



# Distributor Compensation Plan: Earn Income In Two Ways

## 1. Retail Profits

Earn 25-100% profit on Retail Sales of SeneGence products!

### A. Immediate Sales Income

This is the profit on total sales and the immediate sales income from the follow up phone calls made within 24 to 48 hours following a sales event / demonstration (exclusive of expenses from holding a product demonstration). This activity requires your presence, time and effort for each and every action. It is a finite total in that there is a final sales amount which takes a specific period of time each week - there are only so many hours to accumulate new Immediate Sales Income.

### B. Reorder Sales Income

This form of income can result from subsequent sales to existing / prior customers. Reorder Sales Income can increase with a growing Customer base through your continued customer service and follow up sales efforts. Spend time and attention on customer service to increase reorder sales income from your Customer base.

## Distributor Product Discount & Potential Retail Earnings

<b>PV</b> (Point Value, can be found on the Distributor order page)	<b>Distributor Discount</b> (% off suggested retail value)	<b>Distributor cost</b> (% of suggested retail value)	<b>Potential Earnings</b> (% of Distributor cost of goods)
1 - 99.99	20%	80%	25%
100 - 299.99	30%	70%	43%
300 - 749.99	40%	60%	67%
750 +	50%	50%	100%

The chart above is an example only, not a guarantee or representation that you will experience these exact earnings, or any earnings. Rather, it is intended as a guidance tool to show you how a Distributor's potential profit margin increases as their discount level increases. Discounts are available on re-sale, commissioned products only.

## 2. Commission Income

### A. Downline Commission

Begin earning commissions quickly! Downline Commissions are paid on the first 100 CV.

To qualify for Downline Commissions, you must have at least 100 PV in the same qualifying month as orders placed in your Downline.

\*There are three additional qualifications to earn 4<sup>th</sup> level Downline Commissions in the same qualifying month:

1. Have at least five 1<sup>st</sup> level Distributors that have been personally sponsored by you (without compression), and who have at least 100 PV within the same qualifying month.
2. You have at least 200 PV within the same qualifying month.
3. Levels 1-3 must have Group PV of at least 10,000 within the same qualifying month.

\*\*There are three additional qualifications to earn 5<sup>th</sup> level Downline Commissions in the same qualifying month:

1. Have at least five 1<sup>st</sup> level Distributors that have been personally sponsored by you (without compression), and who have at least 200 PV within the same qualifying month.
2. You have at least a 300 PV within the same qualifying month.
3. Levels 1-3 must have Group PV of at least 15,000 within the same qualifying month.

**Downline Commissions**  
1<sup>st</sup> Level = 10%  
2<sup>nd</sup> Level = 20%  
3<sup>rd</sup> Level = 30%  
\*4<sup>th</sup> Level = 5%  
\*\*5<sup>th</sup> Level = 5%

### B. Group Sales Volume (GSV) Bonus: Earn Great Payout on Group Volume

The Group Sales Volume Bonus is paid on the total CV of all Product Orders personally placed and paid for by your Downline in the same qualifying month minus the first 100 CV. (Commissions were already paid on this amount in the Downline Commission.)

#### Level 1

To earn a GSV bonus on the 1<sup>st</sup> level, Group Sales Volume qualifications are:

1. Personally have at least 100 PV within the same qualifying month.
2. Have at least one Distributor on your 1<sup>st</sup> level, that was personally sponsored by you (without compression), and that has at least 100 PV within the same qualifying month.

#### Levels 2-5

To earn a GSV bonus on 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup>, and 5<sup>th</sup> levels, Group Sales Volume qualifications are:

1. Personally have at least 300 PV within the same qualifying month.
2. Have five Distributors on your 1<sup>st</sup> level, that have been personally sponsored by you (without compression), and that each have at least 300 PV within the same qualifying month.

**Group Sales Volume Bonus**  
1<sup>st</sup> Level 10%  
2<sup>nd</sup> Level 6%  
3<sup>rd</sup> Level 4%  
4<sup>th</sup> Level 3%  
5<sup>th</sup> Level 2%

3. Each level of Distributors (level 2-5) must have at least five Distributors that have been personally sponsored by their immediate upline Distributor (without compression), with at least 300 PV, within the same qualifying month, in order to qualify for commission payout of that level.
4. Each level (2-5) must fulfill qualifications for that level and the levels above it (without compression) to receive the commission for that level.

**PV – Point Value** is used to qualify for Commissions and Bonuses. Point Value can be found on the Distributor order page.

**CV – Currency Value** is used to convert PV into your country currency for payment of Commissions and Bonuses. When used to pay Commissions and Bonuses, CV is multiplied by a unique country factor. In Hong Kong  $CV = PV \times 8$ . All Hong Kong Commissions are paid in HKD.

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## Frequently Asked Questions Regarding the SeneGence Compensation Plan

1. **If Downline Commissions are only paid on the first 100 PV of a Downline Distributor's PV, is that the only part of the order that is commissionable?**  
No. The balance of the order (above 100 PV) is commissionable in the Group Sales Volume Bonus.
2. **If a Downline Distributor has more than one PV order in a given month that is in excess of 100 PV, does the Downline Commission get paid again?**  
No. Downline Commissions are paid on the first 100 PV in a given month, after that, the balance of the order(s) goes into Group Sales Volume Bonus.
3. **To receive the 6% GSV bonus on my second level do I need five 1st level Distributors with PV of 300 each, and five 2nd level Distributors with PV of 300 each?**  
Yes. Remember that these five first level Distributors that qualify you for the Group Sales Volume Bonus beginning at level 2, must be personally sponsored by you (no compression is applied for GSV Bonus qualification), and you must also have 300 PV.
4. **If a certain level does not fulfill its qualification for Group Sales Volume Bonus, can you skip that level and go down to the next level that does?**  
No. Each level prior, along with the level commissionable, must fulfill the requirements, without compression.
5. **Is a month a 30-day period or a calendar month?**  
Calendar month.
6. **If I have a first level Distributor that does not have a PV order in a given month, but some of her downline, in lines 1-5, do, would I still receive Downline Commissions on those Distributors?**  
Yes, provided you have met the requirements for the level in question.
7. **If I have a first level Distributor that does not have a PV order in a given month, for purposes of Downline Commissions, does the next level get moved up? (compression).**  
No. For purposes of Downline Commissions, Downline positions are permanent and do not compress. You still receive commissions for all levels you qualify for on the rest of your downline levels 1 -5. Downline Distributors stay in place at all levels for both qualification and calculation of Downline Commissions.
8. **Where in the compensation structure does levels moving up (compression) occur?**  
Compression occurs in the Group Sales Volume Bonus commission structure. Compression does not occur for the determination of your qualification for GSV Bonus, however it does occur for the calculation of the amount of any qualified GSV Bonus. Thus, if you have a Distributor on a given level that does not place an order in a given month, once the qualifications are met at any level, that downline will move up a level for the calculation of percentages paid on the various qualified levels that month.
9. **Does a (compressed) Distributor in my second line, who has placed an order and moves up to my first line (due to the sponsor not having a PV order that month), count toward my five first line Distributors that I need to qualify for the Group Sales Volume Bonus on levels 2 through 5?**  
No. The qualifications to be paid on your second through fifth line begin with five first line Distributors that you have personally sponsored, that each have orders totaling 300 PV in the same month. Each level of qualification for Group Volume Bonus must be fulfilled with at least five personally sponsored Distributors from an upline Distributor (without compression).
10. **So I will receive the higher bonus percentage resulting from compression, but compression will not occur in the qualification process for the payout for Group Sales Volume Bonuses. Thus, for qualification for the GSV Bonus, at least five Distributors with the required PV on my first level must have been personally sponsored by me, and so on down for each one of the levels? Then, if the qualifications requirements are met (without compression), the calculation of the amounts paid for GSV Bonus is made with compression.**  
That is correct.

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