



FINANCIAL

REWARDS PLAN

AUSTRALASIA

JEUNESSEGLOBAL.COM

WELCOME^{TO} JEUNESSE

We are delighted that you have chosen to partner with us as you look to build a Jeunesse business of your own. Just like you, thousands of independent Distributors have joined our community, shared our incredible products with people they know and enjoyed the benefits of financial rewards. With one of the most competitive compensations plans in the industry, Jeunesse is changing lives around the world.

YOU CONTROL YOUR DESTINY

The Financial Rewards Plan offers you three categories of earning opportunities: customer sales, commissions from team building, and rewards for your leadership.



CUSTOMER PROFIT

Retail Sales
Preferred Customer
Retail Sales Bonus



TEAM BUILDING

Team Commissions
Matching Bonus
Customer Acquisition
Incentive



LEADERSHIP

Lifestyle Leadership
Retreat
Global Leadership
Bonus

You can participate in the Jeunesse Financial Rewards Plan at whichever level you wish. You decide whether you want to create a part-time income through retail sales or build a full-time business with dedicated teams all over the world.

OUR UNIQUE EARNING MODEL

We're a company that invests in people just like you every day. Jeunesse is not just a business, it's family. And because we put family first, we want to help you every step of the way.

The maximum payout in the Jeunesse Global Financial Rewards Plan is capped at 45% of global revenue. Weekly commissions for cycles and matches are capped at 41% and 4% is reserved for incentive trips, promotions, and Leadership Bonuses. All commissions, bonuses, and payments may be adjusted from time to time to manage the cap.

**Please see our Glossary of Terms on page 13. For your convenience, all defined terms used herein or in the Jeunesse Policies and Procedures are capitalised.*

SELL JEUNESSE QUALITY PRODUCTS TO YOUR CUSTOMERS



CUSTOMER PROFIT

Retail Sales
Preferred Customer
Retail Sales Bonus

Actively selling Jeunesse products to Customers should be the core of your activity as a Distributor and the foundation for building your future sales organisation and income.

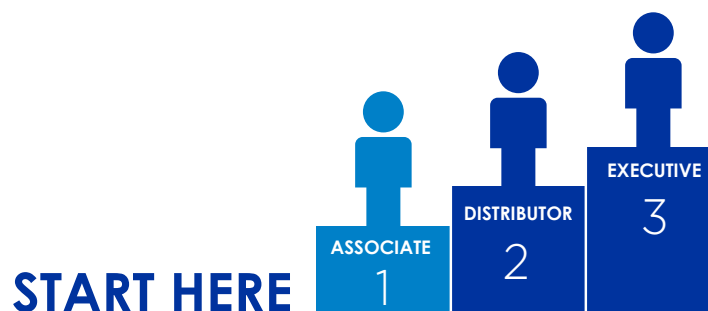


Note: Some products shown may not be available in your market.

YOUR FIRST STEP FOR SELLING TO CUSTOMERS:

Become an Associate

As an Associate, you can purchase Jeunesse products at wholesale prices as well as earn commissions from sales to your Customers, including Retail Profits, commissions from sales to your Jeunesse Preferred Customers, and Retail Sales Bonuses. You may also enrol other Distributors, but you cannot earn commissions from their sales until you become an Executive. To become an Associate, you must enrol and purchase a Starter Kit.**



***Please see our Glossary of Terms below.*

FIRST WAY TO EARN: RETAIL PROFITS

RETAIL SALES: SELLING PRODUCT = HAPPY WALLET

The fastest way to earn upon enrolling is to purchase products at wholesale and sell them at retail. You keep the difference. Whether you're sharing your story face-to-face at a soccer match, or by directing friends and family members to your personal Jeunesse website, you can earn between 15–40% on each sale! Retail sales are your go-to source of income while you build customer loyalty. Retail Profits from sales you make online are paid weekly.



JEUNESSE PREFERRED: RETURNING CUSTOMERS = HAPPIER WALLET

For your Retail Customers, Jeunesse Preferred is a great program for those who want to receive a discount on their products. They must also agree to automatic monthly delivery through Jeunesse SmartDelivery -. Have them visit your replicated website, select their products, and then register for Jeunesse Preferred prices. As Jeunesse Preferred Customers they will enjoy up to 25% off the retail price on every item they order.*

The benefits of having Jeunesse Preferred Customers are that you build a team of customers who buy from you month after month while you are paid a Retail Profit weekly on every purchase. The commission you earn is the difference between the Jeunesse Preferred price and the wholesale price. Also, each product you sell as a Distributor has full Commissionable Volume (CV) and all the CV rolls up for Personal Group Volume (PGV) and Group Volume (GV) calculations.



**Excludes bulk and package orders*

SECOND WAY TO EARN: RETAIL SALES BONUS

EVERYONE LIKES A BONUS.

You can offer discounted product packages that include various quantities of our top-selling products. Earn a Retail Sales Bonus on the first product package you sell to each Customer you register as a Retail or Preferred Customer and to each Distributor you personally enrol.

The Retail Sales Bonus (RSB) on standard packages ranges from \$25-\$250. The amount of your bonus depends on the product package.* Help your new Customers understand the product components of each package to select the right one for them.

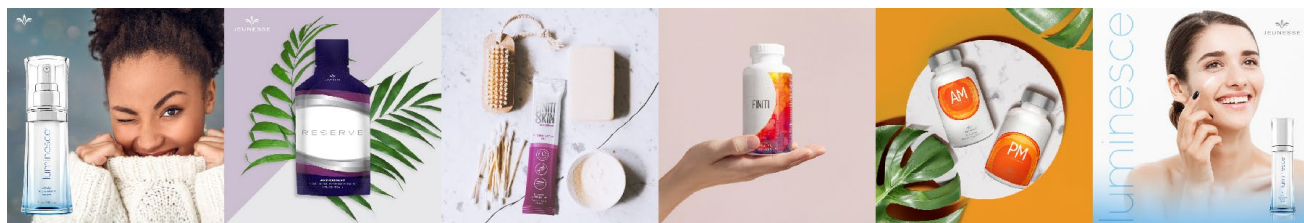


Figure 1. Some products shown may not be available in your market

CREATE-A-PACKAGE

The Create-A-Package option is a great alternative to the standard product packages for your Customers who want to customise their initial order. The Retail Sales Bonus percentages for this option are based on the total price of the package (before taxes and shipping):

- 100 – 199 CV = 10%
- 200 – 299 CV = 12%
- 300 CV+ = 15%

For example, if you sell product with 150 CV to your Customer, you will earn \$15.**

A \$250 sale with 200 CV will produce a bonus of \$30.

**See the price list in your Joffice for available packages and their CV and Retail Sales Bonuses*

***U.S. Dollars are used when calculating all commissions and bonuses. Conversion to local currency occurs at the current exchange rate on the day you withdraw your earnings from your wallet*

Australasian Distributors: See a description of earnings in the Income Disclosure Statement at page 16.

BUILD A TEAM TO HELP YOU SELL JEUNESSE PRODUCTS



TEAM BUILDING

Team Commissions
Matching Bonus
Customer Acquisition Incentive

Selling products and earning commissions are the foundation of your business. You can benefit even more by building a network of like-minded people who also share the products and opportunity. As you provide training, your opportunities will grow, and you may earn Team Commissions, Matching Bonuses, and Customer Acquisition Incentives. Additionally, if you advance to the rank of Emerald Director or Diamond Director, you may participate in Jeunesse's Lifestyle Rewards; advance to Director and you may be eligible to participate in the Leadership Bonuses.



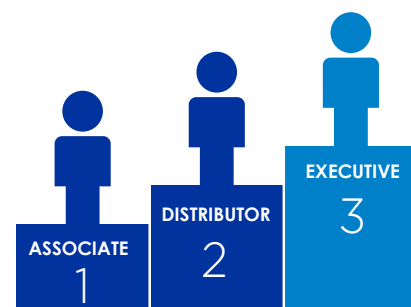
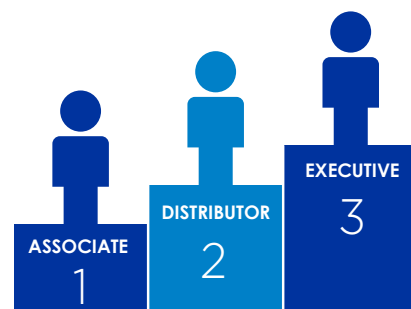
YOUR FIRST STEPS TO BUILDING A TEAM

Advance from Associate to Distributor

To advance in rank from an Associate to a Distributor, you must accrue 100 CV within a single SmartDelivery Month* within your first year. As a Distributor, you will accrue volume on sales to your Customers and Distributors.

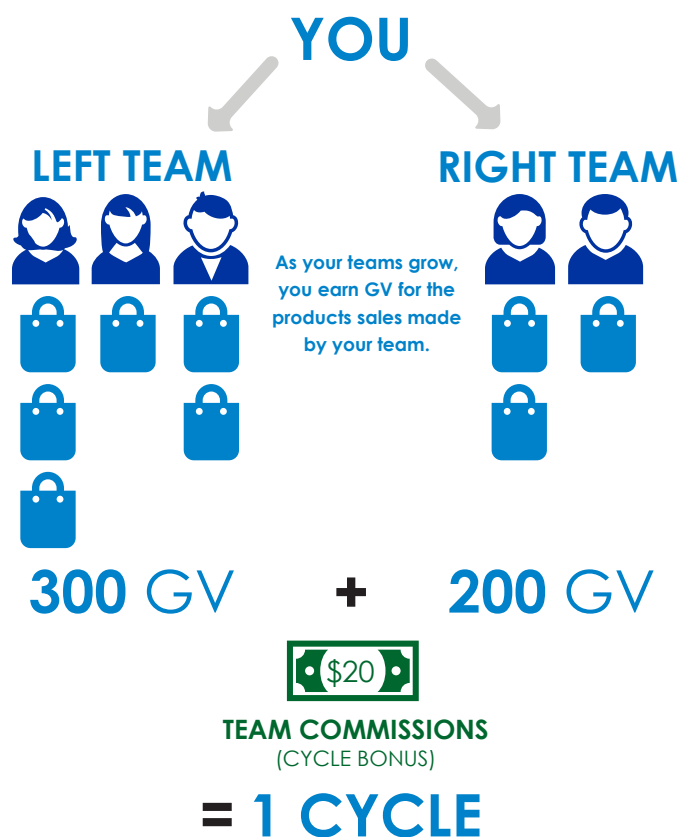
Advance from Distributor to Executive

To enjoy all the benefits of the Financial Rewards Plan you must advance to the rank of Executive. The Executive Rank is achieved upon (i) becoming Active* and (ii) being Qualified (have at least one Active personally enrolled Distributor on your right Team and one on your left Team). As an Executive, you start qualifying for additional commissions.



*See our Glossary of Terms on page 13.

THIRD WAY TO EARN: TEAM COMMISSIONS



EARN COMMISSIONS FROM YOUR TEAMS' SALES

As you build a network of distributors, they are placed into your distributorship's Team Tree on the right or left Team. Every time a member of your Team sells a product, those sales generate Group Volume (GV) for you. Remember that GV includes your PV, PGV, and Spillover Volume (see the Glossary of Terms). The GV is used to calculate Team Commissions.

As your Teams grow, you earn GV for the product sales they make. When one of your Teams (the left or right) reaches 300 GV and the other reaches 200 GV (it doesn't matter which one), and you have accumulated 200 PGV within the current commission period, you earn a \$20 Team Commission, also called a "cycle bonus."

Team Commissions are accrued and paid weekly. You continue to earn a \$20 cycle bonus every time your Teams accumulate the 300/200 GV and you accumulate 200 PGV. The cycles will be awarded real time as PGV is earned. PGV is reset weekly, but any unused PGV (up to 20,000) will roll over to the next week. Any unused PGV that becomes older than 12 weeks will expire and not roll over. Payable cycles are capped at 1000 per week. This cap may be increased or decreased at any time as a primary method of assuring that the company remains under the target revenue cap.

You must be Qualified and Paid As an Executive to earn Team Commissions.

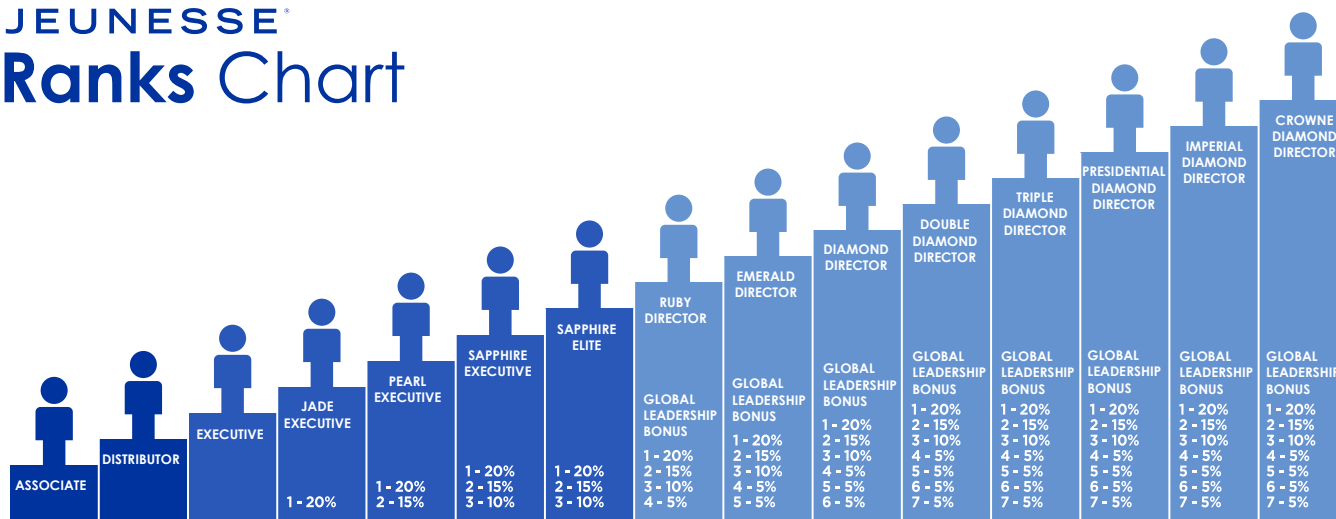
Australasian Distributors: See a description of earnings in the Income Disclosure Statement at page 16.

FOURTH WAY TO EARN: MATCHING BONUS

IT PAYS TO GROW YOUR TEAM

Jeunesse believes you should be rewarded for building your sales team. As you build, you train those you personally enrol on how to sell products and build an organisation. You also teach them how to duplicate what you are doing. The more successful you are in training your personally enrolled group (Lines of Sponsorship) on how to sell Jeunesse products, the more successful they will be, and the more you can earn.

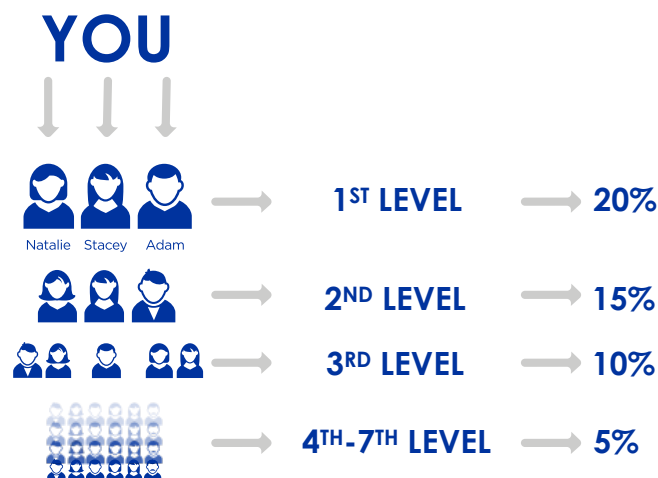
JEUNESSE® Ranks Chart



As you advance in rank, Jeunesse rewards you with a matching bonus for training and growing your Lines of Sponsorship. The Matching Bonus pays a percentage of Team Commissions earned on levels 1 – 7 of your Lines of Sponsorship,* based on your Paid As Rank.

The first rank at which you may earn the Matching Bonus is Jade Executive. At this rank, you may earn 20% on Team Commissions from the sales in your first level of Distributors within your Lines of Sponsorship (your Enroller Tree). For example, if you enrol Natalie, Stacey and Adam on your first level, you may earn a matching bonus of 20% of their Team Commissions. At the next rank of Pearl Executive, you may earn 20% on the first level of Distributors within your Lines of Sponsorship (your Enroller Tree) and 15% on the second level. In addition, as you advance in rank, you may earn the Matching Bonuses through Level Seven of your Lines of Sponsorship (your Enroller Tree).

To earn the weekly Matching Bonuses at the levels indicated in the chart, you must be Active and Paid At the respective rank.



*See our Glossary of Terms on page 13.

FIFTH WAY TO EARN: CUSTOMER ACQUISITION INCENTIVE

MORE CUSTOMERS = MORE REWARDS

When you sell products to five registered Customers* in a calendar month, your first-level Matching Bonus increases from 20% to 25%.



When you sell products to ten registered Customers* in a calendar month, your first-level Matching Bonus increases to 30%.



The Customer Acquisition Incentive is paid when you are Active and Paid At the Rank of Jade Executive or higher.

**A newly enrolled Customer is treated as one of the 5/10 in the month of enrolment, regardless of registering in SmartDelivery or completing a SmartDelivery order.*

Australasian Distributors: See a description of earnings in the Income Disclosure Statement on page 16.

BE REWARDED FOR YOUR LEADERSHIP



LEADERSHIP

Lifestyle Leadership Retreat
Global Leadership Bonus

Jeunesse generously rewards its top sellers who demonstrate leadership. They are rewarded with trips to exotic places and commissions from global sales.

JEUNESSE TRAVEL

Jeunesse wants to reward you and recognise your success as you build your business. Jeunesse Travel will enable you to enjoy the luxury lifestyle that your efforts deserve.

LIFESTYLE LEADERSHIP RETREAT

A leadership experience for first time Emerald & Diamond Directors. Experience the pinnacle of excellence! We invite you to partake in our annual Leadership Lifestyle Retreat, a six-day, five-night journey designed to elevate your leadership skills, entertain your senses, and foster meaningful connections with fellow leaders and company executives in an intimate setting.

EMERALD DIRECTORS: To participate, you must be paid as an Emerald Director for a minimum of six (6) months during the annual qualification period. * You must also be active each month after achieving the Emerald Director rank.

DIAMOND DIRECTORS: To participate again**, you must be paid as a Diamond Director for a minimum of six (6) months during the annual qualification period. * You must also be active each month after achieving the Diamond Director or above rank.

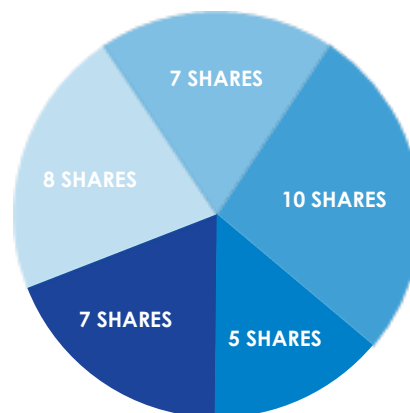
**A 'year' begins the first month of the trip's annual qualification period. The qualification year starts November 1st and goes through October 31st of the following year. To be eligible for the trip, you must meet the qualifications by the end of the qualification period, at least 60-days prior to the departure date.*

***This trip is intended for those who are paid as Emerald Directors and again when they achieve the "paid as" rank of Diamond Director. If someone achieves Emerald and Diamond Director within the same year, if they maintain the ranks for a cumulative 6-month period, they will be invited to attend once.*

The trip includes a hotel stay for 6 days / 5 nights, most meals, leadership training and hosted excursions. Airfare, ground transportation and extra guest costs are the responsibility of the distributor. Please refer to the Trip Policy Document for further details.

You must participate in the Leadership Lifestyle Retreat in the year in which the trip is earned. It cannot be carried forward to future years. You will be notified in writing if you are eligible. These trips are designed to promote learning experiences, team building and leadership bonding.

SIXTH WAY TO EARN: GLOBAL LEADERSHIP BONUS



THE BENEFITS OF GLOBAL LEADERSHIP

As a Ruby or above, you get an opportunity to earn shares in the quarterly Global Leadership Bonus (GLB), (1% of company's quarterly global commissionable volume). This quarterly GLB is distributed as follows: 15% among qualifying Ruby, 35% among qualifying Emerald and 50% among qualifying Diamonds.

For the Ruby and Emerald Director GLB, you qualify for the bonus and earn a share by (i) selling products in each month of the quarter to 5 personally enrolled Customers or 5 personally enrolled Distributors (in Australasia) who are on SmartDelivery; and (ii) being paid at the respective ranks of Ruby or Emerald in each month of the quarter.* You earn a share each month that you qualify at the rank for the GLB you are in. In the quarter, you may earn an additional share for every 200 (Ruby) or 500 cycles (Emerald).

To participate in the DIAMOND GLB, you must (i) sell products in each month of the quarter to 10 personally enrolled Customers or Distributors who are on SmartDelivery; and (ii) you must be paid at the rank of Diamond Director in at least one of those months.**

Diamonds may accumulate shares as follows:

- One share is awarded per month in the quarter that you are Paid As a Diamond.
- One share is awarded for every 1,000 Team Commission cycles you achieve during the quarter.
- Up to one share is awarded per quarter for each personally enrolled distributor who is paid at the rank of Diamond Director in any one month of the quarter.
- One share is awarded each month you are Paid As a Double Diamond Director or higher.

* Note that you will participate in the GLB of your highest achieved rank during the quarter.

** Also, Diamonds must have attended two major events in their region and one event in another region during the preceding calendar year. Attendance must include visible, substantial participation at the events, including attendance at a majority of scheduled activities and mandatory attendance at all rank-specific events. Qualifying events are Jeunesse EXPO, LEAD Jeunesse and Jeunesse University.

ADVANCE IN RANK AS YOUR PRODUCT SALES GROW

RANKS	REQUIREMENTS	BENEFIT
ASSOCIATE	<ul style="list-style-type: none"> Sign and submit the Distributor Agreement Purchase a Starter Kit Associates do not accumulate volume 	<ul style="list-style-type: none"> Purchase at wholesale price Retail Profits Jeunesse Preferred Profits Retail Sales Bonuses
DISTRIBUTOR	<ul style="list-style-type: none"> Be an Associate Accumulate 100 PV within a SmartDelivery Month within one year of purchasing your Starter Kit 	<ul style="list-style-type: none"> Same as Associate Begin to accumulate volume
EXECUTIVE	<p><u>EXECUTIVE RANKS</u>¹</p> <ul style="list-style-type: none"> Be a Distributor Be Active Be fully Qualified (have one personally enrolled Distributor in each Team) 	<ul style="list-style-type: none"> Same as Distributor Team Commissions
JADE EXECUTIVE	<ul style="list-style-type: none"> Be Paid As an Executive Have 8 personally enrolled Distributors with at least 1 in each team 	<ul style="list-style-type: none"> Same as Executive One Level of Matching Bonuses
PEARL EXECUTIVE	<ul style="list-style-type: none"> Be Paid As an Executive Have 10 personally enrolled Distributors with at least 2 in each team 	<ul style="list-style-type: none"> Same as Executive Two Levels of Matching Bonuses
SAPPHIRE EXECUTIVE	<ul style="list-style-type: none"> Be Paid As an Executive Have 12 personally enrolled Distributors with at least 3 in each Team 	<ul style="list-style-type: none"> Same as Executive Three Levels of Matching Bonuses Gateway to Director ranks
SAPPHIRE 25	<ul style="list-style-type: none"> Be Paid As a Sapphire Executive Accumulate 25 Team Commission cycles in the preceding month 	<ul style="list-style-type: none"> Same as Sapphire Leadership Retreat Exclusive Events
SAPPHIRE 50	<ul style="list-style-type: none"> Be Paid As a Sapphire Executive Accumulate 50 Team Commission cycles in the preceding month 	
SAPPHIRE ELITE	<ul style="list-style-type: none"> Be Paid As a Sapphire Executive Accumulate 100 Team Commission cycles in the preceding month 	
RUBY DIRECTOR	<p><u>DIRECTOR RANKS</u>¹</p> <ul style="list-style-type: none"> Be Paid As a Sapphire Executive Have 2 Lines of Sponsorship with a Paid As Sapphire in each line² Have 200 Team Commission cycles in the preceding calendar month 	<ul style="list-style-type: none"> Same as Sapphire Four Levels of Matching Bonuses Global Leadership Bonus
EMERALD DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Sapphire Executive Have 2 Lines of Sponsorship with a Paid As Sapphire in each line² Have 500 Team Commission cycles in the preceding calendar month 	<ul style="list-style-type: none"> Same as Sapphire Five Levels of Matching Bonuses Lifestyle Leadership Retreat Global Leadership Bonus

¹ Executive and Director ranks are awarded on the day all qualifications are met.

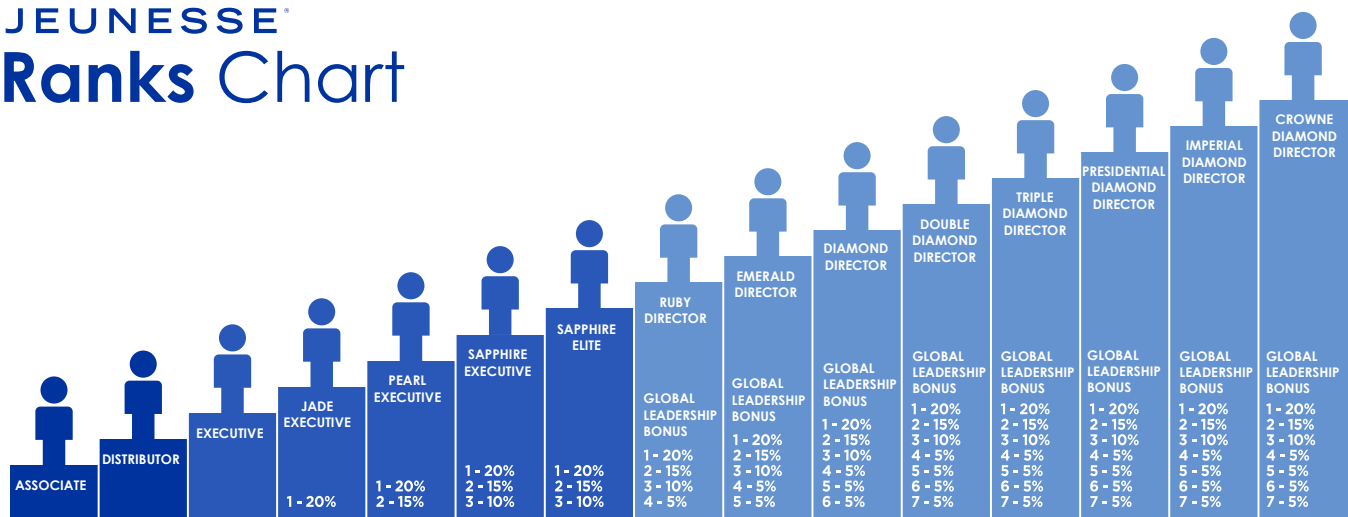
² The required Paid As ranks in the Lines of Sponsorship must be "real" ranks, meaning that such ranks were earned by building an organisation and accruing the required volume not achieved by purchasing a package.

RANKS	REQUIREMENTS	BENEFIT
DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Sapphire Executive Have 2 Lines of Sponsorship with a Paid As Sapphire in each line¹ Have 1,000 Team Commission cycles in any preceding calendar month 	<ul style="list-style-type: none"> Same as Sapphire Six Levels of Matching Bonuses Lifestyle Leadership Retreat Global Leadership Bonus
DOUBLE DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Diamond Director Have 2 Lines of Sponsorship, each with a Diamond² Have 1,500 Team Commission cycles in the preceding calendar month 	<ul style="list-style-type: none"> Same as Sapphire Seven Levels of Matching Bonuses Global Leadership Bonus
TRIPLE DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Diamond Director Have 3 Lines of Sponsorship, each with a Diamond² Have 1,500 Team Commission cycles in the preceding calendar month 	<ul style="list-style-type: none"> Same as Double Diamond Director
PRESIDENTIAL DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Diamond Director Have 6 Lines of Sponsorship each, with a Diamond² Accumulate 3,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship Have 15,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month Be Paid At this rank for 3 consecutive calendar months 	<ul style="list-style-type: none"> Same as Double Diamond Director
IMPERIAL DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Diamond Director Have 8 Lines of Sponsorship, each with a Diamond² Accumulate 4,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship Have 20,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month Be Paid At this rank for 3 consecutive calendar months 	<ul style="list-style-type: none"> Same as Double Diamond Director
CROWNE DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Diamond Director Have 10 Lines of Sponsorship, each with a Diamond² Accumulate 5,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship Have 25,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month Be Paid At this rank for 6 consecutive calendar months 	<ul style="list-style-type: none"> Same as Double Diamond Director

¹ If all cycle requirements are met, but the required Sapphire/Diamonds are not in the Lines of Sponsorship at the close of the qualifying month, you will be Paid At the new rank if this requirement is met prior to the last day of the following month.

² If one of the Diamonds has been recognised but never Paid As a Diamond, then if you otherwise meet all the requirements, you will be recognised but not Paid As a Double Diamond.

JEUNESSE[®] Ranks Chart



GLOSSARY OF TERMS

ACTIVE: After achieving the rank of Distributor, you become Active in a SmartDelivery Month by accruing 60 PV through Customer sales or personal purchases.* If you do not remain Active in your SmartDelivery Month, any accumulated points will be reset to zero when commissions are calculated. Such points cannot be restored. You may become Active again after meeting the requirements above.

ANNUAL RENEWAL: There is a small Annual Renewal fee of \$19.95 (in the U.S. only) to cover the cost of your virtual Business Management System. However, if you maintain 360 CV from personal SmartDelivery orders during the year and did not purchase a Starter Kit on a promotion, the Annual Renewal fee is waived. Otherwise, you must pay the Annual Renewal fee.

COMMISSIONABLE VOLUME (CV): To ensure our products are competitively priced, each Jeunesse product is assigned a point value known as Commissionable Volume (sometimes referred to as "points"). Commissions you earn through the Financial Rewards Plan are based on the accumulation of these points. CV starts to accumulate at the time you advance from Associate to Distributor. CV continues to accumulate as long as you remain Active. See Figure 3.

CUSTOMERS: This includes Retail, Preferred, and Wholesale Customers.

ENROLLER TREE: Distributors in each of your Lines of Sponsorship are in your Enroller Tree. The PGV from their sales is used to calculate certain promotions. See Figure 3.

GROUP VOLUME (GV): Group Volume is the volume that is generated through sales in your two teams; it includes PV, PGV and Spillover volume. See Figure 3.

HIGHEST ACHIEVED RANK: The highest rank ever achieved.

JOFFICE: You receive a virtual business management system as part of your Starter Kit that provides you with everything you need to run your Jeunesse business online. Through this powerful system you can track your global business, set up SmartDelivery, generate management reports, purchase products, access commissions and much more.

LINE OF SPONSORSHIP: Each Distributor personally enrolled by you starts a new Line of Sponsorship in your Enroller Tree. The Line of Sponsorship grows as that

Distributor enrolls other Distributors and those Distributors enrol others. This process continues through unlimited levels; there is no limit to how many Lines of Sponsorship you can create. See Figure 4.

PAID AS or PAID AT RANK: In order to be paid at a rank (e.g., be paid as a Ruby Director), you must be Active and meet the requirements for that rank.

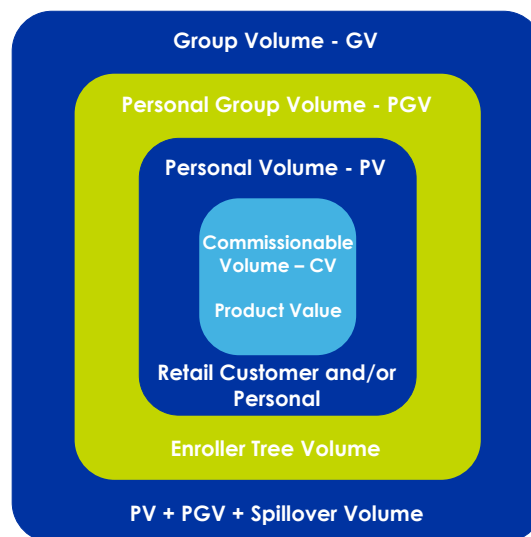


Figure 3. Each product is assigned a CV value that is used for calculating PV, PGV, and GV. PV is required to be Active. PGV is generated in your Enroller Tree. GV includes all the PV, PGV and Spillover Volume from your Teams and is used for calculating Team Commissions.

PERSONAL GROUP VOLUME (PGV): Personal Group Volume is the CV that is generated throughout your Lines of Sponsorship and from sales to your Customers. It does not include Spillover volume. PGV from the sales in your Enrolment Tree is used to calculate certain promotions. See Figure 3.

PERSONAL VOLUME (PV): Personal volume is generated from the CV of product sales to your Customers through your replicated website or from your personal purchases. **Excess PV Rule:** When the total PV from your SmartDelivery orders exceeds 60 in a SmartDelivery Month then PV from sales to your Retail and Preferred Customers will flow to the weak Team. The weak Team is the Team with the least GV at the end of the SmartDelivery Month. This rule applies only if the excess PV is from an unconditional SmartDelivery order that is in the queue (automatic and not placed manually in your Joffice). **Exception: Event PV.** Additionally, excess PV from products purchased at events or from packages does not flow to the weak Team. Also note

that the PV from the sale of a basic package to your newly enrolled Distributor may also count towards your Active requirement; however, the PV does not count when that newly enrolled Distributor sells a basic package to his/her newly enrolled Distributor in the same SmartDelivery Month.

PREFERRED CUSTOMER: A Customer registered for SmartDelivery who purchases from your replicated website at discounted prices. After 9/30/2018, new Preferred Customers are longer placed in either tree. Preferred Customers must participate in SmartDelivery.

QUALIFY or QUALIFIED: When you have an Active Distributor on your right Team and left Team, you are Qualified. This permits you to advance to Executive if you are Active.

RETAIL CUSTOMER: A Customer who purchases at retail prices from your replicated website or directly from you.

SMARTDELIVERY: If you prefer to receive a recurring order, you may register for SmartDelivery. Jeunesse will charge your credit card each month and ship the products you designate.

SMARTDELIVERY MONTH: This is the period of time during which you are responsible for meeting your PV and rank requirements. The period begins on the day of the month that you either purchase your initial package or advance to the rank of Distributor and ends at midnight EST the day prior of the following month. For example, if you advance to Distributor on May 20, your SmartDelivery Month begins on this day and ends on June 19 at midnight EST. Also, note that if your SmartDelivery Month starts on the 28th, 29th, 30th, or 31st of the month, we adjust the start date back a few days to accommodate the short months. Customer Service can inform you of the exact date. If you later upgrade by purchasing a larger package, the date of that purchase starts a new SmartDelivery Month.

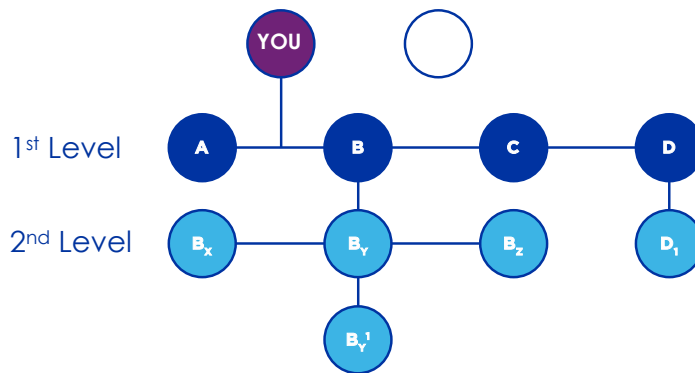
SPILLOVER: Distributors placed in your Team Tree by your Upline are known as Spillover. Their sales are included in your GV.

TEAM AND TEAM TREE: Your Team Tree is your organisational structure that includes newly enrolled Distributors who are placed in the Team Tree at the bottom of your right or left Teams. New Distributors enrolled by your Upline are also placed at the bottom of one of your Teams, which is known as Spillover. The CV from product sales in the Team Tree are converted to GV for calculating Team Commissions. See Figure 4.

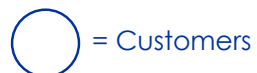
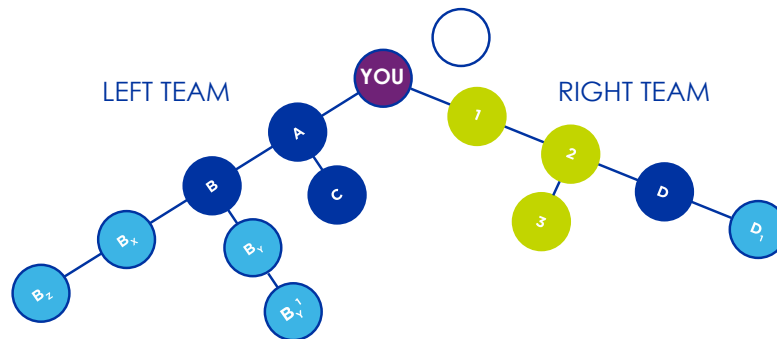
UPLINE: Includes the Distributor who originally enrolled you and everyone sponsored before you within that Line of Sponsorship.

WHOLESALE CUSTOMER: When a Distributor chooses to not sponsor or earn commissions for 90 consecutive days, the Distributor's status is converted to a Wholesale Customer. A Wholesale Customer may order products for personal use, may remain Active, and may participate in SmartDelivery, but may not sponsor or earn commissions. The CV from a Wholesale Customer is not included for determining your Customer Certified status.

ENROLLER TREE



TEAM TREE



= Customers



= Spillover



= Personally enrolled Distributors



= Distributors enrolled by your personally enrolled Distributors

Figure 4. Enroller Tree: You have personally enrolled Distributors A – D, each of which begins a Line of Sponsorship in your Enroller Tree. Distributor B has enrolled Distributors Bx – Bz, who are on your second level in your Lines of Sponsorship. Distributors Bx – Bz also begin B's Lines of Sponsorship. D1 is also on your 2nd level. By1 is on your 3rd level.

Team Tree: Your personally enrolled Distributors are alternately placed automatically on your right and left Teams (or can be manually adjusted through your lock placement in your personal profile settings in your Joffice). Until you achieve Sapphire, you must place new Distributors on your outside right or left Teams.

In this example, Retail and Preferred Customers are placed outside the trees. Distributors A – D are placed in your Team Tree. Also, Distributors 1-4 have been placed into your Team Tree by your upline and are Spillover. Team Commissions are calculated from your Team Tree.

WHAT I NEED TO KNOW ABOUT THE JEUNESSE OPPORTUNITY

Australasia Income Disclosure – 2022

TO PARTICIPATE - As a Jeunesse Global Distributor, you may participate in three ways:

- You may sell products to your customers directly through your Jeunesse replicated website and earn commissions.
- You may earn commissions from the sales to your customers and from the sales of a team of like-minded people who want sell products to their customers and build a team of distributors.
- You may buy products at the wholesale price for resell to your friends and neighbors or for personal use.

TO EARN MONEY

- Retail Profits: Simply submit your application and purchase a starter kit. You can then sell products to your customers and keep the difference as well as earn a bonus for sales to first time customers and distributors.
- Commissions: Recruit and build a team of distributors and teach them to sell to customers and build their own teams. To earn commissions from the sales of others in your team, you must:
 - sell or purchase a minimum amount of product (100 CV) in a month within your first year; and
 - Sell a minimum amount of product each month (60 CV) or purchase that amount for personal use.
- You cannot earn money simply for recruiting or sponsoring someone.

If you seek to earn extra income, either part time or full time, you will incur expenses, as in any other business. You must also be realistic in the time and energy you must commit. Direct selling is rewarding and provides ample opportunity for personal growth; it also requires hard work and persistence.

WHAT I SHOULD KNOW IF I DECIDE TO PARTICIPATE

- You are not required to carry any inventory.
- You will set your own schedule and choose how and when to work.
- Most people start their Jeunesse Global business by selling part-time to their friends and family to make a little extra money.
- Building a successful business takes hard work, time and expense.
- Like all businesses, some Distributors will succeed, while some will not.

HOW MUCH CAN I EARN BY SELLING JEUNESSE GLOBAL PRODUCTS?

- Retail Profits: As a Distributor, you may buy products at wholesale prices that are up to 40% less than the suggested retail price and up to 15% less than the prices for preferred customers. Your earnings are the difference between the wholesale price and the selling price.
- Total reported earnings of all trackable sales and commissions (we don't track all in person sales):**
 - 66.12% (about 3,072) earned more than \$245 -- and the rest made less;
 - 20.75 % (about 964) earned more than \$4,350; and
 - 3.74% (about 174) earned more than \$82,000.
- The top 1% of all earners averaged 8 years to get there and took between 1 and 11 years.

WHAT IF IT DOESN'T WORK FOR ME?

- Your initial order will be refunded 100% if you resign within the first 30 days.
- A 90% refund of your subsequent orders will be refunded if you resign within the first year and if the products are unopened and otherwise still marketable.

* This number excludes those Distributors who were converted to wholesale customers by not engaging in any distributor-like activity for 90 days. See Wholesale Customer in the Glossary of Terms.

** These figures do not include expenses incurred and should not be considered as guarantees or projections of your actual earnings or profits



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