

# 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 MANAGEMENT PHASE

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

### THE DIRECTOR & EXECUTIVE PHASE

- 9 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 in the form of a Discount or Rebate	←	<b>20%</b> 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 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	→	<b>20%</b> Paid Weekly (excluding Preferred Customer Sales)
\$1,00 to \$1,999 PCS	→	<b>PLUS 5%</b> Paid Monthly
\$2,000 and up PCS or \$10,000 TRS	→	<b>OR PLUS 10%</b> Paid Monthly

\*NOTE: This 20% is the Base Retail Commission available to all Independent Consultants on their PRS (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 <b>FREE</b> just by placing a monthly autoship order	<b>14% to 28.5% DISCOUNT</b> on their monthly autoship order	Enroller Bonus <b>16% BV<sup>5</sup></b> <b>PLUS</b> LEVEL BONUS <b>4% BV<sup>5</sup></b> <hr/> Total Earned <b>20% BV<sup>5</sup></b>

Your PC's autoship orders are added to your PCS to increase your Enhanced Commission rate. Plus, your PCs will be placed at your Level 1.

← PLUS

## 4 QUICK START BONUS

New Enrollee	→	Direct Enroller (You)
Purchases \$299.95 Quick Start Pack	→	<b>\$75 Quick Start Bonus</b> <b>+ \$24</b> <hr/> <b>\$99 TOTAL</b>

\*\*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).

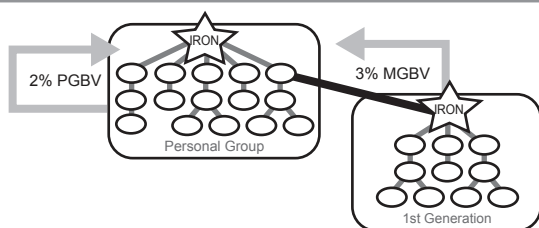
\*Your PC Benefits: Your PCs will be placed at "Level 1" in your genealogical tree, as if they were Consultants. As a result, you will receive bonuses totaling 20% of the Bonus Value (BV) on all purchases made by your PCs.

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 Enhanced Commissions.

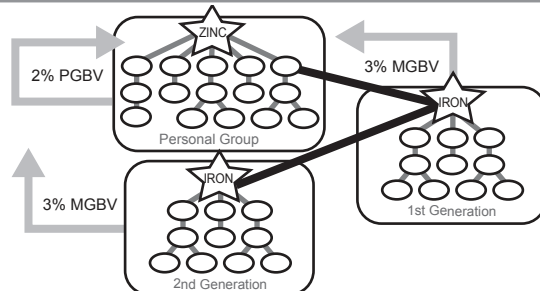
<sup>5</sup>Bonus Value (BV): Bonus Value is the value assigned to a particular product for the purpose of paying bonuses to the upline Consultants in the compensation plan. BV is usually 70% of UPP, but could be less on certain low margin products. For ease of use, BV is usually rounded up to the nearest 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)
<b>TO QUALIFY (ONE-TIME)</b>				
Purchase Consultant Business Kit (\$49.95) or FREE With purchase of Optional Quick Start Pack (\$299.95)	Be Active <sup>1</sup> plus personally enroll a Total of 3 Active <sup>1</sup> Consultants	Be Active <sup>1</sup> plus 4 Qualified Legs <sup>2</sup> and create 3,000 TGBV <sup>3</sup> in one month	Be Active <sup>1</sup> plus 5 Qualified Legs <sup>2</sup> , with 1 Copper and 1 Cobalt (in separate legs) and create 7,500 TGBV <sup>3</sup> in one month	Be Active <sup>1</sup> plus 5 Qualified Legs <sup>2</sup> , with 1 Iron and 1 Copper (in separate legs) and create 20,000 TGBV <sup>3</sup> in one month
<b>TO MAINTAIN (MONTHLY)</b>				
Be Active <sup>1</sup> (Not required for Base or Enhanced Commissions)	Remain Active <sup>1</sup> plus 1,000 TGBV <sup>3</sup> <b>60% RULE<sup>4</sup> APPLIES</b>	Remain Active <sup>1</sup> plus 2,500 TGBV <sup>3</sup> <b>60% RULE<sup>4</sup> APPLIES</b>	Remain Active <sup>1</sup> plus 6,000 TGBV <sup>3</sup> <b>60% RULE<sup>4</sup> APPLIES</b>	Remain Active <sup>1</sup> plus 15,000 TGBV <sup>3</sup> <b>60% RULE<sup>4</sup> APPLIES</b>
<b>BASE COMMISSION</b>				
<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>
<b>ENHANCED COMMISSIONS (EC)</b>				
<b>5% to 10%</b>	<b>5% to 10%</b>	<b>5% to 10%</b>	<b>5% to 10%</b>	<b>5% to 10%</b>
<b>5 ENROLLER RESIDUAL BONUS (MUST BE ACTIVE)</b>				
<b>E1: 16% BV<sup>5</sup></b>	<b>E1: 16% BV<sup>5</sup></b>	<b>E1: 16% BV<sup>5</sup> E2: 6% BV<sup>5</sup></b>	<b>E1: 16% BV<sup>5</sup> E2: 6% BV<sup>5</sup></b>	<b>E1: 16% BV<sup>5</sup> E2: 6% BV<sup>5</sup></b>
<b>6 LEVEL BONUSES (MUST BE ACTIVE)</b>				
Level 1 <b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>
Level 2 <b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>
Level 3 <b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>
Level 4 <b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>
Level 5 <b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>	<b>4% BV<sup>5</sup></b>
<b>7 8 PERSONAL GROUP AND GENERATION BONUSES (MUST BE ACTIVE)</b>				
Personal Group	<b>2% PGBV</b>	<b>2% PGBV</b>		<b>2% PGBV</b>
Management Generation 1	<b>3% MGBV</b>	<b>3% MGBV</b>		<b>3% MGBV</b>
Management Generation 2	<b>3% MGBV</b>	<b>3% MGBV</b>		<b>3% MGBV</b>

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

<sup>2</sup>**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.

<sup>3</sup>**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.

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

<sup>5</sup>**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.

# THE DIRECTOR & EXECUTIVE PHASE

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## DIRECTOR GROUP BONUSES

**Chromium Star Director (CSD)**  
(Chromium)

**Vanadium Star Director (VSD)**  
(Vanadium)

**Titanium Star Director (TSD)**  
(Titanium)

### TO QUALIFY (ONE-TIME)

Be Active<sup>1</sup> **plus** remain Qualified as a Zinc with 1 Qualified Zinc Leg **plus** create 40,000 TGBV<sup>3</sup> in one month

Be Active<sup>1</sup> **plus** remain Qualified as a Chromium with 1 Qualified Chromium Leg **plus** accumulate 100,000 TGBV<sup>3</sup> in one month

Be Active<sup>1</sup> **plus** remain Qualified as a Vanadium with 1 Qualified Vanadium Leg **plus** accumulate 250,000 TGBV<sup>3</sup> in one month

### MONTHLY MAINTENANCE REQUIREMENTS

Remain Active<sup>1</sup> **plus** 30,000 TGBV<sup>3</sup>  
**40% RULE<sup>4</sup> APPLIES**

Remain Active<sup>1</sup> **plus** 75,000 TGBV<sup>3</sup>  
**40% RULE<sup>4</sup> APPLIES**

Remain Active<sup>1</sup> **plus** 175,000 TGBV<sup>3</sup>  
**40% RULE<sup>4</sup> APPLIES**

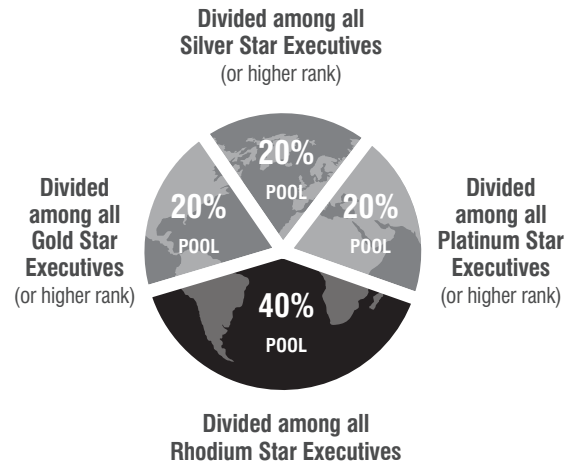
### DIRECTOR GROUP & EXECUTIVE GENERATION BONUSES

Director Group	<b>2% DGBV</b>	<b>2% DGBV</b>	<b>2% DGBV</b>
Exec. Generation 1	<b>3% EGBV</b>	<b>3% EGBV</b>	<b>3% EGBV</b>
Executive Generation 2	<b>3% EGBV</b>	<b>3% EGBV</b>	<b>3% EGBV</b>
Executive Generation 3	<b>3% EGBV</b>	<b>3% EGBV</b>	<b>3% EGBV</b>

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## EXECUTIVE BONUS POOLS

At least 1% of Company Total BV Worldwide



\*There are no guarantees regarding income. SoulLife® estimates the typical Independent Consultant is likely to earn approximately \$1,500 CAN per year. An Independent Consultant, for the purposes of this estimate, includes all Independent Consultants who make a sale of SoulLife® products within the one year period. This estimate is subject to change and will be updated. This 'typical' figure is representative of the smallest range of compensation expected to be earned by over 50% of all Independent Consultants in the plan.

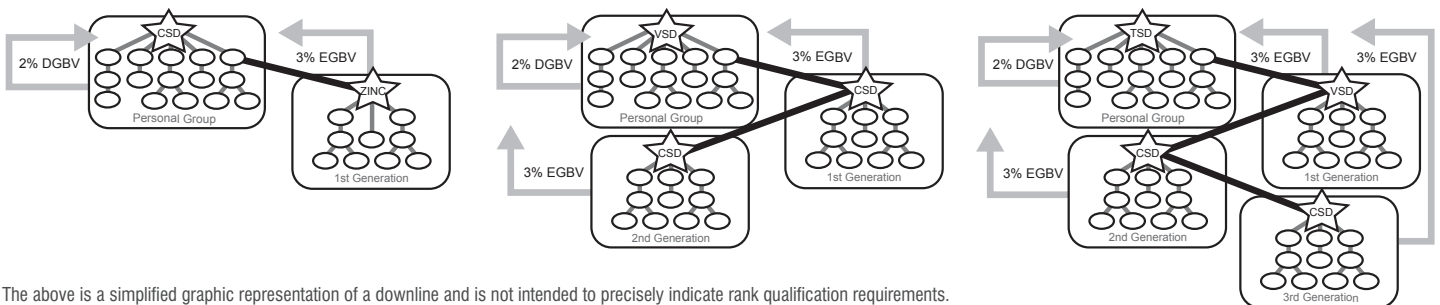
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## DIRECTOR GENERATION BONUSES

**You as an Chromium Star Director (CSD)**

**You as a Vanadium Star Director (VSD)**

**You as a Titanium Star Director (TSD)**



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### ...AND THERE'S MORE!

### ONE-TIME BONUSES

#### CASH & GOLD REWARDS!

- You achieve **PLATINUM STAR EXECUTIVE** ..... You get **\$2,500!**
- You achieve **GOLD STAR EXECUTIVE** ..... You get a **PURE GOLD COIN!**
- You achieve **SILVER STAR EXECUTIVE** ..... You get **\$2,000!**
- You achieve **TITANIUM STAR DIRECTOR** ..... You get **\$1,750!**
- You achieve **VANADIUM STAR DIRECTOR** ..... You get **\$1,500!**
- You achieve **CHROMIUM STAR DIRECTOR** ..... You get **\$1,250!**
- You achieve **ZINC STAR MANAGER** ..... You get **\$1,000!**
- You achieve **IRON STAR MANAGER** ..... You get **\$500!**
- You achieve **COPPER STAR MANAGER** ..... You get **\$250!**

Receive (1) one cash bonus or prize bonus when you successfully achieve a higher rank. Some conditions apply. Prizes are subject to change. Only 1 prize per person per new rank.