



# **FINANCIAL**

## **REWARDS PLAN**

**PHILIPPINES**

**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 SALES

Retail Profits  
Customer Loyalty  
Retail Sales Bonus



### TEAM BUILDING

Team Commissions  
Matching Bonus  
Distributor Retention  
Incentive



### LEADERSHIP

Emerald Experience  
Diamond Discovery  
Bonus Pools

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.



*Randy Ray*

Randy Ray  
Founder & CEO



*Wendy R. Lewis*

Wendy Lewis  
Founder & COO



*Scott A. Lewis*

Scott A. Lewis  
Chief Visionary Officer

**The maximum payout in the Jeunesse Global Financial Rewards Plan is capped at 45% of global revenue. 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.*

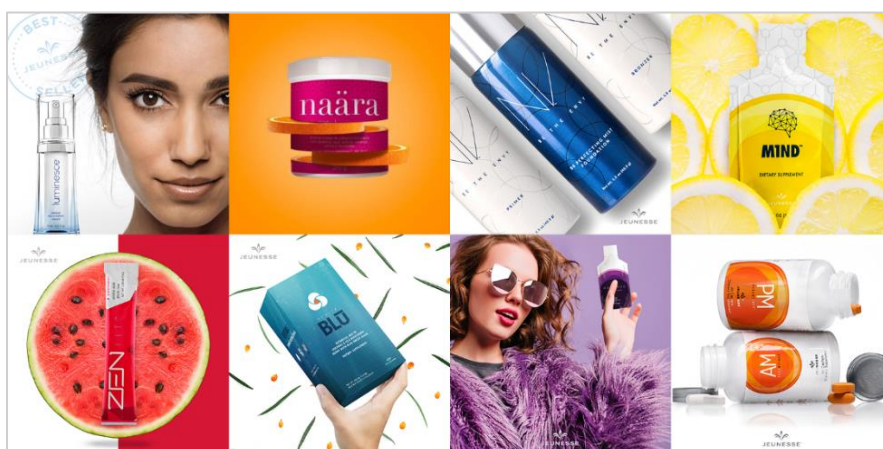
# SELL JEUNESSE QUALITY PRODUCTS TO YOUR CUSTOMERS



## CUSTOMER SALES

Retail Profits  
Customer Loyalty  
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 on page 13.*

# 1ST 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.



## **CUSTOMER LOYALTY PROGRAM: RETURNING CUSTOMERS = HAPPIER WALLET**

Our Customer Loyalty Program is great for friends and family members who just want to benefit from using Jeunesse products. When you register them as a Preferred Customer, they can receive a 10% discount from the normal retail price. They can get 20% discount if they register in our SmartDelivery program. Your benefit is that you earn the difference between the wholesale price and the price your Preferred Customer pays. You will need to provide your Preferred Customer a promotion code in order to register.



# 2ND

## 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 \$24.

*\*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 pay card.*

# BUILD A TEAM TO HELP YOU SELL JEUNESSE PRODUCTS



## TEAM BUILDING

Team Commissions  
Matching Bonus  
Distributor Retention  
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 Distributor Retention 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 Bonus Pools.

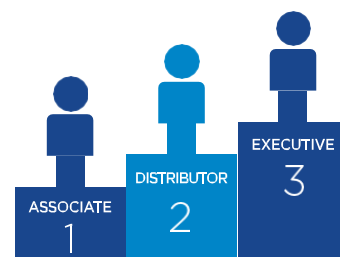


Figure 2. Some products shown may not be available in your market

## YOUR FIRST STEPS TO BUILDING A TEAM

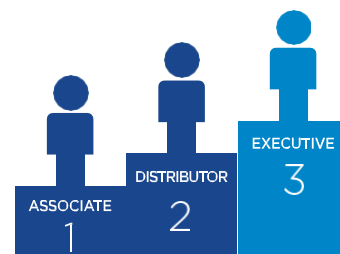
### *Advance from Associate to Distributor*

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.

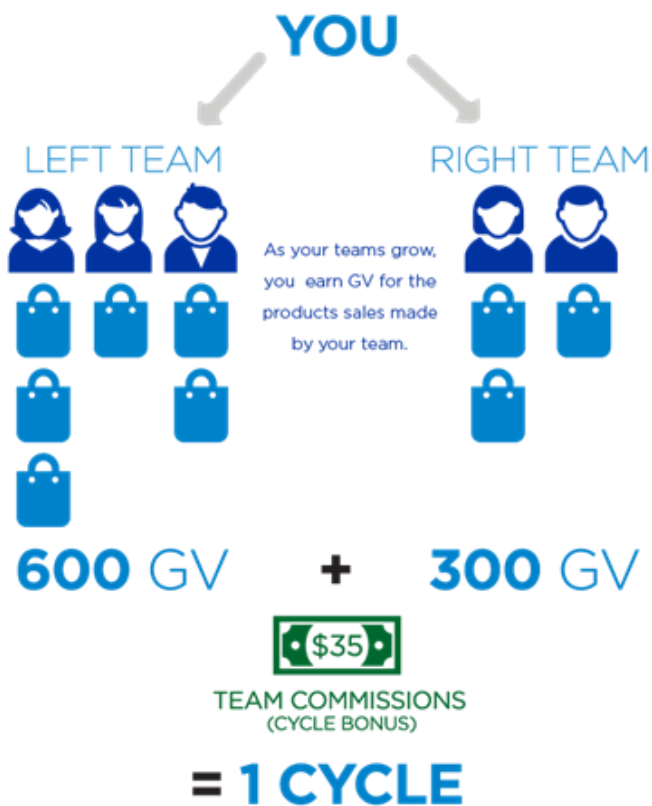


\*See our Glossary of Terms on page 13.

# 3RD

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 600 GV and the other reaches 300 GV (it doesn't matter which one), and you have accumulated 300 PGV within the current commission period, you earn a \$35 Team Commission, also called a "cycle bonus."

Team Commissions are accrued and paid weekly. You continue to earn a \$35 cycle bonus every time your Teams accumulate the 600/300 GV and you accumulate 300 PGV. The cycles will be awarded real time as PGV is earned. PGV is reset weekly, but any unused PGV (up to 299) will roll over to the next week. Payable cycles are capped at 750 per week.

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



# 4TH

WAY TO EARN:

## MATCHING BONUS

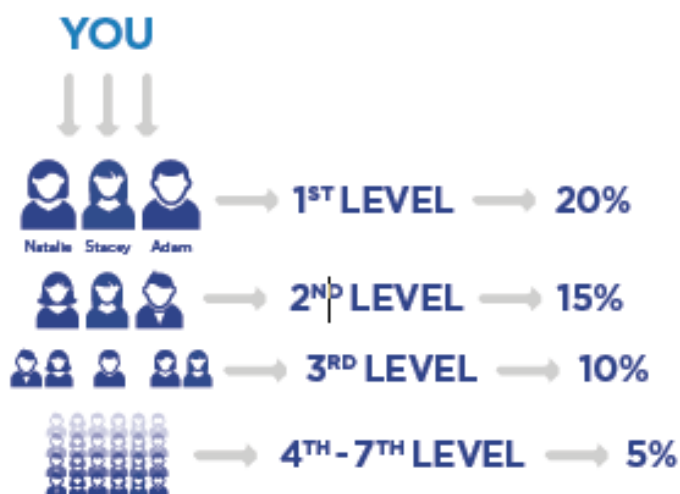
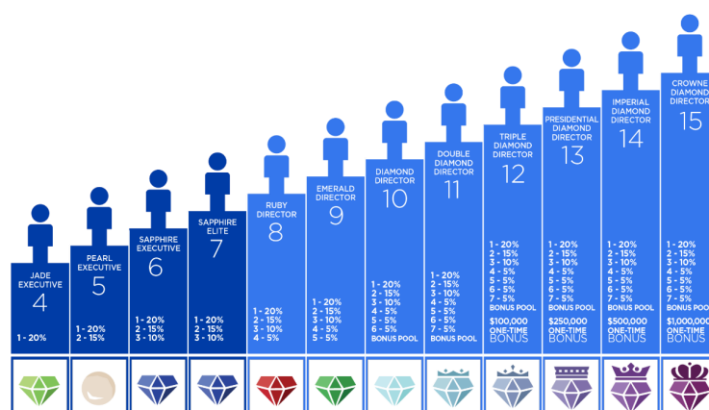
### IT PAYS TO GROW YOUR TEAM

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.

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.



# WAY TO EARN:

## DISTRIBUTOR RETENTION INCENTIVE

### MORE DISTRIBUTORS = MORE REWARDS

When you sell products to five personally enrolled Distributors who are on SmartDelivery in a calendar month, your first-level Matching Bonus increases from 20% to 25%.



When you sell products to ten personally enrolled Distributors who are on SmartDelivery in a calendar month, your first-level Matching Bonus increases to 30%.



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

*\*A newly enrolled distributor is treated as one of the 5/10 in the month of enrollment, regardless of registering in SmartDelivery or completing a SmartDelivery order. However, that distributor will not be considered if they also enroll a new Distributor in the same month.*

# BE REWARDED FOR YOUR LEADERSHIP



## LEADERSHIP

Emerald Experience  
Diamond Discovery  
Bonus Pools

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.

### EMERALD EXPERIENCE

The best just got better! You and your spouse are invited to join us at the luxurious Grand Wailea Resort in Hawaii for five days of fun in the sun. Wine and dine with other leaders and the Company Founders, and learn from experts and leaders at our exclusive Leadership Development Event. To participate in the Emerald Experience,\* you must be Paid As an Emerald Director for a minimum of three of months during the year\*\* and be Active each month after achieving the Emerald Director rank.

### DIAMOND DISCOVERY

This is it—the Diamond lifestyle is yours! You've earned it and we want to reward you not just once, but year after year! As a Diamond Director, you and your spouse will join us on our annual Diamond

Discovery. We'll be heading to some of the world's most exclusive five-star resorts and experiencing some incredible adventures together. This is the ultimate dream lifestyle—life as a Diamond Director with Jeunesse.

To participate in the Diamond Discovery as a first-time qualifier, you must (i) remain Active each month from the first month you are Paid As a Diamond Director, and (ii) be Paid As a Diamond Director for a minimum of three calendar months during the year.\*\*

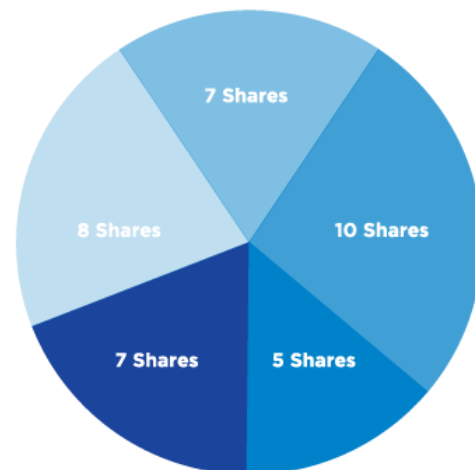
In subsequent years,\*\* you must (i) remain Active each month from the first month you are awarded the Diamond rank, and (ii) be Paid As a Diamond Director or higher for a minimum of three months during the year,\*\* and build at least one new Director or two Sapphire Elites within your first three Lines of Sponsorship.

*\*You must participate in the Emerald Experience the year in which the trip is earned.*

*\*\*A "year" begins the first month of the trip's qualification period. In other words, the qualification year starts November 1st for Emerald Experience and April 1st for Diamond Discovery. To be eligible for either trip, you must meet the qualifications at least 60 days prior to the departure date. You will be notified in writing if you are eligible. These trips are designed to promote learning experiences, team building and leadership bonding.*

# 6TH

## WAY TO EARN: **BONUS POOLS**



### **THE BENEFITS OF GLOBAL LEADERSHIP**

You may earn an additional bonus from earning shares of the company's global sales by qualifying for one of our Bonus Pools. The Ruby, Emerald and Diamond Pools include 3% of the company's global Commissionable Volume from product sales made each quarter. The CV is allocated generously: Ruby – one-third of 1%; Emerald – two-thirds of 1%; Diamond – 2%. Each pool is divided among qualifying participants according to the shares accumulated during the quarter. Each bonus pool is calculated quarterly and the bonus is paid according to the shares earned during the bonus period.

For the Ruby and Emerald Director Pools, you qualify for the pool and earn a share by (i) selling products in each month of the quarter to 5 personally enrolled Customers (only for residents of Canada or the U.S.) or to 5 personally enrolled Distributors (if you reside in other markets) 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 pool you are in. In the quarter, you may earn an additional share for every 200 cycles (Ruby) or 500 cycles (Emerald).

To participate in the DIAMOND BONUS POOL, you must (i) sell products in each month of the quarter to 10 personally enrolled Customers (Canada and the U.S. only) or Distributors (rest of the world) 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 pool 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	QUALIFICATION REQUIREMENTS	BENEFITS
ASSOCIATE	<ul style="list-style-type: none"><li>• Sign and submit the Distributor Agreement</li><li>• Purchase a Starter Kit Associates do not accumulate volume</li></ul>	<ul style="list-style-type: none"><li>• Purchase at wholesale price</li><li>• Retail Profits</li><li>• Preferred Customer Discounts</li><li>• Retail Sales Bonuses</li></ul>
DISTRIBUTOR	<ul style="list-style-type: none"><li>• Be an Associate</li><li>• Accumulate 100 PV within a SmartDelivery Month within one year of purchasing your Starter Kit</li></ul>	<ul style="list-style-type: none"><li>• Same as Associate</li><li>• Begin to accumulate volume</li></ul>
EXECUTIVE RANKS <sup>1</sup>		
EXECUTIVE	<ul style="list-style-type: none"><li>• Be a Distributor</li><li>• Be Active</li><li>• Be fully Qualified (have one 1 personally enrolled Distributor in each Team)</li></ul>	<ul style="list-style-type: none"><li>• Same as Distributor</li><li>• Team Commissions</li></ul>
JADE EXECUTIVE	<ul style="list-style-type: none"><li>• Be Paid As an Executive</li><li>• EITHER have<ul style="list-style-type: none"><li>◦ 4 personally enrolled Executives with at least one in each Team OR</li><li>◦ 8 personally enrolled Distributors with at least 3 in each Team</li></ul></li></ul>	<ul style="list-style-type: none"><li>• Same as Executive</li><li>• One Level of Matching Bonuses</li></ul>
PEARL EXECUTIVE	<ul style="list-style-type: none"><li>• Be Paid As an Executive</li><li>• EITHER have<ul style="list-style-type: none"><li>◦ 8 personally enrolled Executives with at least 2 in each Team OR</li><li>◦ 12 personally enrolled Distributors with at least 3 in each Team</li></ul></li></ul>	<ul style="list-style-type: none"><li>• Same as Executive</li><li>• Two Levels of Matching Bonuses</li></ul>
SAPPHIRE EXECUTIVE	<ul style="list-style-type: none"><li>• Be Paid As an Executive</li><li>• Have 12 personally enrolled Executives with at least 3 in each Team</li></ul>	<ul style="list-style-type: none"><li>• Same as Executive</li><li>• Three Levels of Matching Bonuses</li><li>• Gateway to Director ranks</li></ul>
SAPPHIRE 25 LEVEL	<ul style="list-style-type: none"><li>• Be Paid As a Sapphire Executive</li><li>• Accumulate 25 Team Commission cycles in the preceding month</li></ul>	<ul style="list-style-type: none"><li>• Same as Sapphire</li><li>• Special Recognition</li><li>• Exclusive Events</li></ul>
SAPPHIRE 50 LEVEL	<ul style="list-style-type: none"><li>• Be Paid As a Sapphire Executive</li><li>• Accumulate 50 Team Commission cycles in the preceding month</li></ul>	
SAPPHIRE ELITE	<ul style="list-style-type: none"><li>• Be Paid As a Sapphire Executive</li><li>• Accumulate 100 Team Commission cycles in the preceding month</li></ul>	
DIRECTOR RANKS <sup>1</sup>		
RUBY DIRECTOR	<ul style="list-style-type: none"><li>• Be Paid As a Sapphire Executive</li><li>• Have 2 Lines of Sponsorship with a Paid As Sapphire<sup>2</sup> in each line</li><li>• Have 200 Team Commission cycles in the preceding calendar month</li></ul>	<ul style="list-style-type: none"><li>• Same as Sapphire</li><li>• Four Levels of Matching Bonuses</li><li>• Ruby Bonus Pool</li></ul>
EMERALD DIRECTOR	<ul style="list-style-type: none"><li>• Be Paid As a Sapphire Executive</li><li>• Have 4 Lines of Sponsorship with a Paid As Sapphire<sup>2</sup> in each line</li><li>• Have 500 Team Commission cycles in the preceding calendar month</li></ul>	<ul style="list-style-type: none"><li>• Same as Sapphire</li><li>• Five Levels of Matching Bonuses</li><li>• Emerald Experience</li><li>• Emerald Bonus Pool</li></ul>

<sup>1</sup> Executive and Director ranks are awarded on the day all qualifications are met.

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

RANKS	QUALIFICATION REQUIREMENTS	BENEFITS
<b>DIAMOND DIRECTOR</b>	<ul style="list-style-type: none"> <li>Be Paid As a Sapphire Executive</li> <li>Have 6 Lines of Sponsorship with a Paid As Sapphire in each line<sup>1</sup></li> <li>Have 1,000 Team Commission cycles in any preceding calendar month</li> <li>Have 1,000 Team Commission cycles in the current calendar month<sup>2</sup></li> </ul>	<ul style="list-style-type: none"> <li>Same as Sapphire</li> <li>Six Levels of Matching Bonuses</li> <li>Diamond Bonus Pool</li> <li>Diamond Discovery</li> </ul>
<b>DOUBLE DIAMOND DIRECTOR</b>	<ul style="list-style-type: none"> <li>Be Paid As a Diamond Director</li> <li>Have 2 Lines of Sponsorship, each with a Diamond<sup>3</sup> within 7 levels</li> <li>Have 1,500 Team Commission cycles in the preceding calendar month</li> </ul>	<ul style="list-style-type: none"> <li>Same as Diamond Director</li> <li>Seven Levels of Matching Bonuses</li> </ul>
<b>TRIPLE DIAMOND DIRECTOR</b>	<ul style="list-style-type: none"> <li>Be Paid As a Diamond Director</li> <li>Have 4 Lines of Sponsorship, each with a Diamond<sup>3</sup> within 7 levels</li> <li>Accumulate 2,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship</li> <li>Have 10,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month</li> <li>Be Paid At this rank for 2 consecutive calendar months</li> </ul>	<ul style="list-style-type: none"> <li>Same as Double Diamond Director</li> <li>\$100,000 One-Time Bonus<sup>4</sup></li> </ul>
<b>PRESIDENTIAL DIAMOND DIRECTOR</b>	<ul style="list-style-type: none"> <li>Be Paid As a Diamond Director</li> <li>Have 6 Lines of Sponsorship, each with a Diamond<sup>3</sup> within 7 levels</li> <li>Accumulate 3,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship</li> <li>Have 15,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month</li> <li>Be Paid At this rank for 3 consecutive calendar months</li> </ul>	<ul style="list-style-type: none"> <li>Same as Double Diamond Director</li> <li>\$250,000 One-Time Bonus<sup>5</sup></li> </ul>
<b>IMPERIAL DIAMOND DIRECTOR</b>	<ul style="list-style-type: none"> <li>Be Paid As a Diamond Director</li> <li>Have 8 Lines of Sponsorship, each with a Diamond<sup>3</sup> within 7 levels</li> <li>Accumulate 4,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship</li> <li>Have 20,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month</li> <li>Be Paid At this rank for 3 consecutive calendar months</li> </ul>	<ul style="list-style-type: none"> <li>Same as Double Diamond Director</li> <li>\$500,000 One-Time Bonus<sup>6</sup></li> </ul>
<b>CROWNE DIAMOND DIRECTOR</b>	<ul style="list-style-type: none"> <li>Be Paid As a Diamond Director</li> <li>Have 10 Lines of Sponsorship, each with a Diamond<sup>3</sup> within 7 levels</li> <li>Accumulate 5,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship</li> <li>Have 25,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month</li> <li>Be Paid At this rank for 6 consecutive calendar months</li> </ul>	<ul style="list-style-type: none"> <li>Same as Double Diamond Director</li> <li>\$1,000,000 One-Time Bonus<sup>6</sup></li> </ul>

<sup>1</sup> 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.

<sup>2</sup> If only 500 - 999 cycles are completed in the current month and all other requirements are met, then you will be recognised as having achieved the rank of Diamond Director (and qualify to receive 1 share in the Diamond Bonus Pool) but not be Paid As a Diamond Director. In this circumstance, the next calendar month in which you do 1,000 cycles, you qualify as a Diamond and will be Paid At that rank the next month.

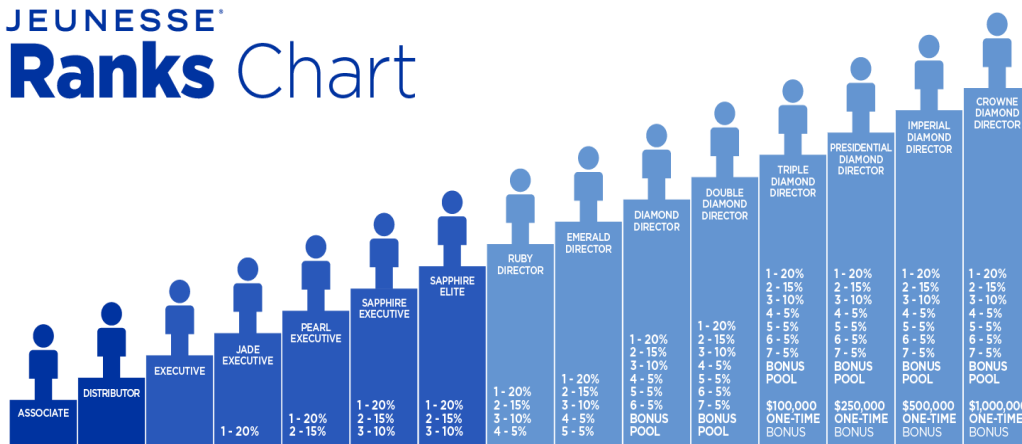
<sup>3</sup> If one of the Diamonds has been recognised but never Paid As a Diamond, then if you otherwise meet all the requirements, you will be recognised but not Paid As a Double Diamond.

<sup>4</sup> One-time bonus paid at next major corporate event and presented on stage

<sup>5</sup> Paid over a 12-month period

<sup>6</sup> Paid over a 24-month period

## 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 US\$19.95 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.

**AUTOSHIP:** See SmartDelivery.

**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.

**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 are 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, and provided your SmartDelivery order processes within 7 days of your SmartDelivery Month starting date, then PV from sales to your Retail and Preferred Customers and PV from your personal purchases 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 backoffice).* **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.*

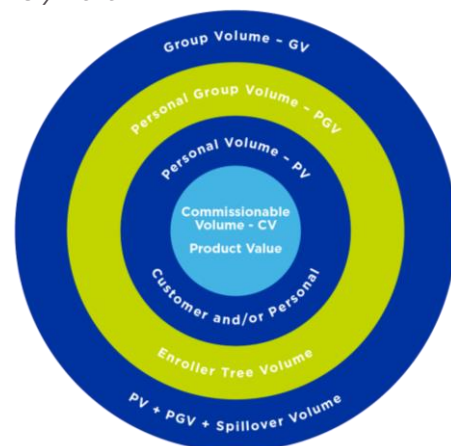


Figure 3. Each product is assigned a CV value that is used for calculating PV, PGV, and GV. PV is required to be Active. PGV is generated in your Enroller Tree. GV includes all the PV, PGV and Spillover Volume from your Teams and is used for calculating Team Commissions.



### PREFERRED CUSTOMER:

A customer registered for SmartDelivery who purchases from your replicated website at discounted prices. After 9/30/2018, new Preferred Customers will no longer be 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:

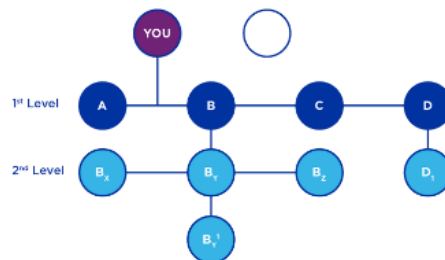
A Customer who purchases at retail prices from your replicated website or directly from you.

**SMARTDELIVERY**(previously known as Autoshop or Convenience Plan): 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.

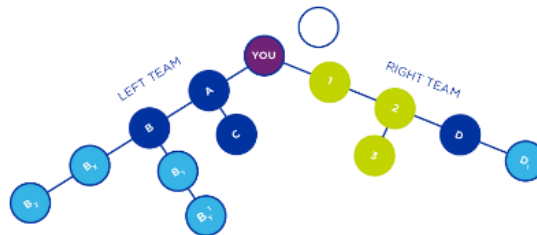
### SMARTDELIVERY MONTH:

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

### ENROLLER TREE



### TEAM TREE



**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. Bx1 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 back office). 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.

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:

A Distributor who purchases products for personal consumption only is a Wholesale Customer.



# **PHILIPPINES**

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