The Body by Vi Challenge™ is Taking Weight Off the World.
One person at a time. 10 lbs. at a time.

REWARDING YOU FOR MAKING A DIFFERENCE
Obesity and being overweight are a growing epidemic that is threatening the health and future of our world. People are looking for a real solution. The Body by Vi Challenge™ is that solution, helping you take action right now to fight this battle and set a positive example.

Because we care so deeply about being the solution, we have put a comprehensive system in place to reward those who Promote The Challenge. We feel that there is no better way to help fight this epidemic than incentivizing those who are most passionate about it.

Take a moment to explore the many ways ViSalus can help you earn spare-time, part-time, or full-time income as a Challenge Promoter.

THE THREE FOUNDING PILLARS OF ViSalus

- **LIFE.** A community, building quality relationships and creative, memorable experiences.
- **HEALTH.** A platform, combining the right products, programs, and support for lasting personal transformation.
- **PROSPERITY.** A path, delivering freedom and financial independence through the value we bring to others, while doing our part to give back.

ViSalus™ Independent Promoters achieve incomes and lifestyles across a wide spectrum. Examples featured in marketing materials are not necessarily typical or average, nor do they represent a guarantee of your personal results. Some examples are those of persons within the top 1% of all Promoters. As with any lifestyle opportunity, financial success with ViSalus depends largely on individual skills, motivation and effort.
**ACTIVE PROMOTER** | A Promoter who has a minimum of 125 Personal Qualification Volume (PQV) per month in Auto-Ship sales or 200 PQV per month in retail sales

**INACTIVE PROMOTER** | A Promoter who does not reach the minimum of 125 PQV per month in Auto-Ship sales or 200 PQV per month in retail sales

**ENROLLER TREE** | Line of referral tracked from Enroller to Enroller

**Enroller:** The Promoter who directly enrolls a new Promoter

**SPONSOR TREE** | Line of referral tracked from Sponsor to Sponsor

**Sponsor:** Promoter directly above you within your team. May or may not also be your Enroller

**FIRST GENERATION** | Someone within your team who is at the same rank as you

**SECOND GENERATION** | Your first generation’s first generation

**THIRD GENERATION** | Your first generation’s second generation

**WEEKLY PAY CYCLE** | The Weekly Pay Cycle runs Friday through Thursday night at midnight Pacific Time. Weekly commissions and bonuses are paid on the Monday following the end of the pay cycle.

**MONTHLY PAY CYCLE** | Monthly commissions and bonuses are paid out on the 15th of the month based on the previous month’s production
# 9 Ways to Earn Income

<table>
<thead>
<tr>
<th>9 Ways to Earn Income</th>
<th>Who Can Earn?</th>
<th>What Is It?</th>
<th>How?</th>
</tr>
</thead>
<tbody>
<tr>
<td>**1</td>
<td>Personal Customer Commissions**</td>
<td>Any Active Promoter</td>
<td>Get Rewarded for Acquiring Customers.</td>
</tr>
<tr>
<td>**2</td>
<td>Weekly Bonus Pools**</td>
<td>Any Active Promoter Who Qualifies to Get Their Challenge Kit For Free in Their First 30 Days</td>
<td>Earn a Share of the Company-Wide Revenue Pool by Getting Your Challenge Kit For Free and Helping Others Do the Same.</td>
</tr>
<tr>
<td>**3</td>
<td>Fast Start Bonus**</td>
<td>Any Active Promoter Who Achieves the Rank of Director in Their First 30 Days</td>
<td>Earn a Share of the Company-Wide Revenue Pool by Becoming a Rising Star and Helping Others Do the Same.</td>
</tr>
<tr>
<td>**4</td>
<td>New Business Bonus**</td>
<td>Any Active Promoter</td>
<td>Earn When You Help New Promoters Enroll with an Executive or Star Promoter System.</td>
</tr>
<tr>
<td>**5</td>
<td>BMW Bonus**</td>
<td>Any Active Regional Director &amp; Above</td>
<td>Earn a Monthly Bonus Towards a BMW.</td>
</tr>
<tr>
<td>**6</td>
<td>Team Commissions**</td>
<td>Any Active Promoter</td>
<td>Earn Residual Income by Building a Team.</td>
</tr>
<tr>
<td>**7</td>
<td>Leadership Depth Bonus**</td>
<td>Ambassadors &amp; Above</td>
<td>Help People Achieve Ambassador and Unlock Additional Earnings.</td>
</tr>
<tr>
<td>**8</td>
<td>Leadership Pool**</td>
<td>Presidential Directors &amp; Above</td>
<td>Earn a Share of Total Company Bonus Pool.</td>
</tr>
<tr>
<td>**9</td>
<td>Ambassador Star Bonus**</td>
<td>1-Star Ambassadors &amp; Above</td>
<td>Get Rewarded for Helping Promoters in Your Team With Vi-Net Pro/Swipe Subscription Use Those Tools to Acquire Customers.</td>
</tr>
</tbody>
</table>

## Million Dollar Bonus

| Million Dollar Bonus | Ambassadors, 3-Star, 5-Star, Diamond, Royal & Crown Ambassador | Top Promoters Can Earn Up To an Additional $1 Million Bonus. | pg. 15 |

“Not only does The Challenge help create amazing health transformations, but we have been able to transform our lives and the lives of so many others thanks to the financial rewards that come from promoting the Body by Vi Challenge™.”

Nick & Ashley Sarnicola, Global Ambassadors
**RANK QUALIFICATIONS**

Promote The Challenge and create your own Path to Prosperity.

---

**CROWN AMBASSADOR**
Help at least 1 person achieve 5-star Ambassador in each of 3 separate lines.

**ROYAL AMBASSADOR**
Help at least 1 person achieve 3-star Ambassador in each of 3 separate lines.

**DIAMOND AMBASSADOR**
A 5 star who helps 1 person achieve 3 star, 1 person achieve 2 star, 1 person achieve 1 star in 3 separate lines.

**5-STAR AMBASSADOR**
Help 5 people achieve Ambassador**

**4-STAR AMBASSADOR**
Help 4 people achieve Ambassador*

**3-STAR AMBASSADOR**
Help 3 people achieve Ambassador, each within a separate line.

**2-STAR AMBASSADOR**
Help 2 people achieve Ambassador, each within a separate line.

**1-STAR AMBASSADOR**
Help 1 person achieve Ambassador in any of your lines.

**AMBASSADOR (AMB)**
3 active lines of 125 + total of 150,000 GQV per month with 60% rank criteria.

**PRESIDENTIAL DIRECTOR (PD)**
3 active lines of 125 + total of 80,000 GQV per month with 60% rank criteria.

**NATIONAL DIRECTOR (ND)**
3 active lines of 125 + total of 40,000 GQV per month with 60% rank criteria.

**REGIONAL DIRECTOR (RD)**
3 active lines of 125 + total of 12,500 GQV per month with 60% rank criteria.

**DIRECTOR (D)**
3 active lines of 125 + total of 2,000 group qualification volume (GQV) per month.

**ASSOCIATE (A)**
An active Visalus™ Promoter.

**Visalus INDEPENDENT PROMOTER (VIP)**
Anyone who enrolls as a Promoter with a Basic, Executive or Star Promoter System.

---

60% RANK CRITERIA: No more than 60% of your Rank Qualification Volume can come from a single line, making it important to have 3 Active Lines.

GROUP QUALIFICATION VOLUME (GQV): The total Qualification Volume of all orders placed within a person’s Lines of referral.

ACTIVE 125 PERSONAL QUALIFICATION VOLUME (PQV): An Auto-Ship sales or 200 PQV in retail sales per month. (PQV includes all personal orders, as well as sales made to your Personal Customers and their Customers.

No more than 5,000 in PQV can count towards achieving a rank of RD or above.

* The 4th Ambassador can be anywhere within a 4th line, or within the team of personal Enrollee who is placement sponsored within any of your previously existing Lines. Cannot count more than one Ambassador from each Enrollee Tree Line toward an Ambassador “Star.”

** The 5th Ambassador can be anywhere within a 5th Line, or within the team of personal Enrollee who is placement sponsored within any of your previously existing Lines. Cannot count more than one Ambassador from each Enrollee Tree Line toward an Ambassador “Star.”

*** The first three must be in three separate Lines. The fourth 5-star Ambassador can be anywhere within Line 4, and the fifth 5-star Ambassador can be anywhere within Line 5, or they can be within the team of personal Enrollee who is placement sponsored within any of your previously existing Lines. Cannot count more than one 5-star Ambassador from each Enrollee Tree Line.
WHO GETS PAID?
Any Active Promoter can earn Personal Customer Commissions

WHY?
Get rewarded for ACQUIRING CUSTOMERS—the more Customers you sell to, the more you earn

WHAT DO I DO?

HOW IT WORKS
Retail Sales allow you to earn income by purchasing ViSalus products at Wholesale Price and then selling them to a Customer at Retail Price. You can earn Personal Customer Commissions from Retail Customers who order direct from ViSalus under your Promoter ID, as well as Preferred Customers who elect to enroll in the Auto-Ship program.

The first 10% of Personal Customer Commissions from new Customers is paid on the WEEKLY PAY CYCLE; the balance is paid on the MONTHLY PAY CYCLE. Personal Customer Commissions are paid on your personal volume exceeding 200 in cumulative BONUS VOLUME (BV) cumulative per month*

PERSONAL CUSTOMER COMMISSION SCALE

<table>
<thead>
<tr>
<th>BONUS VOLUME (BV)</th>
<th>SELL</th>
<th>EARN</th>
</tr>
</thead>
<tbody>
<tr>
<td>OVER 2,500</td>
<td></td>
<td>25%</td>
</tr>
<tr>
<td>1,001–2,500</td>
<td></td>
<td>20%</td>
</tr>
<tr>
<td>501–1,000</td>
<td></td>
<td>15%</td>
</tr>
<tr>
<td>201–500</td>
<td></td>
<td>10%</td>
</tr>
<tr>
<td>0–200</td>
<td></td>
<td>0%</td>
</tr>
</tbody>
</table>

Based on Bonus Volume per month

Example using 2,600 in new customer volume

- 2,600 in Customer volume qualifies you for 25% on the Personal Customer Commission Scale
- A Promoter’s initial 200 PQV does not count towards the Personal Customer Commission

<table>
<thead>
<tr>
<th>IN VOLUME</th>
<th>COMMISSIONABLE SALES</th>
<th>COMMISSIONABLE SALES</th>
<th>TOTAL PERSONAL CUSTOMER COMMISSION EARNED</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,600</td>
<td>2,400</td>
<td>$600</td>
<td></td>
</tr>
<tr>
<td>- 200</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2,400</td>
<td></td>
<td>$600</td>
<td></td>
</tr>
</tbody>
</table>

$600 PAID THE FOLLOWING WEEK
$540 PAID AT THE END OF THE MONTH

*Commissions from Customers outside of the first 30 days will be paid on the monthly pay cycle.
- Does not include Basic, Executive or Star Promoter System, Executive Product Pack and New Business Bonus
- First 200 in sales does not apply to commission, but counts toward PQV and Personal Customer Scale

All statements or implications of income earned through the Vi Incentives Program are for illustration purposes only, and are not a guarantee nor are they a projection of the typical Promoter’s earnings or profits. The financial achievement or failure of a Promoter depends upon his or her sales, skill set, commitment, and desire to succeed. The opportunity to earn more is always available to each and every Vi Promoter.
2. **WEEKLY BONUS POOLS**

**FOR FREE POOL**

- WHO GETS PAID?
  Active Promoters who qualify to receive their ChallengeKit or Crunch Combo Pack for free within their first 30 days.

- WHY?
  To reward those who take The Challenge with others by giving them the opportunity to **EARN EVERY WEEK** from a company-wide 1% revenue pool.

- WHAT DO I DO?
  Maintain **3 FOR FREE BONUS** qualifications and help your personally enrolled Customers and Promoters earn their kit for free.

- HOW IT WORKS
  Earn points by helping personally enrolled Customers and Promoters qualify to get their Challenge Kit and/or Crunch Combo Pack for free for the first time. Points are earned based on the Kit or Combo Pack each customer or promoter qualified to receive for free. **See Scale Below.**

**RISING STAR POOL**

- WHO GETS PAID?
  Active Promoters who achieve the rank of Director in their first 30 days.

- WHY?
  To reward those who enjoy early success with the opportunity to **EARN EVERY WEEK** from a company-wide 1% revenue pool.

- WHAT DO I DO?
  **BECOME A RISING STAR** and help your personally enrolled Promoters do the same.

- HOW IT WORKS
  By qualifying for Rising Star, you **IMMEDIATELY EARN 1 POINT** in the Rising Star Pool. **EARN 1 POINT** every time a personally enrolled Promoter become a Rising Star.

### KIT TYPE | POINTS EARNED
--- | ---
Balance Kit | 1
Crunch Kit | 2
Shape Kit | 2
Fuel Kit | 3
Core Kit | 4
Transformation Kit | 5
Fit Kit | 6

**“ViSalus™ Rising Stars are the foundation of our success. We help new Promoters get started and earn income based on their initial sales and ongoing achievements.”**

Jason O’Toole & Jennifer Creamer, Global Ambassadors

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*Must maintain 3 for Free qualifications to earn in the pool. If qualified to receive a free kit last month, then automatically qualified to earn in the pool the following month. If didn’t qualify last month, can qualify by Thursday of the production period to earn starting in that week.

*Promoter can earn a maximum of 20 points in each Weekly Cycle of the 3 for Free Bonus Pool

*Paid rank or MTD rank must be Director or higher to qualify in any given week.

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3. FAST START BONUS

WHO GETS PAID?

- Any Active Promoter can earn Fast Start Bonuses

WHY?

- To incentivize you to HELP NEW PROMOTERS begin promoting The Challenge with the products and resources they need to succeed.

WHAT DO I DO?

- HELP OTHERS join The Challenge with an Executive or Star Promoter System or with the purchase and sale of an Executive Product Package.
- MENTOR YOUR PROMOTERS to develop, expand and maintain their teams.

HOW IT WORKS

- Earn up to $180 by helping new Promoters with an Executive or Star Promoter System or purchase an Executive Product Package.*
- Directors and above EARN FAST START BONUS OVERRIDES based on the Fast Start Bonuses earned by their team members who are not yet Directors.
- Regional Directors and above may also EARN A SECOND GENERATION FAST START BONUS

"It's incredible to help people realize their dreams every day. The Challenge helps ordinary people achieve extraordinary things, many of which they never imagined they could do."

Lori Petrilli, Royal Ambassador

FAST START BONUS SCALE

<table>
<thead>
<tr>
<th>ASSOCIATE</th>
<th>DIRECTOR</th>
<th>REGIONAL DIRECTOR</th>
<th>NATIONAL DIRECTOR</th>
<th>PRESIDENTIAL DIRECTOR</th>
<th>AMBASSADOR</th>
</tr>
</thead>
<tbody>
<tr>
<td>$50</td>
<td>$100</td>
<td>$130</td>
<td>$155</td>
<td>$170</td>
<td>$180*</td>
</tr>
</tbody>
</table>

2ND GENERATION OVERRIDE

| $15 | $25 | $35 | $45 |

EXAMPLE

1ST GENERATION

- EXECUTIVE $100
- EXECUTIVE $100
- EXECUTIVE $100

- 3 x $100 ➤ $300

2ND GENERATION

- AMBASSADOR 3 x $10 ➤ $30
- OVERRIDE: $10 AMB

- AMBASSADOR 3 x $35 ➤ $105
- OVERRIDE: $15 RD, $15 ND, $15 PD
- ALREADY EARNED 1ST GEN AMB BONUS

- PRESIDENTIAL DIRECTOR
- DIRECTOR

- NO DIRECTOR 2ND GENERATION BONUS

- EXECUTIVE $100

EARN AN OVERRIDE!

Earn when people on your team not yet at your rank earn a Fast Start Bonus.

*Fast Start Bonus is determined by rank
- Fast Start Bonuses are paid weekly according to the Enroller Tree
- There are no time restrictions on the Fast Start Bonus
4. NEW BUSINESS BONUS

**WHO GETS PAID?**
- Any Active Promoter plus their 3 active upline enrollers can earn a New Business Bonus.

**WHY?**
- To help your new Promoters get started towards their Challenge goals.

**WHAT DO I DO?**
- **HELP NEW PROMOTERS** select the Products they want to sell to Promote The Challenge at the time of their enrollment.

**WHEN?**
- All new Promoter **PRODUCT ORDERS AND SALES PLACED WITHIN 24 HOURS** of their enrollment date.

“As a Challenge Promoter, you can help new Promoters get started making sales, and earn income every week for doing so. Having those rewards come in week after week as you help more people buy ViSalus-products makes it easy to keep achieving new milestones.”

*Mike & Lavon Craig, Crown Ambassadors*

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**HOW IT WORKS**

**EARN A NEW BUSINESS BONUS ON NEW BUSINESS YOU CREATE ACCORDING TO THE SCALE BELOW:**

<table>
<thead>
<tr>
<th>FIRST ORDER BONUS SCALE</th>
<th>EXAMPLE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COMMISSION (%)</strong></td>
<td><strong>EARNINGS</strong></td>
</tr>
<tr>
<td>4TH ACTIVE ENROLLER</td>
<td>5%</td>
</tr>
<tr>
<td>3RD ACTIVE ENROLLER</td>
<td>5%</td>
</tr>
<tr>
<td>2ND ACTIVE ENROLLER</td>
<td>10%</td>
</tr>
<tr>
<td>ACTIVE ENROLLER</td>
<td><strong>20%</strong></td>
</tr>
<tr>
<td>NEW ASSOCIATE</td>
<td></td>
</tr>
</tbody>
</table>

**Active Enrollers**

- New Business Bonuses are paid weekly.
- New Business Bonuses are not paid out on Basic, Executive or Star Promoter Systems, Executive Product Packs, nor are they part of the BV applicable for Team Commissions.

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Bimmer Club

WHO GETS PAID?
Active Regional Director & Above are eligible for the Bimmer Bonus.

WHY?
The BMW is a symbol of YOUR success!

WHAT DO I DO?
QUALIFY AS REGIONAL DIRECTOR
Reach and maintain the rank of Regional Director or higher to be eligible for a $600 MONTHLY BMW BONUS on a BMW or $300 monthly cash payment*

HOW IT WORKS
LEASE OR BUY a black, silver or green BMW

DID YOU KNOW?
OVER 15,000 people have already qualified for their BMW Bonus by promoting The Challenge!

"Being able to drive my dream car just for successfully selling ViSalus products and promoting The Challenge is an amazing reward. Through a lot of hard work and dedication our family is proud to have qualified for 3 Bimmers, thanks to the Body by Vi Challenge."

Tony Lucero, Royal Ambassador

* In lieu of a BMW, you have the option of earning a $300 monthly cash bonus.
• ViSalus will continue to pay the $600 per month BMW Bonus for each month you maintain your rank and continue to drive a ViSalus BMW.
• First Time Rank Promotion 60-Day Grace Periods apply to the BMW Bonus.
• See ViSalus BMW Program Policy for complete details.
• Qualify to be BMW Bonus eligible by enrolling via Executive or Star Promoter System (or upgrading to an Executive or Star Promoter System) at any time.
• Or by achieving 2500 PQV in your first 30 days from enrollment.

All BMW purchase and lease agreements are solely between the Promoter and BMW dealer. Promoter shall be responsible for meeting all contractual requirements, including credit and purchase financing conditions. ViSalus’ Independent Promoters achieve incomes and lifestyles across a wide spectrum. Examples featured in marketing materials are not necessarily typical or average, nor do they represent a guarantee of your personal results. Some examples are those of persons within the top 1% of all Promoters. As with any lifestyle opportunity, financial success with ViSalus depends largely on individual skills, motivation and effort.
6. TEAM COMMISSIONS

WHO GETS PAID?
Any Active Promoter is eligible to earn Team Commissions

WHY?
Team Commissions reward you for building a successful business promoting The Challenge, allowing you to EARN NOT JUST FROM YOUR OWN EFFORTS, BUT FROM THE EFFORTS OF YOUR TEAM AS WELL

WHAT DO I DO?
PROMOTE THE CHALLENGE and mentor your team of Promoters to earn increasing Team Commissions from product sales generated by your team

HOW IT WORKS
EARN 5% on team sales down to a maximum of eight Paid Levels
TEAM COMMISSIONS INCREASE as you move up the ranks

BY THE NUMBERS

<table>
<thead>
<tr>
<th>ASSOCIATE</th>
<th>DIRECTOR</th>
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<th>NATIONAL DIRECTOR</th>
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</tr>
</thead>
<tbody>
<tr>
<td>PAID LEVEL 1</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 2</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 3</td>
<td>—</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 4</td>
<td>—</td>
<td>—</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 5</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 6</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 7</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>PAID LEVEL 8</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
</tbody>
</table>

PAID LEVEL EXAMPLE

WHERE IS A PAID LEVEL?
Each Active Promoter or above in your downline organization makes up one paid level. These levels compress at the Active Promoter level (and bypass non-Active levels) to maximize your earnings.

IN THE POWER OF 3

ACTIVE PROMOTER INACTIVE PROMOTER

AMB 3

YOU 1

PAID LEVEL 1 PAID LEVEL 2 PAID LEVEL 3 PAID LEVEL 4

AMOUNTS

| 3 | 9 | 27 | 81 | 243 | 729 | 2,187 | 6,561 |

ViSalus pays 100% BV of all product sales, in the case where people earn more than 10% in Personal Customer Commissions, the BV is imported as follows:

- 15% PCC Scale is achieved, BV is imported at 80% for upline team commissions
- 20% PCC Scale is achieved, BV is imported at 60% for upline team commissions
- 25% PCC Scale is achieved, BV is imported at 40% for upline team commissions
- Commissions will be accumulated until they reach a gross amount of $20, at which time they will be paid in the next pay period
- Team commissions are paid on the Monthly Pay Cycle

WHAT DO I DO?

PROMOTE THE CHALLENGE and mentor your team of Promoters to earn increasing Team Commissions from product sales generated by your team

HOW IT WORKS

EARN 5% on team sales down to a maximum of eight Paid Levels
TEAM COMMISSIONS INCREASE as you move up the ranks

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</tr>
</thead>
<tbody>
<tr>
<td>PAID LEVEL 1</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 2</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 3</td>
<td>—</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 4</td>
<td>—</td>
<td>—</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 5</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 6</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>5%</td>
</tr>
<tr>
<td>PAID LEVEL 7</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>PAID LEVEL 8</td>
<td>—</td>
<td>—</td>
<td>—</td>
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</tr>
</tbody>
</table>

PAID LEVEL EXAMPLE

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Each Active Promoter or above in your downline organization makes up one paid level. These levels compress at the Active Promoter level (and bypass non-Active levels) to maximize your earnings.

IN THE POWER OF 3

ACTIVE PROMOTER INACTIVE PROMOTER

AMBI 3

YOU 1

PAID LEVEL 1 PAID LEVEL 2 PAID LEVEL 3 PAID LEVEL 4

AMOUNTS

| 3 | 9 | 27 | 81 | 243 | 729 | 2,187 | 6,561 |
7. LEADERSHIP DEPTH BONUS

WHO GETS PAID?
- Ambassadors & above can earn a Leadership Depth Bonus

WHY?
- To encourage you to develop your team past 8 levels of referral by allowing you to EARN 2% TO 4% ON THE VOLUME of your entire team

WHAT DO I DO?
- ACHIEVE THE RANK OF AMBASSADOR to earn 2% by continuing to mentor your entire organization

HOW IT WORKS
- Earn a 2% Leadership Depth Bonus (LDB) on all Paid Levels on which you are not earning Team Commissions
- Earn an additional 2% (total of 4%) on the first 8 Paid Levels of the first Ambassador within each Line in your team in which you are not earning Team Commissions
- You will earn a Leadership Depth Bonus all the way through your second Ambassador’s 8 Paid Levels in any given Line or to your 3rd Generation Ambassador, whichever comes first

LEADERSHIP DEPTH BONUS EXAMPLES

REWARDING YOU FOR CREATING AMBASSADORS.
The Leadership Depth Bonus allows you to get paid beyond 8 levels of referral within an organization.
8. LEADERSHIP POOL

WHO GETS PAID?
- Presidential Directors and above can earn in the Leadership Pool

WHY?
- As company mentors, our **ELITE GROUP OF TOP-PRODUCING LEADERS** share an additional bonus based on 2% of total company Bonus Volume

WHAT DO I DO?
- **ACHIEVE THE RANK OF PRESIDENTIAL DIRECTOR** and mentor people to achieve new ranks within their teams
- Earn **POINTS BASED ON THE HIGHEST RANK** in each of your personally enrolled Lines

HOW IT WORKS
- Qualified Presidential Directors earn points in the 1% PD pool
- Qualified Ambassadors earn points in both the 1% PD pool and 1% AMB pool

---

LEADERSHIP POOL

<table>
<thead>
<tr>
<th>PRESIDENTIAL DIRECTOR</th>
<th>AMBASSADOR</th>
</tr>
</thead>
<tbody>
<tr>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

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<table>
<thead>
<tr>
<th>RANK</th>
<th>POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRESIDENTIAL DIRECTOR</td>
<td>10</td>
</tr>
<tr>
<td>NATIONAL DIRECTOR</td>
<td>7</td>
</tr>
<tr>
<td>RISING STAR DIRECTOR</td>
<td>2</td>
</tr>
<tr>
<td>REGIONAL DIRECTOR</td>
<td>5</td>
</tr>
<tr>
<td>AMBASSADOR</td>
<td>15</td>
</tr>
</tbody>
</table>

---

**EARN POINTS BASED ON YOUR HIGHEST-RANKING PROMOTER IN EACH PERSONALLY ENROLLED LINE**

---

BY THE NUMBERS

**EXAMPLE | BASED ON 5 LINES**

<table>
<thead>
<tr>
<th>ENROLLER LINE 1</th>
<th>YOU</th>
<th>ENROLLER LINE 3</th>
<th>ENROLLER LINE 4</th>
<th>ENROLLER LINE 5</th>
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</thead>
<tbody>
<tr>
<td>PD</td>
<td>D</td>
<td>D</td>
<td>PD</td>
<td>D</td>
</tr>
<tr>
<td>+10</td>
<td></td>
<td>+10</td>
<td>+2</td>
<td>+15</td>
</tr>
</tbody>
</table>

**TOTAL POINTS = 38**

---

The more people you help to join the challenge, the more points you can earn!
WHO GETS PAID?

1-Star Ambassadors and above can earn Ambassador Star Bonuses

WHY?

GET REWARDED for equipping people with the resources to promote our products, acquire Customers and achieve personal success.

WHAT DO I DO?

Help your team use Vi-Net Pro or Swipe tools to help others join The Challenge.

HOW IT WORKS

Up to $14 is paid for every Promoter who subscribes to Vi-Net Pro or Swipe, and uses those tools to acquire Customers (generate at least one product sale).

The Ambassador Star Bonus allows 1st and 2nd Generation Overrides.

"The Ambassador Star Bonus rewards leaders for doing something we should be doing already: helping our teams learn and grow. It’s wonderful that ViSalus™ encourages their Promoters to invest in their development and rewards them for doing so."

Rachel Jackson, Royal Ambassador

BY THE NUMBERS

<table>
<thead>
<tr>
<th>1-STAR</th>
<th>2-STAR</th>
<th>3-STAR</th>
<th>4-STAR</th>
<th>5-STAR</th>
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<tbody>
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<td>$4</td>
<td>$6</td>
<td>$8</td>
<td>$9</td>
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<table>
<thead>
<tr>
<th></th>
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<th>3-STAR</th>
<th>4-STAR</th>
<th>5-STAR</th>
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<tbody>
<tr>
<td>$1</td>
<td>$2</td>
<td>$3</td>
<td>$4</td>
<td>$5</td>
<td></td>
</tr>
</tbody>
</table>

EXAMPLE

YOU
3-STAR AMB

AMB
1,000 SUBSCRIBERS

AMB
1,000 SUBSCRIBERS

AMB
1,000 SUBSCRIBERS

3,000 SUBSCRIPTIONS $6 PER SUBSCRIPTION

$18,000 PER MONTH! JUST IN AMBASSADOR STAR BONUSES

DID YOU KNOW?

In 2012 OVER 400 PEOPLE achieved the rank of Ambassador!

Ambassador Star Bonus follows the Enroller Tree and is paid on the Monthly Pay Cycle.

*The Star Bonus will be paid on anyone who has a Vi-Net Pro or VI-Net Swipe subscription and uses those tools to generate at least 1 PQV in Product Sales in addition to the $29 or $39 monthly Vi-Net subscription charge. This change will go into effect for May 2013 Production.
MILLION DOLLAR BONUS

WHO GETS PAID?
- Ambassadors, 3-Star, 5-Star, Diamond, Royal and Crown Ambassadors can earn up to one million dollars in bonuses.

WHY?
- Top Promoters of The Challenge EARN CASH BONUSES

WHAT DO I DO?
- PROGRESS THROUGH THE AMBASSADOR RANKS to earn up to 1 million dollars

HOW IT WORKS
- MAINTAIN YOUR RANK to receive the corresponding bonus payment

“There are so many rewards at every step of the way along the ViSalus Incentives Program that make it possible for those who work hard and reach the top to achieve success.”
-Kyle Pacetti, Crown Ambassador

### BONUS TIERs

<table>
<thead>
<tr>
<th>RANK</th>
<th>MAXIMUM BONUS AMOUNT*</th>
<th>PAID OVER</th>
<th>MUST EARN WITHIN</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMB</td>
<td>$25,000</td>
<td>12 PAYMENTS</td>
<td>18 MONTHS</td>
</tr>
<tr>
<td>3-STAR AMB</td>
<td>$25,000 + $75,000 &gt; $100,000</td>
<td>12 PAYMENTS</td>
<td>18 MONTHS</td>
</tr>
<tr>
<td>5-STAR AMB</td>
<td>$100,000 + $150,000 &gt; $250,000</td>
<td>18 PAYMENTS</td>
<td>24 MONTHS</td>
</tr>
<tr>
<td>DIAMOND AMB</td>
<td>$250,000 + $100,000 &gt; $350,000</td>
<td>18 PAYMENTS</td>
<td>24 MONTHS</td>
</tr>
<tr>
<td>ROYAL AMB</td>
<td>$350,000 + $150,000 &gt; $500,000</td>
<td>18 PAYMENTS</td>
<td>24 MONTHS</td>
</tr>
<tr>
<td>CROWN AMB</td>
<td>$500,000 + $500,000 &gt; $1,000,000</td>
<td>24 PAYMENTS</td>
<td>36 MONTHS</td>
</tr>
</tbody>
</table>

* - Up to these amounts, paid out in monthly increments as long as you qualify
- Up to $25,000 for Ambassador ($2,083/month until $25,000 is earned or 18-month qualification window expires)
- Up to $100,000 for 3-Star Ambassador ($5,889/month until $100,000 is earned or 24-month qualification window expires)
- Up to $250,000 for 5-Star Ambassador ($13,889/month until $250,000 is earned or 24-month qualification window expires)
- Up to $350,000 for Diamond Ambassador ($17,445/month until $350,000 is earned or the 24-month qualification window expires)
- Up to $500,000 for Royal Ambassador ($27,778/month until $500,000 is earned or 24-month qualification window expires)
- Up to $1,000,000 for Crown Ambassador ($41,667/month until $1,000,000 is earned or 36-month qualification window expires)
- Bonus installments paid for each month in which you qualify at the corresponding Paid Rank.
- Must be fully qualified to receive each bonus. 60-day grace periods do not trigger the Million Dollar Bonus.
- There is a stated qualification window for the collection of each bonus. Once qualification window expires, that bonus is no longer available.

ViSalus™ Independent Promoters achieve incomes and lifestyles across a wide spectrum. Examples featured in marketing materials are not necessarily typical or average, nor do they represent a guarantee of your personal results. Some examples are those of persons within the top 1% of all Promoters. As with any lifestyle opportunity, financial success with ViSalus depends largely on individual skills, motivation and effort.
**ENROLLER & PLACEMENT SPONSOR RELATIONSHIP** | In tracking both of these relationships, ViSalus™ allows you to support your team by placement sponsoring Promoters within your team, while allowing you to earn many bonuses that follow the enroller tree as if each new Promoter were placed frontline on your Level 1.

**WAITING ROOM** | All new personally Enrolled and Sponsored Promoters will remain in a Vi-Net® “Waiting Room” on your Level 1 and can be repositioned one time within your organization within 60 days of their enrollment date. While new Promoters are in the Waiting Room, all commissions and bonuses are still paid on the normal Weekly and Monthly Pay Cycles. This allows for very fast and strategic team building.

**ROLLING QUALIFICATION VOLUME (RQV)** | Any new Promoter who starts on or after the 15th of the monthly production period will have all the Qualification Volume (QV) generated within that first month roll forward into the next full monthly production period. All Team Commissions and Bonus Volume (BV) follow the normal Monthly Pay Cycle. RQV does not apply to upline GQV.

This ensures that all new Promoters experience the best possible launch of their business regardless of what day of the month they enroll. Only volume from the month in which the new Promoter enrolled forward can be applied to RQV.

**RANK PROMOTIONS** | ViSalus Rank Promotions run in real time. Weekly and monthly commissions are based on qualifications earned at the end of the production cycle.

**GRACE PERIOD** | When you achieve a new rank of Regional Director or above for the first time, you will remain at least at that rank for two consecutive monthly production cycles. This benefit allows a Promoter to advance through ranks quickly while still having enough time to mentor and develop their team.

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### COMMISSION PAYMENTS

<table>
<thead>
<tr>
<th>UNITED STATES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CHECK</strong> Promoters can elect to be paid via check for their weekly or monthly commissions. Checks are sent via the US Postal service.</td>
<td></td>
</tr>
<tr>
<td><strong>PROSPERITY CARD</strong> Promoters can take advantage of the sleek-looking ViSalus Prosperity Card—a MasterCard® branded debit card that offers fast access to earnings and simple online account management.</td>
<td></td>
</tr>
<tr>
<td><strong>DIRECT DEPOSIT</strong> Weekly bonuses and monthly commissions can be deposited directly into the bank account of your choice for easy access to your ViSalus earnings.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CANADA</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CHECK</strong> Promoters can elect to be paid via check for their weekly or monthly commissions. Checks are mailed to Canada from the US.</td>
<td></td>
</tr>
<tr>
<td><strong>DIRECT DEPOSIT</strong> Weekly bonuses and monthly commissions are deposited directly into the bank account of your choice for easy access to your ViSalus earnings.</td>
<td></td>
</tr>
</tbody>
</table>
**ACTIVE** | Must have a minimum of 125 PQV per month in Auto-ship sales or 200 PQV per month in retail sales. This can be a combination of personal sales and/or personal Customers’ product purchases. Promoters must be active to qualify for the Associate rank and above.

**AUTO-SHIP** | An optional convenience program that allows Customers and Promoters to create a monthly standing order with ViSalus. Product orders are processed on a selected date at wholesale pricing.

**BV (BONUS VOLUME)** | The amount of each product sale that counts toward commissions. In most cases ViSalus’ products offer “dollar for dollar BV.”

**COMPRESSION** | The possibility of accumulating sales volume from multiple levels of Promoters and only counting as one pay level.

**ENROLLER** | The Promoter directly responsible for enrolling a new Promoter.

**ENROLLER TREE** | The line of referral that is tracked from Enroller to Enroller.

**FRONTLINE** | Promoters who are sponsored directly to you and found on Level 1 of your team.

**GQV (GROUP QUALIFICATION VOLUME)** | Total qualification volume of all the sales generated within your team.

**HIGH RANK** | The highest rank you have ever achieved. For recognition, you will always retain the title of the High Rank even if you do not meet the specified qualifications in a pay period. Earnings will always be at the qualified rank.

**LEVEL** | The number on which a Promoter lies in your team. Anyone you sponsor is on Level 1. Anyone they sponsor would be on your Level 2.

**LINE** | Each Independent Promoter sponsored on your Level 1 is considered a separate “Line” to you. You and your entire team are one “Line” to your sponsor.

**MTD RANK** | Month-to-Date Rank refers to the rank a Promoter holds based on sales volume at that given moment within the current production period.

**MONTHLY PAY CYCLE** | Monthly commissions and bonuses are paid out on the 15th of the month, and are based on the previous month’s production.

**OPENLINE** | Production done outside of anyone in your team at your rank or higher.

**OVERRIDE** | Commissions or bonuses paid to a Promoter for production in their team for which they are not directly responsible.

**PAID LEVEL** | A paid level is an Active Promoter or above in your organization. The paid levels compress at the Active Promoter level to maximize your earnings by bypassing non-Active levels.

**PAID RANK** | The rank achieved within a monthly production period.

**PQV (PERSONAL QUALIFICATION VOLUME)** | Total qualification volume from all sales tied to your ViSalus’ Promoter ID.

**QV (QUALIFICATION VOLUME)** | The amount of each product sale that counts toward qualifying for ViSalus Ranks.

**SECOND GENERATION** | Someone within your team who is at the same rank as you. You are the “first generation” of that rank and they are the “second generation” and so on.

**SPONSOR** | The Promoter directly above you within the team.

**SPONSOR TREE** | The line of referral that is tracked from Sponsor to Sponsor.

**TEAM** | Those Promoters directly sponsored by a Promoter, plus all the Promoters whose line of sponsorship resulted from and came through that Promoter. Your team consists of all Promoters on your Level 1, Level 2, Level 3, etc., through unlimited depth.

**UPLINE** | The portion of either your Enroller or Sponsor Tree that precedes you. This consists of the Promoter who is your Enroller and/or Sponsor and their Enroller and/or Sponsor, etc.

**WEEKLY PAY CYCLE** | Friday through Thursday night at midnight Pacific Time. Weekly commissions and bonuses are paid on the Monday following the end of the pay cycle.

**60% RANK CRITERIA** | No more than 60% of the total required Rank Qualification Volume can come out of any single Line. For example, a Regional Director can only count 60% of 12,500 or 7,500 in any one to Line to qualify for that rank. Applies for rank promotions and qualification only; it does not limit commissions.

**70% RULE** | Seventy percent (70%) of products obtained from ViSalus must be retailed before reorders are made.
WHAT IS AUTO-SHIP?

Auto-Ship is an optional convenience program that allows Customers or Promoters to create a monthly standing order with ViSalus. Your products will be delivered to you on a regular basis at wholesale prices. You can set your order to be processed on the 5th, 12th or 19th of every month. You can place your Auto-Ship order on hold, change it or cancel it at any time online, or call 1-877-VISALUS. (Please notify us at least 5 business days prior to your next scheduled Auto-Ship order.)

IF I GO INACTIVE, WHAT HAPPENS TO MY VOLUME AND MY ViSalus TEAM?

You must be active to earn commissions in any given pay period. If you are not active, you miss any commission that could have been earned in that pay period. You can become active again at any time and start earning commission on new sales within your team.

In order to maintain your status as a ViSalus Promoter, you will be asked to pay a $25 annual administration fee within 60 days of your enrollment anniversary. Failure to do so puts you at risk of losing your Promotership and team.

ONCE I HAVE EARNED COMMISSIONS, HOW AND WHEN WILL I GET PAID?

You can get paid by check, direct deposit, or by ViSalus Prosperity Card.

The ViSalus weekly pay cycle is Friday through Thursday at midnight Pacific Time and is paid on the following Monday. The monthly pay cycle is paid on the 15th of the month and is based on the previous month’s production.

WILL TAXES BE TAKEN OUT OF MY COMMISSIONS?

As a Promoter, you are an independent business owner or self-employed. ViSalus does not take taxes out of your commissions, and will issue you a 1099 tax form at the end of the year. It is your responsibility to seek appropriate tax advice.

HOW LONG SHOULD I EXPECT TO PARTICIPATE BEFORE I START TO MAKE AN INCOME?

Many bonuses within our Compensation Plan are paid weekly, so an action today may yield a commission as soon as Monday.

However, ViSalus cannot guarantee that everyone will make an income. While everyone’s income goals are different, we recommend that you treat your ViSalus Promotership as a business and that you dedicate the time and energy you feel are necessary to reach your goals.
**ALL PROMOTERS CAN EARN**

<table>
<thead>
<tr>
<th><strong>RANKS</strong></th>
<th><strong>NEW BUSINESS COMMISSIONS</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSOCIATE</strong></td>
<td><strong>10%</strong></td>
</tr>
<tr>
<td><strong>DIRECTOR</strong></td>
<td><strong>15%</strong></td>
</tr>
<tr>
<td><strong>REGIONAL DIRECTOR</strong></td>
<td><strong>20%</strong></td>
</tr>
<tr>
<td><strong>NATIONAL DIRECTOR</strong></td>
<td><strong>25%</strong></td>
</tr>
<tr>
<td><strong>PRESIDENTIAL DIRECTOR</strong></td>
<td><strong>25%</strong></td>
</tr>
</tbody>
</table>

**Personal Customer Commissions**

Earn even more when you help your Customers realize The Challenge! ViSalus Rank Promotions run weekly on Thursdays at midnight. ...

**NEW BUSINESS WEEKLY BONUS POOL**

Get paid for helping new Promoters get started!

**Weekly Fast Start Bonus**

Assist the Promoter in their first week and you will earn $50.

**Weekly Enroller Tree Bonus**

Assist the Promoter in their first week and you will earn $100.

**2nd Generation Override**

Assist the Promoter in their first week and you will earn $15.

**Ambassador Star Bonus**

Get rewarded for helping your team with the Million Dollar Bonus... 

**Million Dollar Bonus**

Available at 3- and 5-star levels... 

**Rising Star Weekly Bonus Pool**

Earn up to 2% of Rising Star’s monthly income when you help the rank of Rising Star and help others do the same.

**Bloomer Club Bonus**

Achieve and maintain Regional Director or higher.

**PD & Ambassador Leadership Pool**

Achieve the rank of Ambassador and earn a 4% Leadership Depth Bonus! 

**Leadership Depth Bonus (LDB)**

EARN UP TO 4%

**Through Infinite Levels by Becoming an Ambassador**

... 

**Active Promoter**

$15

**Enrollee Tree**

$25

**1st Generation**

$35

**2nd Generation**

$45

**3rd Generation**

$55

**4th Generation**

$65

**5th Generation**

$75

**6th Generation**

$85

**7th Generation**

$95

**8th Generation**

$L+DB$