



EUROPE & MIDDLE EAST **SALES INCENTIVE TRIP** 2020/2021: CABO SAN LUCAS

GENERAL INFORMATION & POLICIES

Distributors are given the opportunity to earn their way to our annual incentive trip, Cabo San Lucas, Mexico. Various prize levels are offered within the trip for a memorable Jeunesse Travel experience.

TRIP LOCATION

Cabo San Lucas, Mexico

TRIP DATES

Please be sure to check JeunesseTravel.com for updates to the Europe & Middle East Sales Incentive Trip 2020/2021: Cabo San Lucas.

FIRST QUALIFICATION PERIOD

Starts: 12:01 a.m. ET 1 Sept. 2019
Ends: 11:59 p.m. ET 31 Jan. 2020

SECOND QUALIFICATION PERIOD

Starts: 12:01 a.m. ET 1 May 2020
Ends: 11:59 p.m. ET 30 Sept. 2020

TRIP ATTENDANCE GUIDELINES

Trip earners at all ranks below Diamond Director must attend the Sales Incentive Trip for the region where their business is registered and may only attend one Sales Incentive Trip with costs covered by Jeunesse, per the trip promotion. Trip earners who achieve the rank of Diamond Director or above prior to 1 March 2020, may attend one Sales Incentive Trip in the region of their choice with costs covered by Jeunesse, per the trip promotion.

Note: Highest achieved rank is defined as the highest rank ever earned. Temporary rank assignment purchased via promotions and special programs is not an achieved rank.

RSVP REQUIREMENTS

Trip earners are required to RSVP for the trip for the region where their business is registered via the online RSVP system in Joffice™ by 1 Dec. 2020; otherwise, space is **not guaranteed**.

AIR TRAVEL

Once the RSVP is submitted through the online registration system, trip earners will be responsible for booking their own roundtrip flights. We will reimburse you the value of the earned airfare voucher. Reimbursements will be issued 30 days after the close of the trip, after you have uploaded the receipt(s) to the "Uploads" section in Joffice. Please see the FAQs section at the end of this document for more details.

ACCOMMODATIONS

Each trip earner will be provided with accommodations in a standard guest room.

AIRPORT GROUND TRANSFERS

When possible, ground transportation will be provided for trip earners between the airport and the hotel on official arrival and departure days. Anyone arriving prior to or staying past those dates would be responsible for their own transfers. Please note ground transportation is **not guaranteed**. For more information, refer to the FAQs.

MEALS

Meals are provided. Please see trip itinerary for details.

INCIDENTAL CHARGES

No incidental charges are covered.

ACTIVITIES

We want you to get to know this amazing destination; therefore, some activities will be provided, and you will also get free time to INDULGE. DISCOVER. EXPLORE. on your own.

CASH-IN-LIEU

Cash-in-lieu of attendance is not permitted.

TRANSFERS

All earned trips and airfare vouchers are nontransferable and have no cash value.

TAX REPORTING

Cost of accommodations, meals, gifts, prizes and activities will be reported as taxable income to the appropriate tax authority, where required.

GENERAL INFORMATION & POLICIES

CANCELLATION

Jeunesse must receive notification of any cancellations by **1 Feb. 2021**. Any trip earner who cancels after this date will be charged a cancellation fee of \$1,400 USD per person via a Wallet deduction. Should your Wallet not have enough funds for the full deduction at once, it will be reduced by whatever amount is available until the full amount has been deducted. Should you confirm that you are attending and not show up, the same process applies.

DISTRIBUTOR RESPONSIBILITIES

Distributors must be active and in good standing with the company from the date of qualification through the trip dates, to participate in the promotion. "Active" means a Distributor has generated 60 PV points during the SmartDelivery month. If the Distributor does not meet these qualifications, the earned trip and any airfare vouchers will be forfeited. All tickets are nontransferable and nonrefundable. Trip earners are responsible for making sure they have a current passport with an expiration date that is at least six months after the trip end date, and if necessary, a visa to enter the country or countries. Trip benefits will be denied if they are the result of a violation of Section 6 of the Policies & Procedures.

GUEST POLICY

- 1) Trip earners will be allowed to bring guests in the following priority, pending availability:
 - (a) Total value of their earned trip promotion
 - (b) Rank
- 2) Trip earners must inform Jeunesse of their intended guest(s) on or before 1 Dec. 2020 via email to Incentives@JeunesseHQ.com and through the online RSVP system in Joffice. A Jeunesse representative will reach out within 14 days after a request has been submitted, if your request has been granted.
- 3) Trip earners whose guest(s) has/have been approved by Jeunesse are responsible for booking and covering the cost of airfare for guest(s). There will be an additional cost per guest, to be paid to Jeunesse, for hotel accommodations, meals, planned activities and ground transportation during the trip.
- 4) Guests may not be a Jeunesse Distributor.
- 5) Guests can be children.

THESE POLICIES ARE SUBJECT TO CHANGE WITHOUT NOTICE.

The latest version of the document supersedes any prior versions of the Trip Policies and FAQs document for this Sales Incentive Trip.

3 WAYS to QUALIFY*

Accumulate points throughout the promotion and win one of the following:



ACCUMULATE TRAVEL POINTS

ALL RANKS

- **400-449 Travel Points:** Hotel and land package for one in a shared room¹
- **450-499 Travel Points:** Hotel and land package for one in a shared room, PLUS up to \$250 USD airfare voucher²
- **500-549 Travel Points:** Hotel and land package for one in a shared room, PLUS up to \$500 USD airfare voucher
- **550-599 Travel Points:** Hotel and land package for you and your guest³
- **600-649 Travel Points:** Hotel and land package for you and your guest, PLUS up to \$500 USD airfare voucher
- **650-699 Travel Points:** Hotel and land package for you and your guest, PLUS up to \$1,000 USD airfare voucher
- **700+ Travel Points:** Hotel and land package for you and your guest, PLUS up to \$2,000 USD airfare voucher



CYCLE QUALIFICATION***

RANKS SAPPHIRE ELITE EXECUTIVE & BELOW

- **Generate 175-274 cycles and accumulate 50 Travel Points:** Hotel and land package for one in a shared room, PLUS up to \$250 USD airfare voucher
- **Generate 275-424 cycles and accumulate 50 Travel Points:** Hotel and land package for one in a shared room, PLUS up to \$500 USD airfare voucher
- **Generate 425-524 cycles and accumulate 50 Travel Points:** Hotel and land package for you and your guest
- **Generate 525-674 cycles and accumulate 50 Travel Points:** Hotel and land package for you and your guest, PLUS up to \$500 USD airfare voucher
- **Generate 675-824 cycles and accumulate 50 Travel Points:** Hotel and land package for you and your guest, PLUS up to \$1,000 USD airfare voucher
- **Generate 825+ cycles and accumulate 50 Travel Points:** Hotel and land package for you and your guest, PLUS up to \$2,000 USD airfare voucher



DIRECTOR QUALIFICATION

RANKS RUBY DIRECTOR & ABOVE

- **Maintain your highest achieved[†] Director-level rank for two months**** and accumulate a minimum of 50 Travel Points:** Hotel and land package for one in a shared room, PLUS up to \$500 USD airfare voucher
- **Advance in rank to the next level Director from your real Director-level rank for any one month and accumulate a minimum of 50 Travel Points:** Hotel and land package for you and your guest, PLUS up to \$500 USD airfare voucher
- **Advance to the rank of Ruby Director for any one month, and accumulate a minimum of 50 Travel Points:** Hotel and land package for you and a guest, PLUS up to \$500 USD airfare voucher
- **Maintain your highest achieved[†] Director-level rank for five months and accumulate a minimum of 50 Travel Points:** Hotel and land package for you and a guest, PLUS up to \$1000 USD airfare voucher

¹ Winners of a hotel and land package for one will be paired with another winner of a land package for one. Double occupancy winners will be given the opportunity to choose the person with whom they wish to room. Efforts will be made to accommodate Distributors who request to be paired together, but this is not guaranteed.

² Trip earners will be responsible for booking their own roundtrip flights. Reimbursement of the value of the earned airfare voucher, up to but not exceeding the amount of their purchased airfare receipt, will be issued to Distributors 30 days after the close of the trip, after they have uploaded their receipt(s) to the "Uploads" section of their Joffice™.

³ If you are a winner for two (2), you cannot bring another Distributor if he/she is not the co-applicant of the active account.

*This promotion is available only to Distributors in the following countries: Gibraltar, Guernsey, Jersey, United Kingdom, Austria, Belgium, Denmark, Finland, France, Germany, Iceland, Ireland, Italy, Luxembourg, Malta, Martinique, Monaco, Morocco, Netherlands, Qatar, Sweden, Switzerland, Norway, Turkey, Israel, Bahrain, Jordan, Kuwait, Oman, United Arab Emirates, Albania, Bulgaria, Canary Islands, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Latvia, Lithuania, The Former Yugoslav Republic Of Macedonia, Poland, Portugal, Romania, Serbia, Slovak Republic, Slovenia, Spain, Algeria, Tunisia, Lebanon,

Egypt, Saudi Arabia, Mauritius and Reunion. Distributors must be active and in good standing with the company to participate in the promotion. All tickets are nontransferable and nonrefundable. All rooms based on double occupancy. Winners are responsible for making sure they have a current passport with an expiration date that is at least six months after trip end date, and if necessary, a visa to enter the country or countries.

The winner of one of the top prizes can opt for a lower prize if he/she wishes.

**Must have minimum of stated points.

***Cycles are calculated on the first day of the month for the preceding month.

****Your highest achieved[†] Director-level rank doesn't have to be consecutive.

[†]Your highest achieved rank is defined as your highest rank earned.

2020/2021 SALES INCENTIVE TRIP FAQs

EUROPE & MIDDLE EAST

QUALIFICATION & RSVP

HOW DO I KNOW WHETHER I QUALIFY FOR THE 2020/2021 SALES INCENTIVE TRIP TO CABO SAN LUCAS?

Please see the policy document found in Jcloud™/[Region]/[Language] for details about how to qualify. If you've qualified, you will also see an RSVP button next to the trip in Reports/Distributor Reports/[Trip Name].

ONCE I'VE BEEN NOTIFIED THAT I'VE EARNED THE TRIP, HOW DO I RSVP AND REGISTER?

Please click the "RSVP" button next to the trip in Reports/Distributor Reports/[Trip Name] and follow the prompts in your email invitation to register via the online RSVP form. If you have not received an email invitation, please reach out via Incentives@JeunesseHQ.com. We ask that you provide as many answers to the registration questions as you can. It will help us provide a wonderful experience for you and your guest, should you bring one.

I HAVE ALREADY RSVP'D FOR THE FIRST PROMOTION AND THEN QUALIFIED AGAIN DURING THE SECOND PROMOTIONAL PERIOD, DO I NEED TO RSVP AGAIN?

If you had submitted your RSVP for the trip that was originally scheduled to take place this year, you will need to resubmit your RSVP when we reopen the RSVP system (after the second promotional period) with the information on your final prize in both promotional periods.

WHAT IS MY DEADLINE TO RSVP?

1 Dec. 2020

WHAT HAPPENS IF I CANNOT ATTEND?

If you cannot attend — though we sincerely hope you can — you will forfeit the trip. The trip is nontransferable and has no cash value.

WHAT HAPPENS IF I CONFIRM THAT I AM COMING AND THEN NEED TO CANCEL?

Jeunesse must receive notification of any cancellations for the Europe & Middle East Sales Incentive Trip 2020/2021: Cabo San Lucas by 1 Feb. 2021. Any trip earner who cancels after this date will be charged a cancellation fee of \$1,400 USD per person via a Wallet deduction. Should your Wallet not have enough funds for the full deduction at once it will be reduced by whatever amount is available until the full amount has been deducted. Should you confirm that you are attending and not show up, the same process applies.

WHAT HAPPENS IF I DO NOT CONFIRM THAT I AM COMING, AND I SHOW UP ANYWAY?

We want to give you the pampering you deserve! To do that, we must know in advance that you are coming so we can arrange the proper accommodations for you. Unfortunately, we cannot guarantee accommodations or participation for those who choose to attend without providing an RSVP by the date listed above.

WHAT IF I WANT TO BRING AN ADDITIONAL GUEST(S), BUT I ONLY QUALIFIED FOR A TRIP FOR ONE?

While we encourage every member of our Jeunesse Family to work toward joining us on our Sales Incentive Trips, we can only grant you the specified trip(s) you earned through the promotion. We do welcome additional guests within certain guidelines outlined in our policy document found in Jcloud/[Region]/[Language]. If you'd like to bring an additional guest within these guidelines, please let us know before the deadlines listed here, and according to the details outlined in the policy document.

DEADLINES:

RSVP & additional guest requests: 1 Dec. 2020

Cancellation: 1 Feb. 2021

Flight Details Needed by: 1 Feb. 2021

TRAVEL & FLIGHT DETAILS

DO I NEED A VISA OR PASSPORT?

It is highly recommended that you check with your local embassy or your trip destination embassy to determine whether a visa is needed and whether there is a cost associated.

If you need to request a visa letter, please email us at Incentives@JeunesseHQ.com.

WHAT HAPPENS IF I DID NOT GET THE PROPER TRAVEL DOCUMENTS (SUCH AS A VISA) OR DO NOT HAVE THE APPROPRIATE PASSPORT DOCUMENTATION AND AM DENIED BOARDING OF MY FLIGHT?

The proper travel documents are your responsibility. Should you not procure the appropriate travel documents and are denied boarding and not able to attend the trip, you will forfeit the value of the trip as well as your airfare voucher and the cancellation fee will apply.

HOW ARE FLIGHTS BOOKED?

Once you've submitted your RSVP through the online registration system, you are responsible for booking your own flights. We recommend booking as early as possible to get the best rates, so you'll have more to spend on souvenirs!

I QUALIFIED FOR AN AIRFARE VOUCHER IN BOTH PROMOTIONAL PERIODS. WHAT AMOUNT WILL I RECEIVE?

You will receive the total value of the airfare voucher that you qualified for in each trip. For example, if you qualified for \$250 USD in the first qualification period and then \$500 USD in the second qualification period, you would receive a total of \$750 USD.

WHICH AIRPORT SHOULD I USE, AND WHAT IS THE AIRPORT CODE?

Los Cabos International Airport

Airport Codes: SJD

HOW AND WHEN WILL I RECEIVE MY TRAVEL VOUCHER FOR MY FLIGHTS?

Once you have booked your flight, please upload the in Joffice, under “Members Only,” then “Uploads.” Reimbursements can take up to 30 days after the close of the trip and are only issued to Distributors who attended the trip.

HOW MUCH WILL I BE REIMBURSED FOR MY FLIGHT?

We will reimburse you the value of the earned airfare voucher. Reimbursements will be issued 30 days after the close of the trip, after you have uploaded the receipt(s) to the “Uploads” section in Joffice.

While we know business class can be tempting, should you choose to purchase a ticket priced higher than the value of your voucher, you will be responsible for the difference.

ARE AIRPORT TRANSFERS PROVIDED?

Ground transportation for trip earners between the airport and hotel will be provided roundtrip on the main arrival and departure dates. If flight information is not provided, airport transfers cannot be guaranteed. Should you choose to arrive by 1 Feb. 2021 or stay later, transfers will not be provided.

WHAT HAPPENS IF JEUNESSE CANCELS OR POSTPONES OUR INCENTIVE TRIP?

While we never expect to cancel or postpone any of our trips, unforeseen circumstances can arise. We highly recommend you purchase travel insurance to cover any costs that you may incur related to the trip, such as flights. Jeunesse will not reimburse any out-of-pocket costs that a Distributor incurs for themselves or their guests should a trip be canceled or postponed.

ACCOMMODATIONS

WHERE WILL I BE STAYING?

Trip earners of all ranks whose total earned trip between both promotional periods is a “full trip for one” will receive one bed in a double occupancy room and can choose the person with whom they would like to share the room, if BOTH trip earners inform Jeunesse of their request on or before 1 Dec. 2020. Please send an email with your request to Incentives@JeunesseHQ.com and submit the request through the online RSVP system in Joffice. If no rooming request is made, trip earners of all ranks whose total earned trip between both promotions is a “full trip for one” will be paired with another “full trip for one” earner of the same gender.

Trip earners who receive a “full trip for two” will receive one double-occupancy room and will room with their chosen guest, who may not be another Jeunesse Distributor.

ARE ALL MEALS INCLUDED?

This is an all-inclusive resort so all meals are included.

WHAT IS THE LOCAL CURRENCY?

The currency in Cabo San Lucas is the Mexican Peso (MXN). If you would like to purchase souvenirs, we recommend exchanging your local currency for the Mexican Peso.

I ALREADY QUALIFIED FOR A TRIP FOR 2 ON THE FIRST PROMOTION AND THEN I QUALIFIED FOR A TRIP FOR 2 ON THE SECOND PROMOTION, WHAT PRIZE DO I QUALIFY FOR?

You would receive 2 separate rooms for a total of 4 guests.

I ALREADY QUALIFIED FOR A TRIP FOR 2 ON THE FIRST PROMOTION AND THEN I QUALIFIED FOR A TRIP FOR 1 ON THE SECOND PROMOTION, WHAT PRIZE DO I QUALIFY FOR?

You would receive 1 room for 3 guests total.

CAN I BRING ANOTHER JEUNESSE DISTRIBUTOR AS A THIRD OR FOURTH GUEST?

No, our standard rules apply. Additional guests may NOT be another Jeunesse Distributor.

I ALREADY QUALIFIED FOR A TRIP FOR 1 ON THE FIRST PROMOTION AND THEN I QUALIFIED FOR A TRIP FOR 1 ON THE SECOND PROMOTION, WHAT PRIZE DO I QUALIFY FOR?

You would receive 1 room for 2 guests total.

ITINERARY

WHEN WILL I KNOW WHAT WE WILL BE DOING DURING THE WEEK?

As we finish planning your getaway, make sure to regularly check the website pertaining to your trip for a full itinerary. Once you arrive at your hotel, you can pick up a printed itinerary and some fun swag at the hospitality desk, where a Jeunesse representative will be present.

WHO DO I ASK IF I HAVE QUESTIONS WHEN I ARRIVE?

Someone assigned to our group will be at the hospitality desk at your hotel to answer your questions.

WHAT SHOULD I PACK, AND IS THERE A DRESS CODE?

We recommend casual attire for most of the trip. For opening and closing gatherings, cocktail attire should be worn.

YOU MAY WANT TO PACK:

- Clothing appropriate for an average temperature of 94° F
- Layers for cooler evenings
- Beachwear
- Sunscreen
- Sunhat

As we near the trip, be sure to check JeunesseTravel.com for updated attire information.

AGENDA

Complete itinerary details will be provided soon.

DAY 1

All Day: Scattered arrivals

Transfer from Cabo San Lucas International Airport (SJD) to your hotel will be provided by Jeunesse, pending receipt of flight information by deadline.

Evening: Welcome Reception

DAY 2

Please check the JeunesseTravel.com website for more details as we near the trip.

DAY 3

Please check the JeunesseTravel.com website for more details as we near the trip.

DAY 4

Please check the JeunesseTravel.com website for more details as we near the trip.

DAY 5

All day: Scattered Departures

Transfer from your hotel to Los Cabos International Airport (SJD) to be provided by Jeunesse, pending receipt of flight information by deadline.

