

# Understanding the Legacy for Life Compensation Plan

There are several components to the Legacy for Life Compensation plan that reward Distributors for taking action. The plan rewards distributors for selling product, recruiting new members and distributors and for helping team members advance within the system.

## **Earn up to \$65 each time you enroll a customer.**

Many consumers see great value in our products but are not interested in building a business. Legacy for Life has created a program that is best deal for the customer and a powerful compensation tool for the distributor.

Each membership is \$100 and includes 1 can of i26, a 20% discount on all products for the year and a \$50 product credit after the 4th order. Each time a customer is enrolled into the program the Distributor earns \$50-\$65 (commission depends on rank status) in bonus commission. From a business standpoint there are very few opportunities that pay up to 65% commission on a \$100 sale. But it does not stop there. There is a \$30 renewal fee each year to stay in the membership club. The enrolling distributor is paid a 50% commission on each renewal resulting in long term residual income on a one time enrollment. A member can become a distributor by placing a qualifying Auto Delivery of 85 points or by purchasing a business system.

## **Earn with Retail Sales - *Product Sales Compensation***

A Legacy for Life distributor has the right to buy product at the Wholesale price and sell at retail. The difference results in direct compensation. This compensation is available to Legacy Direct Distributors as well as fully qualified distributors.

As an example 1 can of i26 is \$39.99 wholesale and \$49.99 retail, each can you sell directly results in a \$10 profit.

### ***Bulk Buy Retail Sales Option***

Every qualified distributor has the option to purchase a bulk package of i26. The wholesale package is 96 cans of i26 for \$3,000.00, \$31.25 per unit. The difference between wholesale and retail is \$18.74 a unit (37% margin). This is a great option for Legacy Direct Distributors or a fully qualified distributor wanting to concentrate on product sales.

## Earn Quick Start Bonus Commissions with each Distributor Enrollment

You can earn as much as \$130 when a new member/distributor invests in one of our business systems. Each time one of your personally enrolled team members shares the business you will earn as much as \$20 as that enrollers sponsor(see chart below). Others within your organization also earn when the team expands. A qualified distributor is eligible for these bonus payments from day one! This is one of the components that helps us have a balanced system. By earning every time you team expands it gives you time to build that strong foundation needed for a successful long term business. Everyone in the organization is eligible for this bonus income from brand new team members all the way up to Elite level distributors.

	\$149 Basic Share Kit	\$499 Premium Business Builder Kit
Enroller	\$42	\$130
Enroller's Sponsor	\$4	\$20
Guide	\$4	\$20
Guide Leader	\$4	\$20
Silver Star	\$2	\$10
Total Payout	\$56	\$200

The Quick Start Enrollment Bonus is paid to **“Qualified Distributors.”** A Qualified Distributor means a distributor that has (i) met the Active qualification; (ii) purchased either the Basic or Premium Business Builder Kit, or attained the rank of Distributor. The QSEB is paid to the first qualified distributor in the upline at each of the ranks or higher.

A Qualified Distributor may receive the payment for multiple levels if that distributor is the first Qualified Distributor of that rank or higher in the upline. For example, if a Gold Star distributor enrolls a new distributor who purchases a Premium Business Builder Kit, that Gold Star distributor would receive the bonuses for the Enroller, Guide, Guide Leader, and Silver Star.

## Build long term wealth with the Dynamic Residual Income portion of the pay plan *Unilevel product sales compensation*

Two types of Residual Income are developed with this plan.

**-Personal Residual Income** - a 10% commission is paid on all product orders placed by any personally enrolled team member, no matter whether they are on Automatic Delivery or place additional orders throughout the month. This first level of our residual compensation is the richest ensuring that your own personal action is given the greatest reward.

### **-Team Residual Income**

Each time one of your personally enrolled team members sells product you earn a commission of 7% on those transactions, this group of team members are your second level. The chart below shows the percentage of commission you earn with each level as your team grows.

Actively Compressed Unilevel Plan

Rank	Member	Distributor	Guide	Guide Leader	Silver Star	Gold Star	Platinum Star	Ruby Elite	Emerald Elite	Sapphire Elite
Level 1	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Level 2		7%	7%	7%	7%	7%	7%	7%	7%	7%
Level 3			7%	7%	7%	7%	7%	7%	7%	7%
Level 4			7%	7%	7%	7%	7%	7%	7%	7%
Level 5				7%	7%	7%	7%	7%	7%	7%
Level 6					7%	7%	7%	7%	7%	7%
Level 7							7%	7%	7%	7%

## Earn a bonus commission each time your team sells product with the Team Development Bonus

Qualified Silver star and Elite Level Distributors are eligible to earn this bonus based on the dynamic income from product sales earned by all the members of the Silver Star Group. This bonus is direct compensation earned for helping your team members develop their business and advance within the system. Qualified distributors are paid on all Silver Star groups that are developed in their downline down to 6 generations based on the number of separate Silver Star legs they have. See illustration As an example: If you have developed 1 Silver Star and the cumulative commissions paid to everyone on that team is equal to \$10,000 in dynamic income from product sales, you would receive a 10% match which equals a \$1,000 bonus.

Generations	1 Silver Star Leg	2 Silver Star legs	3 Silver Star legs	4 Silver Star legs	5 Silver Star legs	6 Silver Star legs	7 Silver Star legs
1	10%	10%	25%	25%	25%	25%	25%
2		10%	10%	10%	10%	10%	10%
3				10%	10%	10%	10%
4					10%	10%	10%
5						10%	10%
6							10%

Bonus is based on product sales compensation paid through the 7 level unilivel plan. Compensation earned from the enrollment bonus or retail commissions outside of the unlevel plan are not used in the calculation of this bonus. All distributors and Silver Star teams must be active and qualified in the previous month to qualify.

## Revenue Sharing Bonus

Elite Level Distributors are eligible to share of all Commissionable Volume Revenue of the company. Three percent (3%) of the companies Commissionable Volume is divided into three separate pools: Ruby Elite Pool, Emerald Elite Pool and Sapphire Elite Pool. Each pool is exclusive to that rank. Distributors in each rank earn shares of their pool based on the number of Silver Star or higher legs that are within their organization.



As an example: If there are 5 Ruby Elite Distributors that qualify with 1 Silver Star Leg each, they would split the pool 5 ways, each earning 1 share in that month. 10 million in qualified Commissionable Volume in one month would result in each receiving a \$20,000 bonus.

SV for the Pools is the total company SV from all sources. It is the same SV as used for rank qualification. It includes SV that is not included in the unilevel compensation (i.e. SV on First Autoship Orders).

# Drive a new Mercedes Benz - you have earned it with our Dream Car Reward

Your drive to the top gives you the ability to drive off in a new Mercedes Benz. Elite Level Distributors are extended a car allowance based on the number of separate Gold Star and above legs within their organization. Elite Level Distributors spend most of their time developing team members for advancement. As they help team members succeed they earn car allowances up to \$2,000 a month.

Gold Star Legs	Allowance
2	\$500
4	\$750
6	\$1,000
8	\$1,500
10	\$2,000

Distributors must qualify each month for the Dream Car Bonus. The allowance begins after distributor has qualified for 3 months (bonus begins in 3rd month). The distributor must qualify in the current month and have qualified 3 of the last 4 months (including the current month) in order to receive the Dream Car Bonus.

## Legacy for Life Rank Qualifications

### Guide Level Ranks - Build a solid foundation through sales and recruiting

Member	A member has the right to buy product at the wholesale price. To become eligible to receive commissions (an active member) they must participate in our Automatic Delivery Program (ADP) with a minimum monthly order of 85 points
Associate	ADP of 85 points or 150 customer points, personally enrolled 1 Active Member and have Group Sales Volume (GSV) of 500 points.
Guide	ADP of 85 points or 150 customer points, personally enrolled 2 Active Members and have GSV of 2000 points.
Guide Leader	ADP of 85 points or 150 customer points, personally enrolled 2 Active Associates and have GSV of 8000 points.

### Star Level Ranks - Build, manage and lead

Silver Star	ADP of 200 points, personally enrolled 6 qualified distributors, must have developed 2 qualified, active Guide Leader Legs, GSV of 10,000 points
Gold Star	ADP of 200 points, personally enrolled 6 qualified distributors, must have developed 1 qualified, active Guide Leader Leg and a separate qualified, active Silver Star Leg, GSV of 20,000 points
Platinum Star	ADP of 200 points, personally enrolled 6 qualified distributors, must have developed 2 qualified, active Silver Star Legs, GSV of 50,000 points

### Elite Level Ranks - Lead, train and mentor

Ruby Elite	ADP of 200 points, personally enrolled 6 qualified active distributors, must have developed 2 qualified, active Gold Star Leader Legs and a separate qualified, active Silver Star Leg, GSV of 100,000 points
Emerald Elite	ADP of 200 points, personally enrolled 6 qualified, active distributors, must have developed 2 qualified, active Gold Star Legs, GSV of 200,000
Sapphire Elite	ADP of 200 points, personally enrolled 6 qualified distributors, must have developed 2 qualified, active Ruby Elite Legs, GSV of 500,000

ADP - Automatic Delivery Program

GSV- Group Sales Volume

Active - Must have minimum auto ship each month or qualifying customer sales

## Payment

The Quick Start Enrollment Bonus and membership enrollments are paid weekly, one week from the the Monday following the cutoff. The cutoff is Sunday night at midnight Eastern Time. Example: Order cutoff is midnight (11:59 pm) on Sunday, June 3rd. The Quick Start Bonus payments will pay on Monday June 11th.

Retail Commissions are paid weekly on the same schedule as the Bonus payments.

Dynamic Residual Income commissions, Team Development Bonus, Leadership Pools and Auto Allowance are paid monthly on the 15th of the following month.

Minimum check amount \$10.

Check charge \$1 if not direct deposit

Direct Deposit - Free

Debit Card is available, fees apply. Please call customer service for details.

## Other

CV is generally 80% of distributor price

Points "SV" from the Kits count for rank advancement and the Pools but are not included in the unilevel commissions. Qualification \$149 Kit has 100 points "SV". Qualificaton \$499 Kit is 300 "SV".

Basic Share Kit and Premium Share Kit will each contain one "**Standard Autoship Pack**" (2 cans i26 and 1 bottle Flex).

\$499 Premium Share Kit – 7 cans of i26, 2 bottles of FLEX, 1 canister of i26 Fit, 1 canister of i26 Complete Support, 20 Share Packs, Business Materials and personalized website url.

\$149 Basic Share Kit - 2 cans of i26, 1 bottle of Flex, 4 Share Packs, Business Materials and personalized website url.

Renewal fee is \$29.95. Enrolling Distributor receives a 50% commission on each renewal. We prefer that the renewal fee is automatically deducted from the commission check on the anniversary date.

CV. Distributors that are not Qualified Distributors may purchase Share Packs for \$9.95 each, they carry 8 CV.

## Glossary of Terms

Commissionable Volume or CV

Points - Each product is assigned a point value that is used to calculate commissions and rank advancement.

Gross Sales Volume or GSV

Team Sales Volume - The total qualified sales volume of everyone within your downline

Automatic Delivery Program (ADP) - Program provided by Legacy For Life

Member

Qualified Member

Qualified/Active Distributor

Enroller

Enrollers Sponsor

Retail Commissions

Levels

Rank

Leg

Pools or revenue Pools

Residual Income