

## BEAUTIFUL SIMPLICITY

**The beauty of a binary compensation plan lies in its simplicity.**

The structure of the Team Commissions binary tree is very simple. Each Independent Business Owner (IBO) has just two legs- a left and a right leg. However, there are several intricacies that we will explore to help you maximize the full value of the compensation plan.

## EARNING MONEY

**There are three main ways to earn money in Qivana's Team binary plan.**

1. **Team Commissions** are the base of the compensation plan. As you build a team, you place them under you in either your left or right leg. You can qualify to earn a commission on their weekly purchases.
2. **Executive Matching Bonus** is a great way for you to earn an extra bonus on the people you personally sponsor, and the people they sponsor, up to seven sponsor generations.
3. **Incentive Bonuses** give you another way to begin earning income right after you become an IBO and have Personal Volume (PV) of at least 100.

## A QUICK LOOK

**Before we get into the details, here are a few quick take-a-ways:**

- All commissions are paid weekly, on one week worth of activity, and will be paid the second Friday following the end of the commission week. Each commission week begins Sunday 12:00 AM and end the next Saturday at 11:59 PM.
- Your Qivana Pay Card is the most simple and quickest way to receive each weeks commissions. It is included as part of your sign up fee when you started your Qivana business.
- 200 PV each month will ensure you're able to maximize your earning potential and take full advantage of all aspects of the compensation plan, including the Quick Start and Builder Bonus.
- You can begin earning Bonus Commissions with just 100 PV. You can also begin to earn Team Commissions and an Executive Matching Bonus with at least 100 PV each month.

## TEAM COMMISSIONS

**Team Commissions** are the foundation of the compensation plan. They are paid from the binary tree structure. Your binary tree has two legs—a left leg and a right leg. Everyone in your team will fall into one of these two legs. As you sponsor people into your team and as they sponsor new people, you are entitled to receive a Team Commission on their weekly purchase volume. The calculation is simple. Your commission is 10% of the total volume in your lesser leg. To begin earning Team Commissions, you must have the following:

- \* active with at least 100PV Monthly
- \* 500 GV (or greater) in lesser leg volume
- \* personally sponsor at least 1 active\* IBO in the left and right leg of the binary structure.

\*An active IBO is defined as having at least 50PV monthly rolling volume and at least 50PV AutoShip.

## EXECUTIVE MATCHING BONUS:

**The Executive Matching Bonus (EMB)** entitles you to receive a share of the Team Commissions on the people you personally sponsor, up to a total of seven generations. A generation is defined as all the people you personally sponsor, and the people they personally sponsor, down until an IBO is found who qualifies for EMB. Everyone you personally sponsor is placed on your first level and each level pays out on unlimited width. This EMB tree is completely separate from the Team Commission tree, and simply follows the chain of personally sponsored IBOs. To qualify for your first generation Executive Matching Bonus you must:

- \* one-time order of at least 200PV
- \* be qualified as a Silver
- \* have at least 100 PV a month on AutoShip
- \* personally sponsor at least 4 active IBO's on AutoShip

\*An active IBO is defined as having at least 100PV monthly rolling volume and at least 100PV AutoShip.

As your rank and the number of people you personally sponsor on AutoShip increases, the number of generations you can earn with the EMB also increases.

**Note:** Purchasing 450PV as your initial order automatically qualifies you to receive Executive Matching Bonus on your first generation for your first four weekly commission cycles with no other requirements. Purchasing 1000PV on your initial order automatically qualifies you to receive Executive Matching Bonus on your first, second, and third generations for your first twelve weeks with no other requirement.

	PLUS RANK						
	PLATINUMPRO	DIAMOND		EXECUTIVE DIAMOND	PRESIDENTIAL DIAMOND		
PV REQUIRED	100	100	100	200	200	200	200
PERSONAL SPONSORED	4	6	8	12	16	24	28
GENERATION 1	20%	25%	30%	35%	40%	45%	50%
GENERATION 2		8%	8%	8%	8%	8%	8%
GENERATION 3			8%	8%	8%	8%	8%
GENERATION 4				8%	8%	8%	8%
GENERATION 5					8%	8%	8%
GENERATION 6						10%	10%
GENERATION 7							8%

\*THE 4, 6, 8 ARE PERSONALLY ENROLLED IBO'S. THE NEXT 4 RANKS ARE A COMBINATION OF PERSONALLY ENROLLED IBO'S (12, 16, 24, 28) AND RANK ACHIEVEMENT (PLATINUM PRO, DIAMOND, EXECUTIVE DIAMOND). PERCENTAGES REPRESENT MAXIMUM AMOUNT AND ARE NOT GUARANTEED.

**INCENTIVE BONUSES:**

**Silver2 Bonus-** As your Team grows, you will become eligible to earn extra incentive bonuses. To begin building your team, simply help each of your personally sponsored IBO's achieve the rank of Silver (they have at least 50 in Personal Volume a month and they personally sponsor two IBO's on AutoShip). As a qualified Silver, every time one of your personally sponsored IBO's achieves the rank of Silver, you will automatically receive the \$40 Silver2 Bonus. Silvers who make Silvers will receive this bonus. To qualify for the bonus you must be a qualified Silver and have at least 50 PV in the four week period your personally sponsored IBO hits Silver.

**Quick Start Bonus-** The Quick Start bonus is the fastest way to earn commissions as a new IBO in the Qivana Compensation Plan. If you have 100 PV you automatically qualify to receive 10% of the initial order volume, and if you have 200 PV or more, you will receive 20% of the initial order volume of those you personally sponsor.

**Builder Bonus-** The Builder Bonus is a very simple bonus and an added incentive for you to help your new personally sponsored IBO's get their businesses going quickly. You earn an additional commission on each initial order of 225PV or more of your personally sponsored IBO's. The Builder Bonus is in addition to any Quick Start commission you may have already earned. If you have an AutoShip option of at least 100 PV, you are eligible to receive up to \$35 in Builder Bonus. However, if your AutoShip is 200PV or greater; you are eligible to receive up to \$80.

Your personally sponsored IBOs Initial Order Options		BUILDER BONUS	
		What you will earn will depend on your personal AutoShip option	
		Qore Standard AutoShip (100 PV)	Qore Share AutoShip (200 PV)
QORE Share Pack	\$250 — 225 PV	\$8	\$18
Business Packs	\$500 — $\frac{450}{425}$ PV	\$16	\$36
Complete Business Pack	\$1000 — 1000 PV	\$35	\$80