

The Following Compensation Plan enhancements have been implemented as of July 1, 2015:

## **There are now 3 Enrollment Options:**

**IMR** for \$199

**\*LEADER starter Pack - \$499.** This position includes the IMR fees and a number of sample products & gift cards (\$935 in total Value!). This option includes 5 customer points which DOUBLE to 10 customer points if the new representative chooses the Platinum Discount Network when signing up

**\*VIP starter Pack - \$999.** This position includes the IMR fees and nearly 3 times the sample products and gift cards in the Leader starter pack. (\$2,021 in total Value!). This option includes 10 customer points which DOUBLE to 20 customer points if the new representative chooses the Platinum Discount Network when signing up.

\*Both the Leader & VIP starter packages default to the Smart Builder program in the second month and require ongoing subscription to the Platinum Discount Network in order to maintain the double points (10 & 20, respectively).

## **Customer Acquisition Bonuses (CABs) have increased from a total payout of \$130 prior to July 1st to \$385 now!**

The IMR position and the starter packs pay the following CABs upon qualification:

IMR \$160

LEADER \$250

VIP \$385

## **Qualification is now 8 customer points on ANY Product or service!**

This applies to all representatives, including ALL representatives who came in prior to July 1, 2015.

## **Personal Product Commissions (PPC)\* have been added to the compensation plan!**

**Representatives now earn up to 20% on all product sales.**

**The discounts work on the following schedule:**

0-24 Customer Points = 10% personal commission (PC)

25-49 Customer Points = 15% personal commission

50+ Customer points = 20% personal commission

Example: if a representative has 50 customer points and \$200 in Personal Product Sales (PPS) they will receive \$40 (\$200 x 20%) in PPC! This is above all other residual commissions & bonuses!

*FREE with 5 referrals count as PPS*

\*Personal Product Commissions DO NOT apply to services – only to product sales (ie. Montavida, Hi5 products, etc.)

## **The 50 Customer Club has been enhanced!**

The 50 customer club now requires 50 individual customers as opposed to points

The club now guarantees a \$250 monthly bonus ongoing\*!

100 Customer Club now requires 100 individual customers as opposed to points

The 100 club now guarantees a \$500 monthly bonus ongoing\*!

\*Maintain 50 or 100 customers to qualify for the \$250 or \$500 bonus every month. Two new customers are no longer required!

## **The Quick Start Bonus has been enhanced!**

**Those who promote to ET in their 1st 30 days earn \$200**

**Quick Start Check Match – EVERY new ET in 30 days will trigger a Quick Start Check Match**

50% or \$100 will be paid to the upline Executive Trainer

50% or \$100 will be paid to the upline Executive Director

QS check match can be earned on an UNLIMITED number of new ETs!

## **The Leadership Development Bonus (LDB) has been added!**

\$80 will be paid on every VIP starter pack

\$40 will be paid on every LEADER starter pack

A representative must first qualify as a National Director or above and have a qualified National Director or above under them.

Once this happens, the representative will begin to be paid on EVERY VIP and Leader starter pack purchased under their NDs and above.

LDB is paid through 4 levels of ND (or above) leadership

When a new representative enrolls, purchases a VIP starter Pack and qualifies with 8 customer points, 5LINX pays \$80 in LDBs

\$20 will be paid in LDB through each of 4 levels of ND leadership

When a new representatives enrolls, purchases a LEADER starter Pack and qualifies with 8 customer points, 5LINX pays \$40 in LDBs

\$10 will be paid in LDB through each of 4 levels of ND leadership

## **Earned position requirements have changed:**

ET: 2 Legs of a qualified IMR

ED: 4 Legs of a qualified IMR

ND: 6 Legs of a qualified IMR

SVP: 8 Legs of a qualified IMR

PSVP: 10 Legs of a qualified IMR

## **Organizational customer point minimums are now required at each earned position with at least 20% being from service**

ET 20 customer points

ED 100 overall points

ND 500 overall points

SVP 2000 overall points

PSVP 15,000 overall points

DPSVP two options:

30,000 overall points in SVP, SVP1; SVP2; at least 6,000 from services or

50,000 overall points in PSVP & PSVP1; at least 8,000 from services

\*5LINX is providing a 6 month Grace period for existing representatives to qualify for their current position under new earned position requirements; new requirements take effect for promotion to a higher position immediately

## **Platinum Pool contributions have been enhanced!**

1% of retail sales price is now being added on all products!

Services contributions remain the same

Enrollment contributions are as follows:

IMR \$20

LEADER \$25

VIP \$30

## Part 1 Q & A for Representatives who are currently in the business Prior to July 1, 2015 Compensation Implementation

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**Q.** *What will happen with current income, per its current method of payment? Will it shift to this model or remain the same?*

**A:** Everything that is in the system before 7/1 will be paid out based on the current compensation plan. Everything after 7/1 will pay out based on the new compensation plan.

**Q.** *Existing representatives would be grandfathered on the earned position requirements especially the QIMR's? If not, how much time do they have to complete it?*

**A:** Existing representatives are given 6 months to get qualified with the new qualifications. Current QIMRS will qualify immediately if they already have a combination of 8 points on any products or services.

**Q.** *Is this retroactive for current representatives who have achieved these customer levels.*

**A:** Yes if they are outside of their first 60 days.

**Q.** *Are the payouts still weekly for cabs?*

**A:** Yes.

**Q.** *Do the retention points count towards the points?*

**A:** No they do not count towards the points.

**Q.** *Will the 100 & 200 customer clubs remain as is?*

**A:** No we are moving to a 50 and 100 customer club model where you have to have 50 separate customers (not points) and 100 separate customers (not points) in order to be eligible for the club.

**Q.** *With the modifications. Will the 10 business day cancellation time frame still be in effect? Meaning when will the payout actually start?*

**A:** Yes the 10 business day cancellation time frame is still in effect. The payout will still occur after the 10 business day refund period.

**Q.** *Will retention points continue?*

**A:** No, retention points will not continue.

**Q.** *Can existing representatives sign up for the VIP package like an upgrade option?*

**A:** Currently no.

**Q.** *Will current IMR's be able to purchase similar product bundles such as the VIP or Leader starter package?*

**A:** Currently no.

**Q.** *If an old representative comes back into the business, will they immediately be on the new comp plan?*

**A:** Yes.

## Part 2 Q & A information pertaining to Representatives who enter the business July 1, 2015 or Later

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**Q.** *What report will be the benchmark report for identifying how many points are from products and how many are from services?*

**A:** It will be the personal customer report.

**Q.** *What is the monthly carrying cost for VIP & Leader packages?*

**A:** VIP starter pack = \$55.00 Leader Starter Pack = \$55.00. However you will need to have Platinum discount network for 49.95 in order to maintain your double points.

**Q.** *Will someone have the option of purchasing the packages with a prepaid card, and then pay/update their Platinum Discount Network with a non-prepaid card?*

**A:** At this time no.

**Q.** *What are the qualification requirements when the new plan goes into effect? Is it just any 8 points?*

**A:** Yes a combination of any 8 points will count towards your 8 points for qualification.

**Q.** *Will smart builder count towards those 8 points for qualifying?*

**A:** Yes.

**Q.** *If I Sponsor place a representative that becomes an ET, will I get the matching Payout?*

**A:** If you are the Upline ET yes.

**Q.** *Is the Personal commission value based on the product price or the product CV?*

**A:** The personal commission on the product sales is based on the product price.

**Q.** *Are the prices the same for Canada?*

**A:** Yes this is the same for Canada.

**Q.** *Will all start up positions have the same representative value for production?*

**A:** Yes.

**Q.** *To earn a Quick Start check match does the representative need to reach ET in their first 30 days?*

**A:** Yes they must earn a Quick start bonus by reaching ET in the first 30 days.

**Q.** *Do you need 100 CPs to get promoted to ED?*

**A:** You need 100 a total combining personal and downline customer points.

**Q.** *When will the check match pay out?*

**A:** After the representative has qualified and after the 10 business day refund period has passed.

**Q.** *If the new representative does not choose the Platinum discount network initially and they choose to pay for Platinum services. How many points will they receive?*

**A:** They will receive 0 points if they just choose to have Platinum services without the Platinum discount network.

**Q.** *Is there a time frame to upgrade from IMR TO VIP?*

**A:** Currently only those who came in as IMRs before noon on July 1, 2015 will have the option to upgrade.

**Q.** *When someone gets the VIP (999) to maintain 20 customer points they just need continue to pay Platinum Discount Network?*

**A:** Along with continuing to pay for the Platinum discount network the representative must also continue paying for the Smart Bundle.

**Q.** *When does the Leadership Development Bonus pay out?*

**A:** The Leadership Development Bonus follows the same pay schedule as CABS.

**Q.** *Will the VIP & Leader start up come with enough qualification points?*

**A:** If the VIP starter Pack is selected you will be qualified immediately. If you purchase the Leader starter pack you will need 3 more customer points. Unless you purchase the platinum discount network with the Leader starter package it will be worth 10 points and will be qualifying.

**Q.** *Can you explain the position qualification info? It said 500 customer points for ND, is that a combined team total?*

**A:** Yes that is a team total.

**Q.** *How much is the Platinum Discount Network?*

**A:** 49.95

**Q.** *What is the time frame for the Quick Start Bonus payout?*

**A:** It will pay out after the 10 business day refund time period.

**Q.** *How many customers do I receive for the VIP and the leader starter package?*

**A:** For the Leader starter package - One customer for Energy certification plus Platinum discount network would be an additional customer so a total of two customers.

VIP - One customer for energy certification, one customer for international event ticket, plus Platinum discount network would be an additional customer so a total of three customers.

**Q.** *Will I be able to see how many individual customers that representatives in my downline have?*

**A:** Yes you will, we are currently working on that now.