



# Compensation Plan



# Congratulations!

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WELCOME  
TO THE NEOLIFE FAMILY!



There has never been a better time to be part of a company that is taking the world by storm; providing a range of products that dramatically improve health... whilst also providing an outstanding income opportunity to those who choose to become Distributors and take charge of their lives.

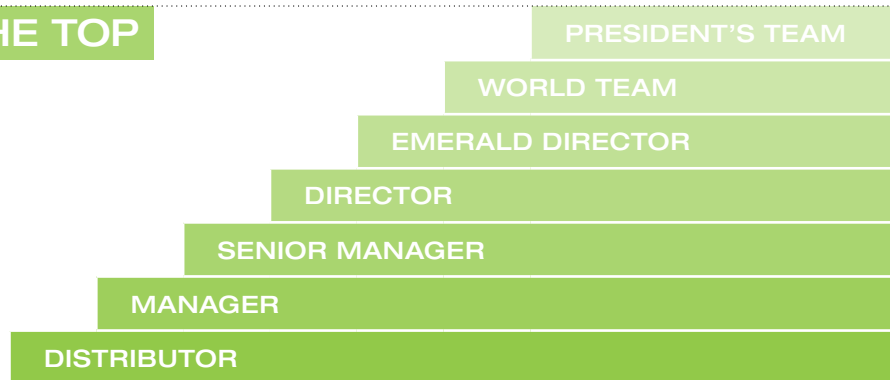
The NeoLife Compensation Plan is laid out on the following pages. It is a highly rewarding plan, and in no time at all, you'll be well versed in how it works...and ready to tap into its unlimited income potential.

If you have questions, feel free to draw upon the expertise of your Sponsor, or any member of the NeoLife Distributor Services Team.



# Definitions & Terminology

## THE PATH TO THE TOP



## Some Important Terms

- **PV - Point Value** - PV is a Point Value assigned to each product and is used to qualify for bonuses, recognition and achievements. PV doesn't change when prices are adjusted. So no matter what the price of an item, the amount of PV which must be sold to attain particular bonus qualifications does not vary from year to year.
- **PPV - Personal Point Value** - Personal PV is PV on your Distributor Account and represents the total Point Value of all products that you purchased during the month. 100 PPV is the minimum monthly activity for a Distributor to be eligible to participate in NeoLife's Marketing Plan Bonuses and Incentives.
- **QPV - Qualified Point Value** - QPV is a combined PV figure: your Personal PV for the month, plus the PV of all the Distributors you've sponsored, and that they have sponsored, extending to the next Qualified Director in your downline. Your QPV determines the percentage of Sales Volume Bonus that you qualify to earn each month.
- **Qualified Director** - Qualified Director is a Distributor who has the Director Title and accumulates at least 4,000 QPV. Qualified Directors earn the 25% "Top of the Chart" Sales Volume Bonus.
- **Group PV - Group Point Value** - Is your QPV, plus the QPV of all Qualified Directors, in your first three levels.
- **BV - Bonus Volume** - BV is a currency value assigned to each product on which your bonuses are calculated. BV values for each product can be found in the Confidential Distributor Price List. BV changes along with prices and is therefore an inflation-fighting feature. As cost of living and product prices go up over time, so does your income!  
*Note – BV does not have a fixed relationship to PV for each product. The average ratio for products sold in Africa is approximately \$0.60 BV per PV.*
- **SRP - Suggested Retail Price** - Suggested Retail Price is the price NeoLife recommends that you use to sell to Retail Customers. Suggested Retail Price Lists are available from NeoLife.
- **DP - Distributor Price** - Distributor Price is the wholesale price of NeoLife Products to the Distributor. All registered Distributors can purchase product directly from NeoLife at Distributor Price.

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## ■ Earning is SIMPLE!

**There are many ways to earn income from your NeoLife Business:**

- You earn retail profits selling directly to your customers.
- Beginning with the month you become a Manager, you're eligible to earn a Sales Volume Bonus.
- When you achieve the Director title you earn Leadership Development Bonuses on other Qualified Directors developed in your downline organisation.
- As you achieve President's Team you qualify for a Network Development Bonus on your network.
- You can also qualify for regular Incentives, Personal Recognition and Travel Rewards based on your performance.

## ■ Getting Started as a DISTRIBUTOR

**Every Distributor starts by completing a Distributor Application with their Sponsor. Following enrolment you will receive:**

- Your NeoLife Distributor ID Card and Personal Identification Number - These are important for placing orders and sponsoring other Distributors.
- Your Distributor recognition pin - Once you become a fully Qualified Distributor with 100 PPV in a month you will receive your new Distributor Pin. It is our way of welcoming you into the NeoLife family - you can wear it with pride.
- Your Distributor Kit - This kit will help you get your business started right away.

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## ■ Distributor Benefits

**By maintaining an active NeoLife Distributorship, you enjoy many benefits:**

- 1 You can purchase NeoLife Products at wholesale. This is an estimate saving of 20% off the retail price. When you share NeoLife Products with other people you earn retail profits.
- 2 Based on your title, you receive regular communications from the company including:
  - » **"Lifestyle" magazine with "News You Can Use"** - a worldwide view of NeoLife people and events combined with the most current science & product news & information that supports your NeoLife Business.
  - » **"NeoLife News"** - incentives and great up-to-date business-building news. (Senior Managers & above)
  - » **"Team Talk"** - NeoLife's e-mail newsletter.
- 3 You participate in Distributor training.
- 4 You have access to the exclusive "Distributor Only" section of NeoLife's website where you will find a wealth of information and support to help you grow your Business. This is where you will find great product and sales training information. The site provides access to sales reports and team bonus processing information from NeoLife, and also includes incentive and meeting news, interviews with successful Distributors, and personal development materials.
- 5 You enjoy powerful incentives based upon your performance.

**N.B.** Remember to renew your Distributorship every 12 months, from the month you started with NeoLife

# GET ON THE CHART!



As a **MANAGER**, you start earning Bonuses in the NeoLife Compensation Plan!



## ACHIEVE MANAGER AND RECEIVE VOLUME-BASED EARNINGS!

The more products you and your Distributors share with others, the more income you can make through Sales Volume Bonuses. Beginning with the month you become a Manager, you're eligible to earn a Sales Volume Bonus when you accumulate 250 QPV or more in one month. A minimum of 100 PPV is required to earn a Sales Volume Bonus. Your Sales Volume Bonus is calculated each month using the percentages shown in the chart.

**TIP:** 100 Personal Point Value each month Qualifies you to participate in the NeoLife Compensation Plan. The best way to ensure this is to get on auto order.

## MANAGER QUALIFICATIONS

Accumulate volume from your orders plus the orders of Distributors you sponsor for a total of 500 QPV (Qualified Point Value) in one month, with at least 100 Personal PV.

## SALES VOLUME BONUS CHART

	TOTAL MONTHLY QPV	SALES VOLUME BONUS
D I S T R I B U T O R S	4 000	25%
	3 000	20%
	2 000	15%
	1 000	10%
	500	5%
	250	3%

## MANAGER BENEFITS

All the Distributor benefits plus...

- Receive a "Manager" pin recognising your achievement
- Earn monthly Sales Volume Bonuses (see SVB chart)
- Attend team training, and special events.

# STEP UP!

Your Business will grow as you grow.



## Moving up to SENIOR MANAGER

### SENIOR MANAGER QUALIFICATIONS

Accumulate 1 000 QPV in one month with 100 PPV.

**Special Note:** You can achieve both your Manager and Senior Manager qualifications in the same month.

### SENIOR MANAGER BENEFITS

All the Manager benefits plus...

- Receive a “Senior Manager” pin recognising your achievement
- Earn a Sales Volume Bonus
- Attend Senior Manager training and other leadership events
- “NeoLife News” - incentives and great up-to-date business-building news

### Being a QUALIFIED Senior Manager

#### YOU NEED TO STAY QUALIFIED!

Qualified Senior Manager is a very valuable NeoLife status for you to maintain each month.

You are a Qualified Senior Manager the month that you first achieve 1 000 QPV. Every month thereafter that you achieve 1 000 Qualified Point Value or more, you maintain your Qualified Senior Manager status.

### QUALIFIED SENIOR MANAGER BENEFITS

All the Senior Manager benefits plus:

- Earn up to 20% Sales Volume Bonus on your personal volume and the volume of people you sponsor.
- You are now on your way to Director...

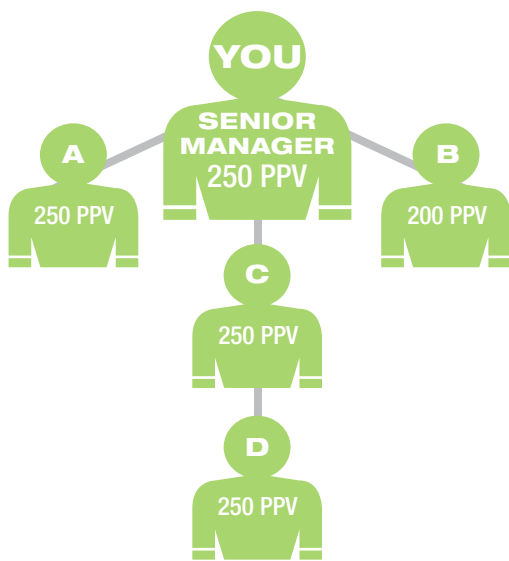
## SALES VOLUME BONUS CHART

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	2 000	15%
	1 000	10%
	500	5%
	250	3%

# IT'S BONUS TIME!

NeoLife's Sales Volume Bonus rewards you not just for your orders, but also for the orders placed by all the Distributors in your team!

In the example below, you ordered 250 PV of product and so did each of the 4 Distributors that you've sponsored into your team:



## MONTHLY QPV DETERMINES YOUR BONUS %

QUALIFIED PV (QPV)	
Example Distributor	PPV
<b>You</b>	250
<b>+A</b>	250
<b>+B</b>	200
<b>+C</b>	250
<b>+D</b>	250
<b>Total:</b>	<b>1 200 QPV</b>

SVB BONUS % FOR **YOU** IS 10%

Your Team earns SVB according to their own QPV	You earn on the Volume of their Orders
<b>A</b> has 250 QPV and earns 3% SVB	7% on Manager A (Your 10% rate less 3% earned by A)
<b>C</b> has 500 QPV and earns 5% SVB	5% on Manager C (Your 10% rate less 5% earned by C)
<b>B</b> is not yet a Manager and therefore is not yet eligible to earn SVB	10% on Distributor B (Your full 10% rate since B is not earning any SVB on their own)
	Plus 10% on your own Orders

### THE POWER OF NETWORKING!

Notice that by introducing others to NeoLife, **YOU** as a Qualified Senior Manager increase your QPV to 1 250 QPV.

Without the network of Distributors, **YOU** would have had only 250 PV and a bonus of 3%.

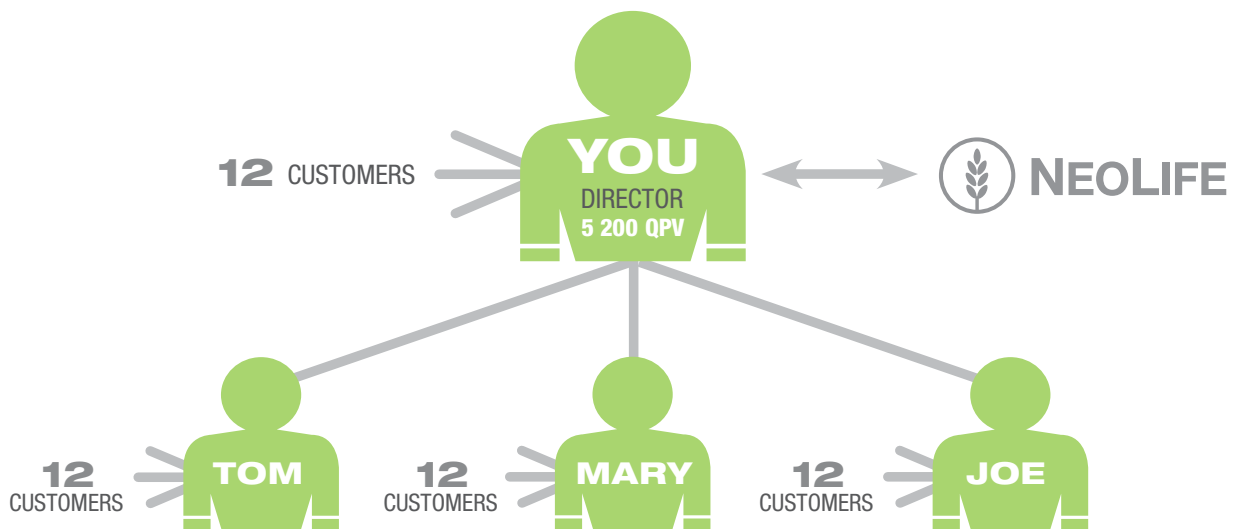
**By sponsoring others into NeoLife, YOU accumulate 1 000 PV and are a Qualified Senior Manager.**

### REACH FOR HIGHER BONUS LEVELS ON THE CHART!

In this example, your Bonus was based upon your 1 250 QPV and you qualified for 10%.

Note that by reaching 2 000 QPV your Bonus rate will increase to 15% and you will earn an additional 5% on all the orders in your network of Distributors!

# Achieving Director is YOUR KEY TO SUCCESS



This NeoLife Business would earn more than **\$10 000 per year!**

In our illustration, we assume each customer is using 100 PV worth of product. New customers may start with less than this, but regular customers often use much more.

A Director-size business built in this way would earn approximately \$10 000 per year!

This is an excellent income for part-time work.

The illustration above is designed to simplify the explanation of how a NeoLife Business is built.

### **BUILD YOUR BASIC 3**

- You have 12 customers
- You have introduced 3 other people into NeoLife who also have 12 customers each.

The Director Model accumulating 5 200 QPV is illustrated throughout these income examples. The minimum qualification for Qualified Director is 4 000 QPV; however the average QPV among Qualifying Directors is significantly higher. In NeoLife examples like this Director Model are commonly used.





# On your way to the Top ACHIEVING DIRECTOR



## DIRECTOR QUALIFICATIONS

NeoLife's Director Qualifications include two simple steps:

1. Be a NeoLife Qualified Senior Manager.
2. Accumulate 10 000 QPV in a 6 month period with at least 100 Personal PV each month and 4 000 QPV in your last month of qualifying.

## DIRECTOR BENEFITS

All the Senior Manager benefits plus...

- A prestigious "Director" pin
- Earn the maximum Sales Volume Bonus (25%)
- Earn Leadership Development Bonuses
- Participate in specialised Director Training
- Earn Special Director Incentives

At Director level, you're in a position to maximise your earning potential!

## QUALIFY IN 2 TO 6 MONTHS!

### SIX MONTH QUALIFICATION CHART

	Month No. 1	Month No. 2	Month No. 3	Month No. 4	Month No. 5	Month No. 6
	Achieve Senior Manager					
PPV	100	100	100	100	100	
QPV	1 000	800	1 500	2 000	4 800	Director Title was reached after 5 months.
Accumulated QPV	1 000	1 800	3 300	5 300	10 100	



## Your next step — **ACHIEVE EMERALD DIRECTOR**

Emerald Director is an exciting goal for every NeoLife Director. Emerald Director status reflects consistency in maintaining a growing Director business.

### **BENEFITS**

Director benefits **plus:**

- Receive a prestigious Emerald Director pin
- Earn the highest Sales Volume Bonus (25%)
- Earn Leadership Development Bonus
- You're in position to qualify for Sapphire Director and World Team benefits, including exciting travel incentives.

### **QUALIFICATIONS**

NeoLife's Emerald Director qualifications include two simple steps:

1. Be a NeoLife Director.
2. Achieve 3 consecutive months as a Qualified Director with 100 PPV and at least 4 000 QPV.

### **MAINTAINING EMERALD DIRECTOR**

To maintain Emerald Director, simply achieve Qualified Director status with 4 000 QPV a minimum of 1 in every 3 months and at least 100 PPV each month.

**TIP FOR NEW DIRECTORS:** The month that you achieve Director counts as the first month toward Emerald Director. This means you have only two additional Qualified Director months to achieve before being recognised as an Emerald Director!

# NeoLife WORLD TEAM

## Live Life as you Choose

DEVELOPING QUALIFIED DIRECTORS IS YOUR SPRINGBOARD TO SUCCESS!

### UNLIMITED SUCCESS WITH NeoLife

Qualify as a World Team Member by doing the following for three months in a six month period:

1. Do a minimum of 100 PPV & 4 000 QPV.
2. Develop a Qualified Director in your group.
3. Accumulate at least 10 000 Group PV.

Maintain as a World Team Member.

As your team grows, you reach even higher levels on the World Team. There are 11 recognition levels and qualifications for each level which are based on the combination of Qualified Director “legs” in your group and your total Group PV.

Your recognition level - and your financial rewards - increase every step of the way!

WORLD TEAM			
TITLE		QUALIFICATIONS	
		First Level Director Legs	Total Group PV
PRESIDENT'S TEAM	5 Diamond Director	18	500 000
	4 Diamond Director	16	400 000
	3 Diamond Director	14	300 000
	2 Diamond Director	12	250 000
	1 Diamond Director	10	200 000
	5 Ruby Director	8	150 000
	4 Ruby Director	6	100 000
	3 Ruby Director	5	50 000
	2 Ruby Director	4	30 000
	1 Ruby Director	3	20 000
	Sapphire Director	1	10 000

**TIP:** Group PV is your QPV, plus the QPV of all Qualified Directors in your first three levels.

# The Power of DUPLICATION!

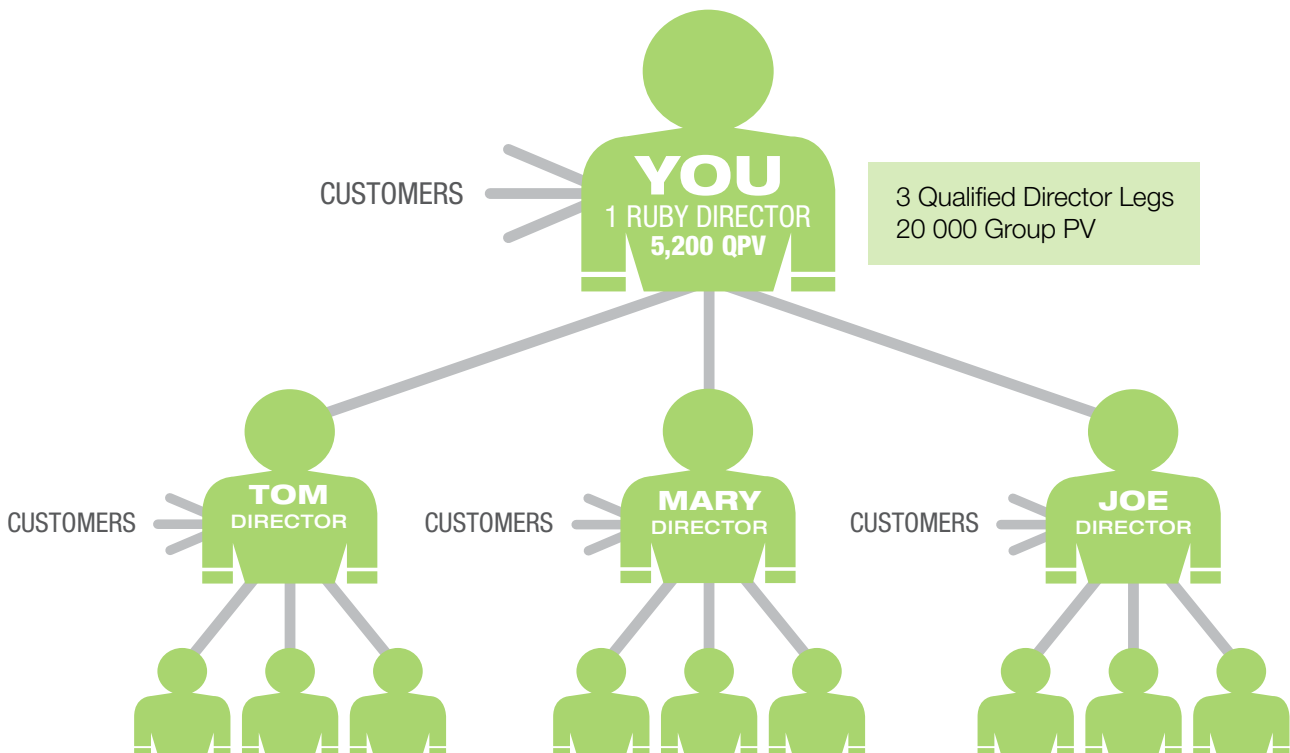
## YOUR BUSINESS: BUILDING THROUGH DUPLICATION

Each of the Directors in the illustration below has developed their own network of customers, and so each is maintaining a business averaging approximately 5 200 Points per month.

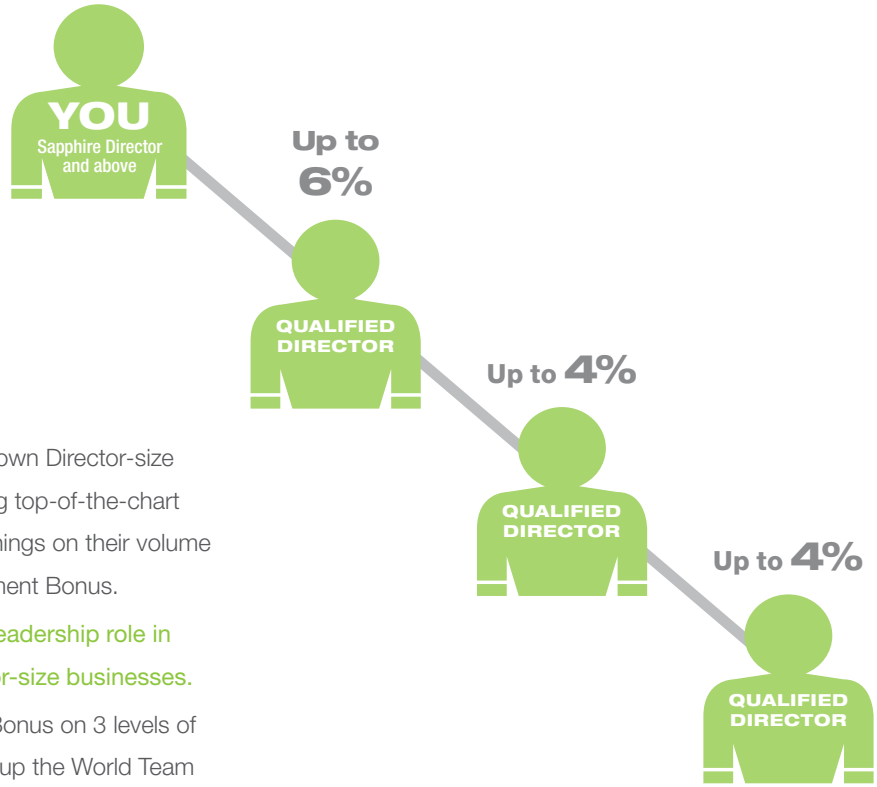
A NeoLife Business structured like this would earn approximately **\$20 000 per year!**

This illustration also shows you continuing to service your 12 customers, but it's important to note that Directors at this level have quite often built a much larger personal customer base - and are therefore earning much more residual income than that indicated by this basic illustration.

This is a simplified illustration of a 1 Ruby Director-size NeoLife Business.



# Leadership Development BONUS



**HERE'S HOW IT WORKS:**

When you help others to grow their own Director-size NeoLife Business, they begin earning top-of-the-chart Sales Volume Bonus - and your earnings on their volume shift to include Leadership Development Bonus.

This is how NeoLife rewards your leadership role in developing your network of Director-size businesses.

You earn Leadership Development Bonus on 3 levels of Qualified Directors: As you advance up the World Team to 3 Ruby Director, your Bonus percentages grow to 6% on your First-Level Directors, 4% on your Second-Level Directors, and 4% on your Third-Level Directors.

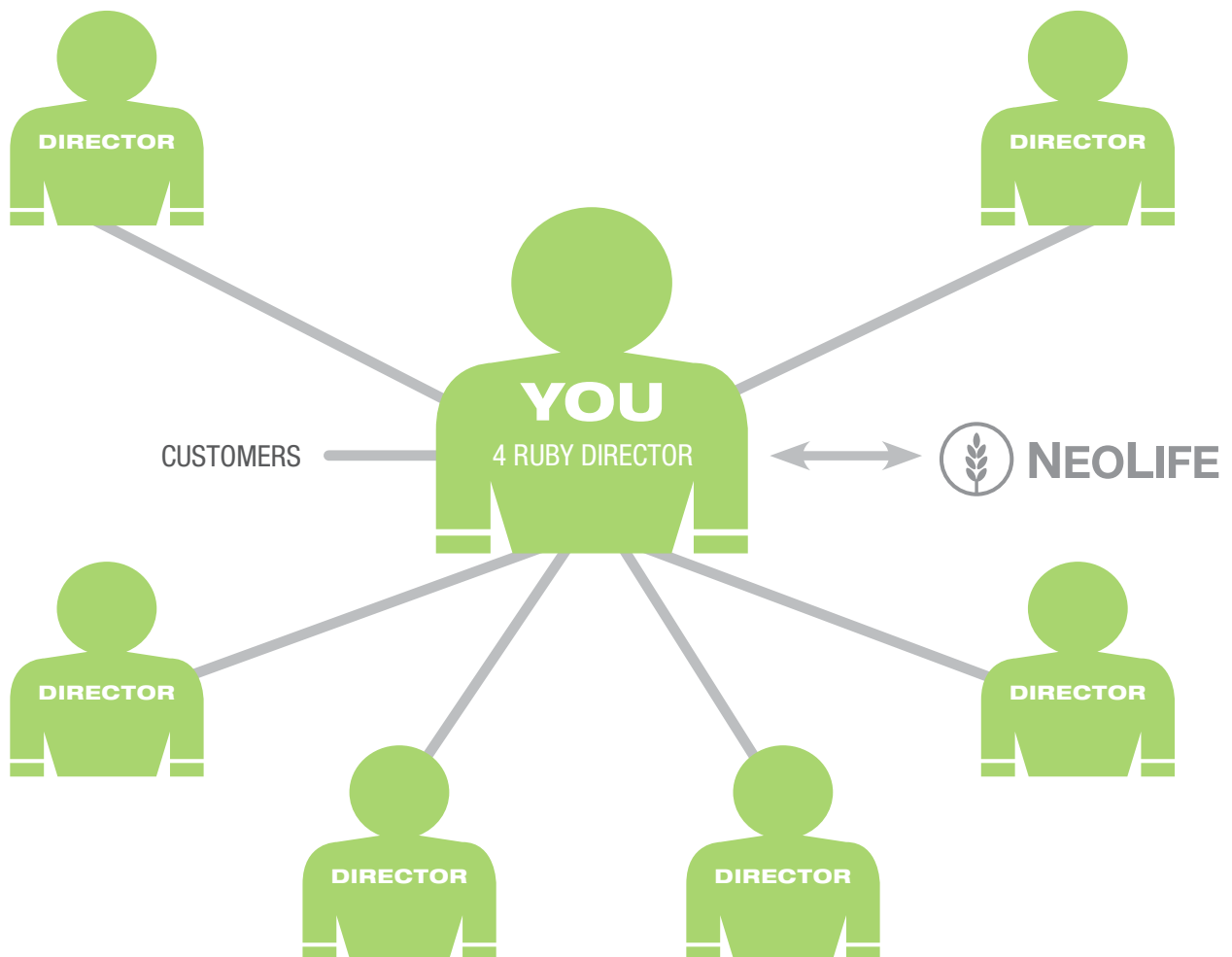
## EXAMPLE

LEADERSHIP DEVELOPMENT BONUS CHART				
		1st Level	2nd Level	3rd Level
QUALIFIED	4 Ruby and above	6%	4%	4%
	3 Ruby Director	6%	4%	4%
	2 Ruby Director	6%	4%	3%
	1 Ruby Director	6%	3%	2%
	Sapphire Director	6%	2%	1%
	Director	5%	2%	1%
For qualification requirements see page 11.				

# The Ultimate Reward – Joining the **PRESIDENT'S TEAM**

Using the Power of Duplication, in this illustration you have now helped a total of 6 Directors and they have each helped 3 others to achieve a Director-size business.

A NeoLife Business structured like this would earn approximately **\$60 000 per year!**



6 Qualified Director Legs  
100,000 Group PV

# Network Development BONUS

## WHAT IS A NETWORK DEVELOPMENT BONUS?

As you continue to take advantage of the Power of Duplication, adding new Directors and helping your group develop Directors in their networks, you will achieve 4 Ruby Director title which makes you a member of the elite President's Team - and you begin earning your Network Development Bonus.

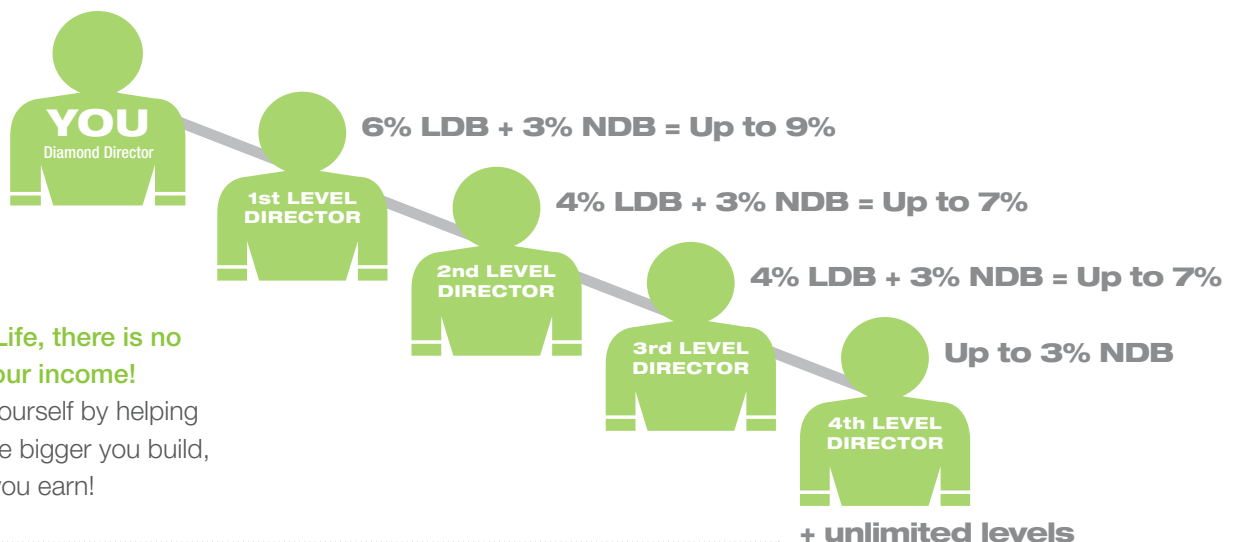
4 Ruby Directors and above earn their Network Development Bonus on their network's organisations, through unlimited levels, down to and including the next Director of the same pay status.

As a Diamond Director you earn 0.5% bonus on all the Directors in your network, up to & including the first Diamond Director below you. This is regardless of the status of that Diamond Director, and continues down through all levels until another Diamond Director is reached.

**These Network Development Bonuses are paid in addition to the Leadership Development Bonuses you earn!**

PRESIDENT'S TEAM - NETWORK DEVELOPMENT BONUS					Payment on First Diamond Director		
	Legs/Group	Own Team	4 Ruby	5 Ruby	1 Diamond	or	2-5 Diamond
5 Diamond Director	18/500 000	3%	2.5%	2%	1%	or	0.5%
4 Diamond Director	16/400 000	3%	2.5%	2%	1%	or	0.5%
3 Diamond Director	14/300 000	3%	2.5%	2%	1%	or	0.5%
2 Diamond Director	12/250 000	3%	2.5%	2%	1%	or	0.5%
1 Diamond Director	10/200 000	2%	1.5%	1%	0.5%	or	0.5%
5 Ruby Director	8/150 000	1%	0.5%	0.5%*			
4 Ruby Director	6/100 000	0.5%	0.5%*				

\* Ruby Director Payment on First Ruby Director of the same status



**With NeoLife, there is no limit on your income!**  
You help yourself by helping others - the bigger you build, the more you earn!

For More Information  
[www.NeoLife.com](http://www.NeoLife.com)



Code 322

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