

TEAM BEACHBODY LEAD PROGRAMS*

CUSTOMER LEAD PROGRAM

SC5

When a prospective customer who is not associated with a Coach joins Team Beachbody, either as a paid or free member, they are assigned to a qualified Coach when the Team Beachbody account is created. The customer will then be assigned as a lead to an eligible Coach. To be eligible, You must meet the following requirements (all requirements below must be achieved in the previous calendar month to receive leads the following month.) For example: requirements achieved in July will qualify you for leads in August:

Qualifications to receive Customer Leads:

- Be paid at the rank of Emerald or above a minimum of one business week in that month.
- Be an active Beachbody On Demand Member.
- You must not be enrolled as an independent contractor or representative with another direct selling company.
- You must have achieved Success Club 5 in the prior month.
- You must not be delinquent in paying any business service fees or have been found to be in material violation of any of the Company's Policies and Procedures for six (6) months prior to the lead assignment.

Associated Commissions and Volume

Coaches who are assigned leads receive no commissions or volume points associated with the lead's initial product purchase or subsequent continuity orders for the initial product(s) that he or she purchased through Beachbody.com or through an Infomercial. However, the assigned Coach will receive the commissions and volume points on all other subsequent product purchases made by that customer lead. If the customer purchases on Teambeachbody.com and is assigned through the Customer Lead Program, then the assigned Coach will receive commission & volume on the customer purchase.

SUCCESS CLUB LEAD PROGRAM

SC10

When an individual who is not associated with a Coach purchases any product under the Shakeology brand, the Ultimate Reset brand, any Beachbody Challenge Pack, they are provided a Team Beachbody account and they are assigned to a qualified Coach at the time that their Team Beachbody account is created.

Qualifications to receive Success Club Leads:

- You must Achieve Success Club 10 in the prior month.
- You must be the paid rank of Emerald or above for at least one business week of the prior month.
- You must be an active Beachbody On Demand Member.
- You must not be enrolled in another direct selling company.
- You must not be delinquent in paying any business service fees or been found to be in material violation of any of the Company's Policies and Procedures for six (6) months prior to the lead assignment.

Associated Commissions and Volume

Retail commissions will be paid on purchases of products under the Shakeology brand, the Ultimate Reset brand or any Beachbody Challenge Pack to the Coach who receives the customer lead. Personal Volume ("PV") and Team Volume ("TV") (as each are used and defined in the Team Beachbody Compensation Plan) will NOT be paid in month 1, but continuity orders (beginning with the second Home Direct order) will carry 0 PV and standard TV associated with that product. To be assigned a lead, You must be in good standing and meet the minimum Success Club Lead Program qualifications to be eligible to receive commissions on continuity orders.

COACH CONNECTION PROGRAM

SC10



If You are Qualified with a Paid-As Rank of Diamond Coach or above, You are eligible to receive new Coach leads from the Company if you satisfy the following additional eligibility criteria:

Qualifications to receive Coach Connection Leads:

- You must Achieve Success Club 10 in the prior month.
- Be a Paid 1 Star Diamond or higher for at least one business week of the prior month.
- You must be the paid rank of Emerald or above for at least one business week of the prior month.
- You must be an active Beachbody On Demand Member.
- You must not be enrolled in another direct selling company.
- You must not be delinquent in paying any business service fees or been found to be in material violation of any of the Company's Policies and Procedures for six (6) months prior to the lead assignment.

TEAM BEACHBODY LEAD PROGRAM MORE INFO



"The Company engages in various marketing activities that are directed at the Beachbody network customer database (those customers who have purchased through infomercials or other direct response channels). Beachbody network customers who are interested in Team Beachbody products or the Team Beachbody business opportunity are assigned a Coach through our various lead programs. If the Company assigns You a lead, You must promptly engage with these customers to ensure that they are getting the most out of their products, and to potentially connect them with other products which might help them achieve their goals.

If You discover any inaccuracy about Your eligibility to receive leads under any of Team Beachbody's lead programs, You must report it to the Company no later than the fifth calendar day of the following month. Your eligibility for leads for the new calendar month is locked in on the first of each month, as reported in the Coach Office. You may report errors or inaccuracies by contacting Coach Relations at (800) 240-0913. If You report an inaccuracy that is verified by the Company, You will be awarded any missed leads. Team Beachbody does not guarantee that You will be assigned leads under any of its lead programs even if you meet all of the qualification criteria for the program."