generated within the remainder of their first month roll forward into the next full month's production. BV commissions follow the normal monthly pay cycle.

**PAID LEVEL:** Paid Level compresses everything from one Active Associate and above to another Active Associate and above  
**WEEKLY PAY CYCLE:** Vi pay cycle runs weekly through Friday at 08:00 GMT.  
**GRACE PERIOD:** When a new Rank of RD or above is achieved for the first time, the Associate will remain at least that Rank for two monthly production cycles.  
**60% RANK CRITERIA:** No more than 60% of the total required Rank Qualification Volume (QV) can come out of any 1 Leg. This is just for Rank promotion and qualification.  
**WAITING ROOM:** All new personally Sponsored & Enrolled Associates will sit in a "Waiting Room" on Level 1 and can be repositioned within your team once anytime within 60 days of their enrolment date.  
**TEAM COMMISSIONS:** Promote The Challenge to earn increasing Team Commissions from product sales generated by your team. Earn 5% on the sales down to a maximum of eight Paid Levels. Team Commissions increase as you move up the ranks. Paid Level is determined by Active Promoter. Paid monthly. See Incentives Programme manual for complete details.

<sup>1</sup> The 4th Ambassador can be anywhere within a 4th Line, or within the team of personal Enrollee who is placement sponsored within any of your previously existing Lines. Cannot count more than one Ambassador from each Enroller Tree Line toward an Ambassador "Star".  
<sup>2</sup> The 5th Ambassador can be anywhere within a 5th Line, or within the team of personal Enrollee who is placement sponsored within any of your previously existing Lines. Cannot count more than one Ambassador from each Enroller Tree Line toward an Ambassador "Star".  
<sup>3</sup> The first three must be in three separate Lines. The fourth 5-Star Ambassador can be anywhere within Line 4, and the fifth 5-Star Ambassador can be anywhere within Line 5, or they can be within the team of a personal Enrollee who is placement sponsored within any of your previously existing Lines. Cannot count more than one 5-Star Ambassador from each Enroller Tree Line.  
No more than 5,000 PQV may count towards achieving the Rank of RD and above.

\*For detailed information please refer to the corresponding pages in the Vi Incentives Programme. \*\* See page 12 of Vi Incentives Programme for full details. It is illegal for a Promoter or participant in a trading scheme to persuade anyone to make a payment by promising benefits from getting others to join a scheme. Do not be misled that high earning can be easily achieved.