

KACHING KACHING

# Compensation Plan

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## GLOSSARY OF TERMS

### Achieved Rank

The highest rank an ISO has obtained since their initial enrollment.

### Active

There are two (2) classifications of Active:

- ▶ An ISO's Business Center 1 is considered Active for a specific week if the ISO has at least 30 PBV within the last five (5) consecutive weeks (i.e., the week being processed and the previous four (4) consecutive weeks).
- ▶ An ISO's Business Centers 1, 2 and 3 are considered Active for a specific week if the ISO has at least 100 PBV within the last five (5) consecutive weeks (i.e., the week being processed and the previous four (4) consecutive weeks).

### Autoship

See Monthly License Fee.

### Bankable

A term used to indicate that an ISO is allowed to accumulate Left-GBV and Right-GBV that is necessary for earning the Binary Bonus.

### Business Center (BC)

A node within the Sponsor Tree that is owned by an ISO.

### Carryover Volume

The amount of GBV that is remaining on the Left Leg and/or Right Leg at the end of the week after incentives have been calculated.

### Commission period

The time between incentives compensation processing runs. The Kaching Kaching Incentive Compensation Plan is based on Weekly Commission periods.

### Downline

There are two downline organizations:

- ▶ Enroller Tree Downline: All first-level (i.e., front-line) ISOs in the Enroller Tree and their first-level ISOs, and so on, until the end of the Enroller Tree is reached.
- ▶ Sponsor Tree Downline: All first-level ISOs (i.e., front-line) in the Sponsor Tree and their first-level ISOs, and so on, until the end of the Sponsor Tree is reached.

### Effective Period

The date or incentive commission period in which a rank achievement is effective.

## Enroller

An ISO that introduces and signs up another ISO. An enroller is the first upline ISO of any given ISO in the Enroller Tree.

## Free Store Owner (FSO)

A person or business entity that is a consumer of Kaching Kaching products but is not enrolled as an ISO.

- ▶ FSOs are tracked within the database.
- ▶ FSOs purchase their [store](#) licenses from ISOs.
- ▶ FSOs can earn the Retail Store Bonus but no other incentives.

Also see ISO.

## Greater-Volume Leg

The Left Leg or Right Leg that has the greater amount of Group Business Volume (GBV) in a given period. Also see Lesser-Volume Leg.

## Group Business Volume (GBV)

There are two (2) accumulations of Group Business Volume.

- ▶ Left Group Business Volume (Left-GBV): The accumulation of BV for an ISO from all ISOs that are placed in the downline of the ISO's Left Leg. An ISO must be Active to accumulate Left-GBV.
- ▶ Right Group Business Volume (Right-GBV): The accumulation of BV for an ISO from all ISOs that are placed in the downline of the ISO's Right Leg. An ISO must be Active to accumulate Left-GBV.

See Total Group Business Volume (TGBV).

## Independent Store Owner (ISO)

A person or business entity that is enrolled to market and sell Kaching Kaching products (i.e. Retail Store Licenses).

- ▶ ISOs may sell the Kaching Kaching products to other people.
- ▶ ISOs are entered in the database with their own unique user identification number.
- ▶ ISOs are eligible to receive compensation in the form of rewards, incentives, etc.

Also see FSO.

## Left Leg

The Left Leg comprises the first-level ISO on the Left side of a business center and their entire downline.

## Legs

There are two types of Legs:

- ▶ Enroller Tree Leg: A personally-enrolled ISO and their entire downline. An ISO can have an unlimited number of legs in the Enroller Tree.
- ▶ Sponsor Tree Leg: A first-level ISO and their entire downline. An ISO can have a maximum of two legs in the Sponsor Tree; the Left Leg and the Right Leg (i.e., the Left Leg and the Right Leg).

**Lesser-Volume Leg**

The Left Leg or Right Leg that has the lesser amount of Group Business Volume (GBV) in a given period. Also see Greater-Volume Leg.

**Monthly License Fee**

A service (like autoshop) provided by Kaching Kaching that automatically charges ISOs their license fees on a monthly basis.

**Paid Rank**

The rank at which an ISO qualifies and is paid within a specific incentive commission period. Paid Rank is determined on a weekly basis.

**Personal BV (PBV)**

The sum of BV from an ISO's personal transactions.

**Qualified**

An ISO who is Active and has two (2) personally-enrolled ISOs that are Active. One (1) must be placed on the Left and one (1) must be placed on the Right.

**Rank**

A title assigned to an ISO that is based on the ISO's performance. Also see Achieved Rank and Paid Rank.

**Reset**

A Reset (flush) is when an ISO's accumulated Left-GBV and/or Right-GBV is reduced to a lesser amount.

**Retail Price**

The price paid for products by ISOs.

**Right Leg**

The Right Leg comprises the first-level ISO on the Right side of a business center and their entire downline.

**Sponsor**

Sponsor refers to the first upline ISO of any given ISO in the Sponsor Tree (i.e., binary tree).

**Total Group Business Volume (TGBV)**

The sum of an ISO's Left Group Business Volume (Left-GBV) and Right Group Business Volume (Right-GBV).

## Tree

A hierarchy of relationships. There are three (3) Trees defined in the Kaching Kaching Incentive Compensation Plan:

- ▶ The Enroller Tree
- ▶ The Sponsor Tree (binary)
- ▶ The Member Tree

## Upline

There are two upline organizations:

- ▶ Enroller Tree Upline: An ISO's Enroller and their Enroller and so on until the beginning of the Enroller Tree is reached.
- ▶ Sponsor Tree Upline: An ISO's Sponsor and their Sponsor and so on until the beginning of the Sponsor Tree is reached.

## User Types

A term used to denote ISOs and FSOs.

## Week

A weekly Commission period begins Sunday morning at 12:00 AM and ends the following Saturday night at 12:00 AM PST.

## 1 User Types:

1.1 Users fall into two (2) User Type categories:

User Type
Independent Store Owners (ISO)
Free Store Owners (FSO)

### Independent Store Owners

1.2 An ISO is a person that submits an ISO agreement and purchases a Single or Three Business Center Package. After the first year ISOs are also required to pay the annual renewal fee (\$49.99).

1.3 ISOs are eligible to earn incentives.

### Free Store Owners

1.4 A FSO is a person or entity that receives a Retail Store License from an ISO.

1.5 FSOs are [eligible to receive a Retail Store Bonus but no other incentives](#).

## 2 Incentive Types:

2.1 The Kaching Kaching Incentive Compensation Plan has the following types of Incentives:

Incentive Type
Customer Acquisition Bonus (CAB)
Retail Store Bonus
Binary Bonus

2.2 The following table lists how often Incentives are paid:

Incentive Type	Daily	Weekly	Monthly	Quarterly	Yearly
Customer Acquisition Bonus (CAB)		X			
Retail Store Bonus			X		
Binary Bonus		X			

2.3 Incentives are paid two (2) Mondays after the close of the week.

2.4 Incentives are paid using the following trees:

Incentive Type	Enroller	Sponsor
Customer Acquisition Bonus (CAB)	X	
Retail Store Bonus	X	
Binary Bonus		X

2.5 ISOs are paid in US Dollars.

2.6 The following table lists the Accounting Fees, Minimum Payment amounts and typical Payment Method per earnings payment. The Minimum Payment amount is after the Accounting Fees have been applied:

Payment Method	Country	Accounting Fee Amt	Minimum Payment Amt*
Electronic	All Countries	USD \$ 2.00	USD \$ 25.00

*\*Earnings are accumulated and held until the minimum payment amount is reached.*

NOTE: initially Kaching Kaching will be paying by check until the electronic (pay card) method is set up.

2.7 There are caps on an ISO's weekly Binary Bonus earnings. See the Binary Bonus for more information.

### 3 Hierarchal Trees:

3.1 The Kaching Kaching Incentive Compensation Plan uses three (3) hierarchal trees:

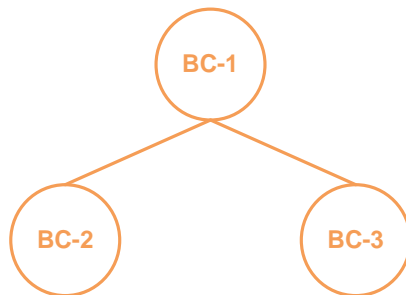
Hierarchal Trees
Enroller Tree
Sponsor Tree (Binary)
Member Tree

#### Enroller Tree

- 3.2 The Enroller Tree is a hierarchal organization of ISOs.
- 3.3 An ISO reports to only one (upline) ISO.
- 3.4 An ISO may have an unlimited number of (downline) ISOs reporting to them.

#### Sponsor Tree

- 3.5 The Sponsor Tree is binary in structure. Each position in the tree has only two (2) positions directly below it:
  - ▶ The position on the Left is referred to as the Left-Leg.
  - ▶ The position on the Right is referred to as the Right-Leg.
- 3.6 Occupied positions in the Sponsor Tree are called Business Centers.
- 3.7 Each ISO receives one (1) or three (3) business centers in the tree.
  - ▶ At the time of sign-up an ISO can choose between a single business center package (\$99.99 USD) and a three (3) business center package (\$299.99 USD).
  - ▶ When the three (3) business center package is selected, the ISO receives three (3) business centers. BC-2 is placed to the left of BC-1 and BC-3 is placed to the right of BC-1:



- 3.8 An ISO that enrolls with a single business center may later upgrade to three (3) business centers (i.e., get two additional centers) by purchasing an upgrade package (\$225.00 USD).
  - ▶ BC-2 is placed Center in the first available position of the outside Left Leg.
  - ▶ BC-3 is placed Center in the first available position of the outside Right Leg.
- 3.9 A business center's immediate upline business center is called the Sponsor. Because of the binary structure of the tree, a business center can be the Sponsor of no more than two (2) other business centers.

- 3.10 An ISO's business center is placed in the Sponsor Tree downline of their Enroller's business center.
- 3.11 ISOs have the following auto-placement options available to them for placing the business centers of their new personally-enrolled ISOs. The system automatically places a new business center(s) based on the option *the Enroller* has saved in their user preferences:
- 1) **Bottom Left:**
    - ▶ The system automatically places a new business center in the first available position of the outside Left Leg.
  - 2) **Bottom Right:**
    - ▶ The system automatically places a new business center in the first available position of the outside Right Leg.
  - 3) **Outside Lesser-Volume Leg (DEFAULT OPTION):**
    - ▶ The system automatically places a new business center in the first outside position available in the Lesser-Volume Leg. (Based on lesser Volume in the last pay cycle).
- 3.12 ISOs have the option of manually placing their new personally-enrolled ISO business center(s) through their back office. They may place the new business center in any open position available.

#### Member Tree

- 3.13 The Member Tree is a hierarchal organization that tracks the link of ISOs to their enrolling ISO.
- 3.14 A FSO reports to only one (upline) ISO.
- 3.15 An ISO may have an unlimited number of (downline) FSOs reporting to them.

## 4 Pricing & Volume:

4.1 Kaching Kaching products have the following types of *prices* assigned to them:

- ▶ Retail Price

4.2 Kaching Kaching products have the following types of *volume* assigned to them:

- ▶ Business Volume (BV)

4.3 Examples of Pricing and Volume:

Product	Retail Price	BV
Single Business Center Package (includes a single license first month)	\$99.99 USD	75
Three Business Center Package (includes unlimited license first month)	\$299.99 USD	200
Upgrade to Three Business Center Package (includes unlimited license first month)	\$225.00 USD	125
Single License Fee (autoship) (for purchasers of single BC package)	\$30.00 USD	30
Unlimited License Fee (autoship) (for purchasers of 3 BC package)	\$100.00 USD	100

### Pricing

4.4 ISOs and FSOs pay Retail Price for Kaching Kaching products (licenses).

### Volume

4.5 BV is an amount assigned to commissionable products and is used to determine qualification status, ranks and to calculate incentives.

4.6 The value of BV is based on the US Dollar and is constant from country to county.

4.7 There are different accumulations of BV such as PBV, GBV, Left-GBV, Right-GBV and TGBV. See the Glossary for more information.

4.8 Products that are not commissionable have an assigned Volume amount of zero (0).

## 5 Ranks:

5.1 The following table lists the ranks:

Rank Title	Short Title	Rank #	Effective*
Independent Store Owner	ISO	Rank-0	n/a
Associate	ASOC	Rank-1	Beginning of Current Week
Director	DIR	Rank-2	Beginning of Current Week
Executive Director	EDIR	Rank-3	Beginning of Current Week
Senior Director	SDIR	Rank-4	Beginning of Current Week
Bronze	BRNZ	Rank-5	Beginning of Current Week
Silver	SLVR	Rank-6	Beginning of Current Week
Gold	GOLD	Rank-7	Beginning of Current Week
Platinum	PLTM	Rank-8	Beginning of Current Week
Diamond	DIAM	Rank-9	Beginning of Current Week

\*The current Week means the Week being processed at the time.

5.2 Only ISOs are eligible to obtain ranks.

5.3 An ISO's rank applies to all its business centers.

### Achieved Rank

5.4 The ISO rank (Rank-0) is the rank an ISO receives at the time of signup.

5.5 The specific Rank Achievement requirements and Rank Maintenance requirements are presented in the "Plan Summary by Rank" section of this document.

5.6 Rank achievements are determined during the weekly incentive compensation run.

5.7 Rank achievements are effective as of the beginning of the Week that the requirements were met.

- ▶ Example: If An ISO meets the requirements to advance to Director (Rank-2) on Wednesday May 26 2010 at 4:32 PM, the rank achievement to Director is effective as of the beginning of the work week Sunday May 23 2010 (i.e., at 12:00 AM PST).

5.8 An ISO may advance more than one rank in a given period.

- ▶ Example: An ISO can advance from Associate (Rank-1) to Executive Director (Rank-3) in one weekly period.

5.9 An ISO's Achieved Rank is never demoted by the incentive compensation run processes.

### Paid Rank

5.10 The rank at which an ISO is paid within a period is called the Paid Rank.

5.11 Each of the ranks listed in the table above are available as Paid Ranks.

5.12 An ISO's Paid Rank is determined on a 'Weekly' basis.

5.13 The Weekly Paid Rank is used for determining the qualifications for Incentives.

5.14 An ISO's Paid Rank may be lower than their Achieved Rank in a given period if they do not meet the maintenance requirements for their Achieved Rank but do meet the maintenance requirements for a lower rank.

## INCENTIVE TYPES

### 6 Customer Acquisition Bonus (CAB):

- 6.1 ISOs of all ranks are eligible to receive the Customer Acquisition Bonus.
- 6.2 Must be an active ISO to qualify for the bonus.
- 6.3 The bonus is paid when a personally-enrolled ISO purchases a Single Business Center package, a Three (3) Business Center package or an Upgrade to Three (3) Business Center package:

Product	CAB
Single Business Center Package	\$25.00 USD
Three Business Center Package	\$100.00 USD
Upgrade to Three Business Center Package	\$75.00 USD

- 6.4 The bonus is paid to the purchaser's enroller.

### 7 Retail Store Bonus:

- 7.1 Independent Store Owners and Free Store Owners are eligible to receive the Retail Store Bonus.
- 7.2 The requirements to qualify for the bonus are as follows:
  - ▶ Independent Store Owners (ISO): Must be Active
  - ▶ Free Store Owners (FSO): No requirements
- 7.3 Bonuses generated from ISO [store](#) owners:
  - ▶ 100% of the bonus is paid to the ISO if qualified. If the ISO is not qualified their bonus is not paid (i.e., breakage to the company).
- 7.4 Bonuses generated from FSO [store](#) owners:
  - ▶ 50% of the bonus is paid to the FSO.
  - ▶ The remaining 50% is paid to the FSO's enrolling ISO, if qualified. If the ISO is not qualified their bonus is not paid (i.e., breakage to the company)
- 7.5 Bonuses percentages generated from store sales:

Computers	Electronics	Books & Media	House & Home	Jewelry & Watches	Sports & Leisure	Pets	Health & Beauty	Office	Outdoor Living
2%	3%	3%	4%	5%	6%	7%	8%	9%	10%

### 8 Binary Banking Volume:

- 8.1 To Bank (accumulate) GBV in a given week:
  - ▶ The ISO's business center must be Active in the current week.
- 8.2 See GBV, Left-GBV and Right-GBV in the Glossary for more information.
- 8.3 An ISO cannot be Bankable if they are suspended or terminated.

## 9 Binary Bonus Qualification:

- 9.1 Associates (rank-1) and above are eligible for Binary Bonus Qualification.
- 9.2 To Qualify for the Binary Bonus in a given week a business center:
  - ▶ Must be Active (see Glossary).
  - ▶ The ISO must have two (2) personally-enrolled ISOs that are Active in the current week. One (1) placed on the Left and one (1) placed on the Right (of their Business Center 1).
- 9.3 An ISO cannot qualify for the commission if they are suspended or terminated.

## 10 Binary Bonus:

- 10.1 Associates (rank-1) and above are eligible to receive the Binary Bonus.
- 10.2 A business center must meet the 'Binary Bonus Qualification' requirements (listed in the previous section) to Qualify for the Binary Bonus.
- 10.3 The Binary Bonus is paid based on the amount of GBV (Group Business Volume) an ISO's business center(s) obtains from its Left and Right-Legs.
- 10.4 In a given week, the GBV evaluated (for a given ISO business center) is a summary of the current week's new GBV (Left and Right) and the Carryover GBV (Left and Right) carried over from the prior week.
- 10.5 A Binary Bonus is earned when a business center accumulates at least 400 TGBV in the week where there is at least 200 GBV in each Leg (i.e., a 50 / 50 Balanced Plan).
- 10.6 The bonus is paid only on increments of 400 TGBV (i.e., 200 GBV each Leg).
- 10.7 Each accumulation of 400 TGBV (i.e., 200 GBV each leg) is referred to as a cycle.
- 10.8 The bonus amount is \$50 USD per cycle.
  - ▶ This amount should be a parameter that is changeable by Kaching Kaching. They may run a indefinite promotion of \$100 USD per cycle.
- 10.9 The Binary Bonus is not calculated for ISOs that are not eligible to receive the Binary Bonus.
- 10.10 Each business center's Binary Bonus earnings are capped per week based on the ISO's Paid Rank:

Recipient's Paid Rank	Cap \$ USD
ISO (rank-0)	n/a
Associate (rank 1)	\$ 2,500
Director (rank 2)	\$ 5,000
Executive Director (rank 3)	\$ 7,500
Senior Director (rank 4)	\$ 10,000
Bronze (rank 5)	\$ 12,500
Silver (rank 6)	\$ 15,000
Gold (rank 7)	\$ 20,000
Platinum (rank 8)	\$ 25,000
Diamond (rank 9)	\$50,000

## 11 Binary Resetting and Carryover:

- 11.1 A Reset (flush) occurs when the accumulated GBV on the Left and/or Right-Legs of a specific business center is reduced to a lesser amount.
- 11.2 The remaining amount of accumulated GBV that carries over to the next week is called Carryover volume.
- 11.3 There are three (3) scenarios that trigger a Reset (flush) to occur:
- ▶ Scenario 1: A business center is not Active in the week.
  - ▶ Scenario 2: The Binary Bonus is paid on a business center's volume (GBV).
  - ▶ Scenario 3: [Unpaid GBV that is 13+ weeks old](#)
- 11.4 Scenario 1: A business center is not Active:
- ▶ In any week that an ISO is not Active, the GBV of both Legs (Left and Right) is reduced to 0 GBV.
  - ▶ Note: There should be a mechanism in place for an administrator to restore GBV should a Reset need to be reversed for an ISO.
- 11.5 Scenario 2: The Binary Bonus is paid on a business center's volume (GBV):
- ▶ When a Binary Bonus is calculated, the amount of GBV paid on is subtracted from each Leg. Any remaining GBV after the Binary Bonus calculation becomes Carryover Volume that rolls over to the next week.
  - ▶ For example:
    - An ISO has a total of 2,850 GBV:
      - 1,250 GBV (Left)
      - 1,600 GBV (Right)
    - The bonus is paid on 2,400 TGBV (i.e., 1,200 GBV each leg).
    - The bonus amount paid is \$300 USD (i.e., 6 cycles x \$50).
    - The Left side is reduced by 1,200 GBV, leaving a remainder of 50 GBV.
    - The Right side is reduced by 1,200 GBV, leaving a remainder of 400 GBV.
    - The Carryover volume is 50 Left-GBV (Left Group Business Volume) and 400 Right-GBV (Right Group Business Volume).

### Example

Carry Left	Carry Right	New Left	New Right	Total Left	Total Right	Used Left	Used Right	Rem Left	Rem Right	Bonus Earned
0	0	1,250	1,600	1,250	1,600	1,200	1,200	50	400	\$300

- 11.6 Scenario 3: [Unpaid GBV that is 13+ weeks old:](#)
- ▶ [Each week flush all Left-GBV and Right-GBV that has not been paid on that is 13+ weeks old.](#)
  - ▶ This occurs after the bonus has been calculated for that week.

## 11.7 Additional Examples:

▶ The following tables are examples of the Binary Bonus with Resetting and Carryover:

Example-1

Carry Left	Carry Right	New Left	New Right	Total Left	Total Right	Used Left	Used Right	Rem Left	Rem Right	Team Bonus
0	0	240	600	240	600	200	200	40	400	\$50

Example-2

Carry Left	Carry Right	New Left	New Right	Total Left	Total Right	Used Left	Used Right	Rem Left	Rem Right	Team Bonus
0	0	750	1,050	750	1,050	600	600	150	450	\$150

Example-3

Carry Left	Carry Right	New Left	New Right	Total Left	Total Right	Used Left	Used Right	Rem Left	Rem Right	Team Bonus
450	450	150	75	600	525	400	400	200	125	\$100

Example-4

Carry Left	Carry Right	New Left	New Right	Total Left	Total Right	Used Left	Used Right	Rem Left	Rem Right	Team Bonus
1,000	250	300	1,100	1,300	1,350	1,200	1,200	100	150	\$300

Example-5

Carry Left	Carry Right	New Left	New Right	Total Left	Total Right	Used Left	Used Right	Rem Left	Rem Right	Team Bonus
0	0	2,730	5,490	2,730	5,490	2,600	2,600	130	2,890	\$650

Example-6

Carry Left	Carry Right	New Left	New Right	Total Left	Total Right	Used Left	Used Right	Rem Left	Rem Right	Team Bonus
1,270	155	2,700	5,400	3,970	5,555	3,800	3,800	170	1,755	\$950

Example-7

Carry Left	Carry Right	New Left	New Right	Total Left	Total Right	Used Left	Used Right	Rem Left	Rem Right	Team Bonus
290	9,000	6,200	3,000	6,490	12,000	6,400	6,400	90	5,600	\$1,600

Example-8

Carry Left	Carry Right	New Left	New Right	Total Left	Total Right	Used Left	Used Right	Rem Left	Rem Right	Team Bonus*
290	200,000	208,350	256,000	208,640	456,000	208,600	208,600	40	247,400	\$52,150

\* The Distributor's bonus is capped at **\$25,000** assuming the paid rank is Platinum.

## PLAN SUMMARY BY RANK

### 12 Ranks:

12.1 The following table lists the ranks:

Rank Title	Short Title	Rank #	Effective*
Independent Store Owner	ISO	Rank-0	n/a
Associate	ASOC	Rank-1	Beginning of Current Week
Director	DIR	Rank-2	Beginning of Current Week
Executive Director	EDIR	Rank-3	Beginning of Current Week
Senior Director	SDIR	Rank-4	Beginning of Current Week
Bronze	BRNZ	Rank-5	Beginning of Current Week
Silver	SLVR	Rank-6	Beginning of Current Week
Gold	GOLD	Rank-7	Beginning of Current Week
Platinum	PLTM	Rank-8	Beginning of Current Week
Diamond	DIAM	Rank-9	Beginning of Current Week

*\*The current Week means the Week (i.e., commission period) being processed at the time.*

12.2 The (Rank) Achievement Requirements and (Rank) Maintenance Requirements listed in the following sections are the 'minimum' requirements. If an ISO exceeds a requirement then the requirement is met.

### 13 Independent Store Owner (Rank-0):

- 13.1 Achievement Requirements
  - ▶ Complete the Application
- 13.2 Maintenance Requirements
  - ▶ Active in the week
- 13.3 Benefits
  - ▶ CAB
  - ▶ Retail Store Bonus

## 14 Associate (Rank-1):

### 14.1 Achievement Requirements

- ▶ Active in the week
- ▶ Two (2) personally-enrolled ISOs that are Active in the current week.
  - One (1) placed on the Left and one (1) placed on the Right (of BC-1).

### 14.2 Maintenance Requirements

- ▶ Active in the week
- ▶ Two (2) personally-enrolled ISOs that are Active in the current week.
  - One (1) placed on the Left and one (1) placed on the Right (of BC-1).

### 14.3 Benefits

- ▶ CAB
- ▶ Retail Store Bonus
- ▶ Binary Bonus

## 15 Director (Rank-2):

### 15.1 Achievement Requirements

- ▶ Active in the week
- ▶ Two (2) personally-enrolled ISOs that have a paid rank of Associate (rank-1) or above in the current week.
  - One (1) placed on the Left and one (1) placed on the Right (of BC-1).
- ▶ Flagged as successfully completing the Director's Training

### 15.2 Maintenance Requirements

- ▶ Active in the week
- ▶ Two (2) personally-enrolled ISOs that have a paid rank of Associate (rank-1) or above in the current week.
  - One (1) placed on the Left and one (1) placed on the Right (of BC-1).

### 15.3 Benefits

- ▶ CAB
- ▶ Retail Store Bonus
- ▶ Binary Bonus

## 16 Executive Director (Rank-3):

### 16.1 Achievement Requirements

- ▶ Active in the week
- ▶ Two (2) personally-enrolled ISOs that have a paid rank of Director (rank-2) or above in the current week.
  - One (1) placed on the Left and one (1) placed on the Right (of BC-1).
- ▶ Flagged as successfully completing the Director's Training

### 16.2 Maintenance Requirements

- ▶ Active in the week
- ▶ Two (2) personally-enrolled ISOs that have a paid rank of Director (rank-2) or above in the current week.
  - One (1) placed on the Left and one (1) placed on the Right (of BC-1).

### 16.3 Benefits

- ▶ CAB
- ▶ Retail Store Bonus
- ▶ Binary Bonus

## 17 Senior Director (Rank-4):

### 17.1 Achievement Requirements

- ▶ Active in the week
- ▶ Two (2) personally-enrolled ISOs that have a paid rank of Executive Director (rank-3) or above in the current week.
  - One (1) placed on the Left and one (1) placed on the Right (of BC-1).
- ▶ Flagged as successfully completing the Director's Training

### 17.2 Maintenance Requirements

- ▶ Active in the week
- ▶ Two (2) personally-enrolled ISOs that have a paid rank of Executive Director (rank-3) or above in the current week.
  - One (1) placed on the Left and one (1) placed on the Right (of BC-1).

### 17.3 Benefits

- ▶ CAB
- ▶ Retail Store Bonus
- ▶ Binary Bonus

## 18 Bronze (Rank-5):

### 18.1 Achievement Requirements

- ▶ Active in the week
- ▶ [Four \(4\) personally-enrolled ISO's that are each enrolled on a 100+ BV autoshop, and each have completed 100 cycles in the past four \(4\) weeks.](#)
- ▶ [Two \(2\)](#) personally-enrolled ISOs that have a paid rank of Senior Director (rank-4) or above in the current week.
  - [One \(1\)](#) placed on the Left and [one \(1\)](#) placed on the Right (of BC-1).
- ▶ Flagged as successfully completing the Director's Training

### 18.2 Maintenance Requirements

- ▶ Active in the week
- ▶ [Four \(4\) personally-enrolled ISO's that are each enrolled on a 100+ BV autoshop, and each have completed 100 cycles in the past four \(4\) weeks.](#)
- ▶ [Two \(2\)](#) personally-enrolled ISOs that have a paid rank of Senior Director (rank-4) or above in the current week.
  - [One \(1\)](#) placed on the Left and [one \(1\)](#) placed on the Right (of BC-1).

### 18.3 Benefits

- ▶ CAB
- ▶ Retail Store Bonus
- ▶ Binary Bonus

## 19 Silver (Rank-6):

### 19.1 Achievement Requirements

- ▶ Active in the week
- ▶ Six (6) personally-enrolled ISO's that are each enrolled on a 100+ BV autoship, and each have completed 200 cycles in the past four (4) weeks.
- ▶ Two (2) personally-enrolled ISOs that have a paid rank of Bronze (rank-5) or above in the current week.
  - One (1) placed on the Left and one (1) placed on the Right (of BC-1).
- ▶ Flagged as successfully completing the Director's Training

### 19.2 Maintenance Requirements

- ▶ Active in the week
- ▶ Active in the week
- ▶ Six (6) personally-enrolled ISO's that are each enrolled on a 100+ BV autoship, and each have completed 200 cycles in the past four (4) weeks.
- ▶ Two (2) personally-enrolled ISOs that have a paid rank of Bronze (rank-5) or above in the current week.
  - One (1) placed on the Left and one (1) placed on the Right (of BC-1).

### 19.3 Benefits

- ▶ CAB
- ▶ Retail Store Bonus
- ▶ Binary Bonus

## 20 Gold (Rank-7):

### 20.1 Achievement Requirements

- ▶ Active in the week
- ▶ [Eight \(8\) personally-enrolled ISO's that are each enrolled on a 100+ BV autoship, and each have completed 300 cycles in the past four \(4\) weeks.](#)
- ▶ [Two \(2\)](#) personally-enrolled ISOs that have a paid rank of Silver (rank-6) or above in the current week.
  - [One \(1\)](#) placed on the Left and [one \(1\)](#) placed on the Right (of BC-1).
- ▶ Flagged as successfully completing the Director's Training

### 20.2 Maintenance Requirements

- ▶ Active in the week
- ▶ [Eight \(8\) personally-enrolled ISO's that are each enrolled on a 100+ BV autoship, and each have completed 300 cycles in the past four \(4\) weeks.](#)
- ▶ [Two \(2\)](#) personally-enrolled ISOs that have a paid rank of Silver (rank-6) or above in the current week.
  - [One \(1\)](#) placed on the Left and [one \(1\)](#) placed on the Right (of BC-1).

### 20.3 Benefits

- ▶ CAB
- ▶ Retail Store Bonus
- ▶ Binary Bonus

## 21 Platinum (Rank-8):

### 21.1 Achievement Requirements

- ▶ Active in the week
- ▶ [Eight \(8\) personally-enrolled ISO's that are each enrolled on a 100+ BV autoship, and each have completed 500 cycles in the past four \(4\) weeks.](#)
- ▶ [Two \(2\)](#) personally-enrolled ISOs that have a paid rank of Gold (rank-7) or above in the current week.
  - [One \(1\)](#) placed on the Left and [one \(1\)](#) placed on the Right (of BC-1).
- ▶ Flagged as successfully completing the Director's Training

### 21.2 Maintenance Requirements

- ▶ Active in the week
- ▶ [Eight \(8\) personally-enrolled ISO's that are each enrolled on a 100+ BV autoship, and each have completed 500 cycles in the past four \(4\) weeks.](#)
- ▶ [Two \(2\)](#) personally-enrolled ISOs that have a paid rank of Gold (rank-7) or above in the current week.
  - [One \(1\)](#) placed on the Left and [one \(1\)](#) placed on the Right (of BC-1).

### 21.3 Benefits

- ▶ CAB
- ▶ Retail Store Bonus
- ▶ Binary Bonus

## 22 Diamond (Rank-8):

### 22.1 Achievement Requirements

- ▶ TBD

### 22.2 Maintenance Requirements

- ▶ TBD

### 22.3 Benefits

- ▶ CAB
- ▶ Retail Store Bonus
- ▶ Binary Bonus