

SALES COMPENSATION PLAN - NEW ZEALAND

A LifeVantage Distributor may earn sales compensation in eight (8) different ways.

- _ 01 RETAIL SALES PROFIT:** The difference between the Distributor paid price and the price paid to the Distributor by their retail Customer.
- _ 02 SMART START BONUS :** Up to 40% on Product Volume (PV), after conversion to local currency, is paid to any qualified Distributor whose new personally enroled LifeVantage Customers and/or Distributors purchase products.
- _ 03 LAUNCH BONUS :** Up to 5% commission paid to any Qualified Distributor (Pro 3 or higher) based upon qualifying product packs sold in downline and the qualified Distributor's Upline Enroler position.
- _ 04 UNILEVEL COMMISSIONS :** Up to 43% of PV, after conversion into local currency, on each product sold is paid by LifeVantage to the first Qualified and existing nine (9) Upline Distributors.
- _ 05 GENERATIONAL MATCHING BONUS :** Up to 10% on UniLevel Commissions is paid to any qualified Distributor (Pro 3 or higher) on UniLevel Commissions from five (5) uncompressed downline enrolment levels.
- _ 06 GLOBAL ELITE BONUS POOL :** 4% of the total PV from global sales is paid monthly by LifeVantage to qualified Elite Distributors.
- _ 07 ONE-TIME RANK ACHIEVEMENT BONUS :** \$100,000 to \$500,000 United States Dollars (USD), converted to local currency, is paid in partial monthly amounts to eligible Pro 10 ranks.
- _ 08 MULTIPLE BUSINESS CENTRES :** Eligible Distributors at Pro 5 and higher ranks may insert additional personal distributor positions within their organisations.

DEFINITION OF TERMS

Combined Leg. After determining the required High Leg(s) for any rank, the PV from any remaining leg(s) is combined to form the Combined Leg. A Distributor's Personal Product Volume purchases and all other PV of frontline customers are included within the Combined Leg. There is no maximum countable volume in the Combined Leg. The Combined Leg must be at least 20% of the required monthly minimum OV for ranks Pro 2 through Pro 4 and Pro 10 and at least 10% of the required monthly minimum OV for ranks Pro 5 through Pro 9 and Executive Pro 10 and at least 5% of the required monthly minimum OV for Presidential Pro 10.

Commissions. Sales Commissions are calculated by taking the PV sales amount multiplied by the LifeVantage currency conversion factor (1.52 in New Zealand as of March 1, 2020) and then multiplied by the applicable bonus. For example 1,000 PV in sales paid at 30% commission would be $1,000 \times 1.52$ (theoretical currency conversion factor) $\times 30\%$ ($1,000 \times 1.52 \times .30$) which equals \$456 NZD in sales commissions. LifeVantage periodically reviews and updates the currency conversion rate based on economic and market conditions.

CV: Commissionable Volume. The numeric value obtained when PV is multiplied by any applicable currency rate multiplier and used by LifeVantage to calculate commissions. In the USA, PV and CV are generally the same value.

Daily Bonus. The LifeVantage sales commissions/bonuses, such as the Smart Start Bonus and the Launch Bonus, which are calculated each US business day and paid either daily or weekly to Qualified Distributors in eligible markets. Daily Bonuses may be disbursed three (3) business days after the Daily Bonus calculation date to Qualified Distributors who are in an eligible market and have reached the rank of Pro 3 or above. Distributors who are not qualified for daily disbursement will be paid their Daily Bonus earnings weekly.

Dynamic Compression. The sales commissions concept that ensures all PV sales, no matter where placed, will automatically seek the next qualified upline Distributor until all existing nine levels of UniLevel Commissions are paid.

Enroler: The LifeVantage Distributor who enrolls a new Distributor or Customer. The Enroler may Sponsor or Place the new Distributor or Customer under their distributor position or under any other downline Distributor position. The position under which the new Distributor or Customer is placed is the "Placement Sponsor". The same LifeVantage Distributor may be both the Enroler and the Placement Sponsor.

Enroler Tree: The line of Distributors consecutively linked through Distributor enrolment and not by placement.

High Leg(s): The Leg with the most PV at the end of any calendar month is High Leg 1 and the leg with the next highest PV is High Leg 2, etc. Ranks Pro 2 through Pro 4 require a High Leg 1. Ranks Pro 5 through Pro 10 require a High Leg 1 and a High Leg 2. Executive Pro 10 requires a High Leg 1, 2 and 3. Presidential Pro 10 requires a High Leg 1, 2, 3 and 4.

High Leg Volume Requirement: Each High Leg has a maximum countable percentage of PV that can be used toward rank qualification for the UniLevel Commissions. The countable PV of any High Leg(s) may not exceed 80% of the total required OV for ranks Pro 2 through Pro 4. The countable PV of any High Leg(s) may not exceed 60% of the total required OV for ranks Pro 5 through Pro 9. The countable PV of any High Leg(s) may not exceed 40% of the total required OV for ranks Pro 10 through Presidential Pro 10.

Leg: An active Distributor or Customer who is sponsored and placed front-line or directly below the Distributor's position or an organisation originating from such Distributor. A front-line position may be personally enrolled by the Distributor or placed there by an upline Distributor. The Minimum Number of Legs requirement for UniLevel Commissions includes the Combined Leg and any required High Legs. For example, the minimum leg requirement for Pro 5 is three (3) so a Pro 5 will have two High Legs and the Combined Leg to equal the three minimum required Legs.

OV: Organizational Volume. The sum of the PV of all products sold and purchased by a Distributor's entire downline organisation, which includes the cumulative PV of each Leg and the Distributor's own PV derived from their sales to customers and their own personal Product Volume purchases. OV may also be called Group Volume (GV). Each qualified Paid Rank in the UniLevel Commissions requires a minimum monthly OV amount to be distributed in the Leg(s) and in the percentages required for such rank.

Placement Sponsor: The LifeVantage Distributor under whom the Enroler places a new Customer or Distributor. The Enroler may also be the Placement Sponsor.

PV: Product Volume. The numeric value attributed by LifeVantage on each commissionable product sold and/or purchased personally by a Distributor or their enrolled or sponsored customers and distributors for personal consumption and/or sales to retail Customers. Personal Product Volume refers to the PV when purchased directly by the Distributor. PV amounts accumulate from personal purchases and those Customer purchases directly to LifeVantage from Customers that are personally enrolled by the Distributor, regardless of placement.

Example: Total PV 200 = Distributor Personal PV Purchase 40 + Personally Enrolled Customers 160
(Distributor Personal PV purchases must equal at least 40 PV for all qualifications)

Qualified Distributor: Any Distributor position that has achieved at least 100 or 200 PV, depending on the bonus and/or rank requirements, with at least 40 PV coming from the Distributor's personal Product Volume purchases.

RANK ACHIEVEMENT DEFINITIONS

Distributor rank is achieved during a calendar month when the distributorship position qualifies as a Distributor, becoming a Qualified Distributor, by accumulating at least 100 PV, comprised of at least 40 PV from the Distributor's personal PV purchases.

Pro 1 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 1,000 PV.

Pro 2 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 2,500 with at least 100 PV in one High Leg and PV combined from any other legs forming the Combined Leg of at least 500 PV. No more than 80% of the total OV from the High Leg will be counted for this rank qualification.

Pro 3 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 5,000 with at least 100 PV in one High Leg and PV combined from any other legs forming the Combined Leg of at least 1,000 PV. No more than 80% of the total OV from the High Leg will be counted for this rank qualification.

Premier Pro 4 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 10,000 with at least 200 PV in one High Leg and PV combined from any other legs forming the Combined Leg of at least 2,000 PV. No more than 80% of the total OV from the High Leg will be counted for this rank qualification.

Premier Pro 5 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 20,000 with at least 200 PV in two High Legs and PV combined from any other legs forming the Combined Leg of at least 2,000 PV. No more than 60% of the total OV from any High Leg will be counted for this rank qualification.

Premier Pro 6 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 50,000 with at least 200 PV in two High Legs and PV combined from any other legs forming the Combined Leg of at least 5,000 PV. No more than 60% of the total OV from any High Leg will be counted for this rank qualification.

Elite Pro 7 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 100,000 with at least 200 PV in two High Legs and PV combined from any other legs forming the Combined Leg of at least 10,000 PV. No more than 60% of the total OV from any High Leg will be counted for this rank qualification.

Elite Pro 8 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 200,000 with at least 200 PV in two High Legs and PV combined from any other legs forming the Combined Leg of at least 20,000 PV. No more than 60% of the total OV from any High Leg will be counted for this rank qualification.

Elite Pro 9 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 500,000 with at least 200 PV in two High Legs and PV combined from any other legs forming the Combined Leg of at least 50,000 PV. No more than 60% of the total OV from any High Leg will be counted for this rank qualification.

Master Pro 10 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 1,000,000 with at least 200 PV in two (2) High Legs and PV combined from any other legs forming the Combined Leg of at least 200,000 PV. No more than 40% of the total OV from any High Leg will be counted for this rank qualification.

Master Executive Pro 10 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 2,000,000 with three (3) High Legs of at least 200 PV and the PV combined from any other legs forming the Combined Leg of at least 200,000 PV. No more than 40% of the total OV from any High Leg will be counted for this rank qualification.

Master Presidential Pro 10 rank is achieved during a calendar month when a Qualified Distributor has a minimum monthly OV of at least 5,000,000 with four (4) High Legs of at least 200 PV and the PV combined from any other legs forming the Combined Leg of at least 250,000 PV. No more than 40% of the total OV from any High Leg will be counted for this rank qualification.

01 RETAIL SALES PROFIT

LifeVantage Distributors buy LifeVantage products and sell the products to their retail Customers to earn a chosen retail profit. The Distributor will earn the amount equal to the difference between the price the Distributor paid and the price paid by the retail Customer to the selling Distributor.

No further commissions or bonuses are paid to the Distributor on sales the Distributor makes to retail Customers from the Distributor's personally purchased product inventory.

02 SMART START BONUS (Daily Bonus)

The Smart Start Bonus is a bonus paid to a Qualified Distributor on products purchased by the Distributor's personally enroled Customers and Distributors during their calendar month of sign up.

A Qualified Distributor with a Start Kit or Silver Kit purchase and 100-199 PV during the qualification period will receive a 20% Smart Start Bonus on any product PV purchased by personally enroled Distributors within their first calendar month or 30% Smart Start Bonus on any product PV purchased by personally enroled Customers within their first calendar month.

A Qualified Distributor with a Start Kit or Silver Kit purchase and 200 or more PV during the qualification period will receive a 30% Smart Start Bonus on any product PV purchased by personally enroled Customers or Distributors within their first calendar month.

A Qualified Distributor with a Platinum or Gold Kit purchase and 100-199 PV during the qualification period will receive a 30% Smart Start Bonus on any product PV purchased by personally enroled Customers or Distributors within their first calendar month and a qualified Distributor with a Platinum or Gold Kit purchase and at least 200 PV during the qualification period will receive a 40% Smart Start Bonus on any product PV purchased by personally enroled Distributors within their first calendar month or 30% Smart Start Bonus on any product PV purchased by personally enroled Customers within their first calendar month.

Smart Start Bonus Payout Options:

Qualified Distributor	Pack Purchased by Enroler	PV Requirement	Commission
Enroler	Start Kit or Silver	100-199 PV (40 min personal purchase)	30% of PV from personally enrolled new Customers 20% of PV from personally enrolled new Distributors
Enroler	Start Kit or Silver	200 or more PV (40 min personal purchase)	30% of PV from personally enrolled new Customers 30% of PV from personally enrolled new Distributors
Enroler	Platinum or Gold	100-199 PV (40 min personal purchase)	30% of PV from personally enrolled new Customers 30% of PV from personally enrolled new Distributors
Enroler	Platinum or Gold	200 or more PV (40 min personal purchase)	30% of PV from personally enrolled new Customers 40% of PV from personally enrolled new Distributors

- Each Distributor must maintain the minimum personal purchase PV to receive the desired Smart Start Bonus option.
- The qualification period for the required PV amounts for Daily Bonuses (Smart Start Bonus and Launch Bonus) is the 49 calendar days (measured using current Utah, USA time zone) immediately prior to the calculation date (USA Business day immediately following the transaction date).
- The Smart Start Bonus percentage payout is limited to the first 1,000 PV purchased by each new Customer or Distributor in their first calendar month. Any volume over 1,000 PV purchased within a Customer's and/or Distributor's first calendar month will generate UniLevel Commissions.
- Smart Start Sales Commissions are calculated by PV amount multiplied by the applicable currency conversion factor multiplied by the sales commission percentage. For example: 1,000 PV X 1.52 (theoretical currency conversion factor) X 30% = \$456 NZD.

- Should a new Distributor make an initial purchase of 300 PV in sales in the calendar month of sign up, the applicable commission % for this 300 PV is paid through the Smart Start Bonus. After the initial purchase, but within the sign-up calendar month, the same Distributor purchases an additional 1,000 PV through a spot purchase or through a qualifying pack purchase, this second downline sale (purchase by the new Distributor) generates the following payments to qualified Upline Distributors: (1) Launch Bonus based on the qualifying pack purchase; (2) 700 PV of the 1,000 pack PV is paid through the Smart Start Bonus (reaching the 1,000 PV life-time cap for the Smart Start Bonus for this Distributor); and the remaining 300 PV of the 1,000 pack PV will be paid as UniLevel Commissions
- The Smart Start Bonus is paid based on the Enroller Tree. The Smart Start Bonus does not compress; therefore, only the Enroller, if bonus qualified, will receive the Smart Start Bonus.

03 LAUNCH BONUS (Daily Bonus)

The Launch Bonus is designed to reward Qualified Distributors (Pro 3 rank or higher) through the Enroller Tree on downline Enrollee product pack sales. The Paid Rank is the rank achieved in the previous calendar month after commissions calculations. The Launch Bonus is paid on qualifying pack sales of 250 PV, 500 PV and 1000 PV.

- **The Launch Bonus Pays out six (6) levels as follows:**

Enroller Level	Qualified Distributor Enroller Paid Rank*	Enroller Minimum Monthly PV Sales Requirement	Commission
Level 1	Pro 3 / Pro 4	200 PV (40 min personal purchase)	5% of CV
Level 2	Pro 5 / Pro 6	200 PV (40 min personal purchase)	5% of CV
Level 3	Pro 7 / Pro 8 / Pro 9	200 PV (40 min personal purchase)	5% of CV
Level 4	Pro 10	200 PV (40 min personal purchase)	2.5% of CV
Level 5	Executive Pro 10	200 PV (40 min personal purchase)	1.5% of CV
Level 6	Presidential Pro 10	200 PV (40 min personal purchase)	1% of CV

***Paid Rank is based on the previous month's UniLevel Commissions Paid Rank.**

- Commissions are calculated by PV amount multiplied by currency conversion rate then multiplied by the Commission percentage. For Example, a 1,000 PV pack on level 1 is multiplied by theoretical currency conversion rate of 1.52; then multiplied by 5% to equal \$76 NZD.

_ 04 UNILEVEL COMMISSIONS (Monthly Bonus)

The UniLevel Commissions offers Distributors a leveraged income opportunity to earn on downline Customer and/or Distributor product sales within their organization after the first calendar month or after the first 1,000 PV of the first calendar month of downline Customers and Distributors. LifeVantage pays UniLevel Commissions up to 43% on the PV of each product sold, to the first nine (9) dynamically compressed qualified Upline Distributors (After compression of unqualified distributor and customer volume, the first nine (9) existing Qualified Distributors receive applicable UniLevel Commissions).

- A Distributor may earn commissions on downline organization product sales/purchases for up to the first nine (9) existing dynamically compressed levels, depending on the Distributor's monthly "Paid Rank".
- As product sales increase within the Distributor's organization, a Qualified Distributor can then advance in rank and therefore qualify to earn on additional existing dynamically compressed downline levels.
- The required PV is derived from a Distributor's personal purchase of at least 40 PV plus any personally enrolled Customer product orders placed directly to LifeVantage to equal at least 100 or 200 PV during the calendar month.

UniLevel Commissions (dynamically compressed)		Premier			Elite			Master*							
		Distributor	PRO 1	PRO 2	PRO 3	PRO 4	PRO 5	PRO 6	PRO 7	PRO 8	PRO 9	PRO 10	EXECUTIVE	PRESIDENTIAL	
MONTHLY BONUS	PAID RANK														
	Minimum Monthly Sales PV	100	100	100	100	200	200	200	200	200	200	200	200	200	
	Minimum Monthly Personal PV Purchase	40	40	40	40	40	40	40	40	40	40	40	40	40	
	Minimum Monthly OV	0	1,000	2,500	5,000	10,000	20,000	50,000	100,000	200,000	500,000	1,000,000	2,000,000	5,000,000	
	Minimum Number of Legs	0	1	2	2	2	3	3	3	3	3	3	4	5	
	Maximum % counted per High Leg(s)+		100%	80%	80%	80%	60%	60%	60%	60%	60%	40%	40%	40%	
	Min PV of Combined Leg			500	1,000	2,000	2,000	5,000	10,000	20,000	50,000	200,000	200,000	250,000	
	PERCENTAGE PAID PER LEVEL ↓	1st	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
		2nd		5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
		3rd			9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%
4th				5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	
5th					5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	
6th						5%	5%	5%	5%	5%	5%	5%	5%	5%	
7th							5%	5%	5%	5%	5%	5%	5%	5%	
8th								5%	5%	5%	5%	5%	5%	5%	
9th									2%	2%	2%	2%	2%	2%	

*All Master Ranks must maintain the Paid Rank for three (3) consecutive months to be recognized at that Master rank

+See Leg Volume Requirements in the Rank Achievement Definitions above

- UniLevel Commissions are calculated by taking each level of accumulated PV multiplied by the currency conversion rate, then multiplied by the sales commission percentage. For example: If the 1st Level has 2,500 PV X 1.52 (theoretical currency conversion rate) X 2% = \$76 NZD; and 2nd Level has 3,000 PV X 1.52 (theoretical currency conversion rate) X 5% = \$228 NZD and 3rd Level has 2,000 PV X 1.52 (theoretical currency conversion rate) X 9% = \$273.60 NZD for a total UniLevel Commissions of \$577.60 NZD for all Qualified Distributors at Pro 2 and higher ranks.

_ 05 GENERATIONAL MATCHING BONUS (Monthly Bonus)

In a month when a Distributor has qualified as a **Pro 3 rank or above**, the Distributor can **earn a 10% match of all personally enroled distributors' UniLevel Commissions**. Each Distributor may also **earn an additional 5%** on the 2nd, 3rd, 4th, and 5th uncompressed generations' UniLevel Commissions.

To earn the full Generational Matching Bonus each Distributor must:

- Qualify as a Pro 3 rank or higher.
- Generate the required PV which is derived from a Distributor's personal purchase of at least 40 PV plus any personally enroled Customer product orders placed directly to LifeVantage to equal at least 200 PV* during the calendar month.
- Additionally, ranks Pro 3 through Pro 6, must also generate 100 PV in **New Sales Volume**** from personally enroled new Distributors and/or Customers during each calendar month.

* **Qualified Distributors with PV between 100 PV and 199 PV will earn half of the Generational Matching Bonus.**

** **New PV or New Sales Volume means the PV generated each month by new personally enrolled Distributors and/or Customers in their first calendar month.**

GENERATION	UNILEVEL MATCHING %
1st GEN	10%
2nd GEN	5%
3rd GEN	5%
4th GEN	5%
5th GEN	5%

The Generational Matching Bonus is paid monthly and does not dynamically compress. It is paid on the below Generations:

1st generation: any personally enroled Distributors

2nd generation: any personally enroled Distributors who are enroled by your 1st generation Distributors

3rd generation: any personally enroled Distributors who are enroled by your 2nd generation Distributors

4th generation: any personally enroled Distributors who are enroled by your 3rd generation Distributors

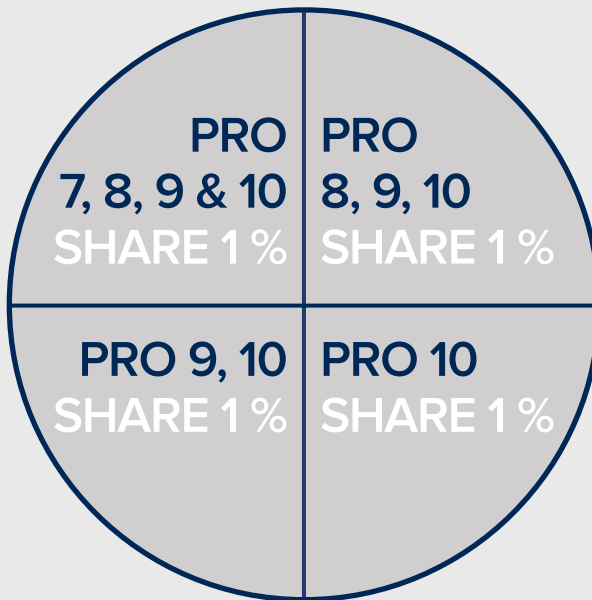
5th generation: any personally enroled Distributors who are enroled by your 4th generation Distributors

- Generational Matching Bonuses are calculated by determining the total UniLevel Commissions paid to a downline Distributor which is then multiplied by the Generational Matching Bonus commission percentage. For example: If a 1st Generation Distributor earned \$2,000 NZD in UniLevel Commissions, the Qualified enrolling Distributor with at least 200 PV and rank Pro 3 and above earns 10% (\$2,000 X 10%) for \$200 NZD Generational Matching Bonus and on a 2nd Generation Distributor with \$1,500 NZD earned in UniLevel Commissions generates 5% (\$1,500 X 5%) for \$75 NZD Generational Matching Bonus for a total of \$275 NZD in Generational Matching Bonuses.

_ 06 GLOBAL ELITE BONUS POOL (Monthly Bonus)

All Distributors who maintain their qualified Elite-level monthly Paid Rank are eligible to participate in the **Global Elite Bonus Pool**. LifeVantage takes 4% of all total global PV generated each month and divides it into four portions for payment to the qualified Elite-level Distributors as follows:

- The first one percent (1%) portion will be equally shared by Distributors who qualify as Elite Pro 7, Elite Pro 8, Elite Pro 9 and the Master Pro 10 ranks;
- The second one percent (1%) will be equally shared by Distributors who qualify as Elite Pro 8, Elite Pro 9 and the Master Pro 10 ranks;
- The third one percent (1%) will be equally shared by Distributors who qualify as Elite Pro 9 and the Master Pro 10 ranks; and
- The fourth and final one percent (1%) will be equally shared by Distributors who qualify at the Master Pro 10 ranks.
- For theoretical example, if the Global PV for a month is 6,000,000 PV it is multiplied by 4% to generate \$240,000 USD in the Global Elite Bonus Pool; which is then equally divided into four 1% portions of \$60,000 USD each. The \$60,000 USD is then split between all qualified Elite Distributors who earned a share of each of the four (4) pools displayed below and converted into any applicable local currency using the LifeVantage currency conversion rate.



07 ONE-TIME RANK ACHIEVEMENT BONUS

(paid starting in Achievement Month, which is achieved in the third consecutive month of obtaining and maintaining the required Pro 10 rank qualifications, with the total bonus being paid in monthly amounts over a 12 or 24 month period)

When a Distributor has achieved the requirements and organizational sales volume necessary to reach the ranks of Master Pro 10, Executive Master Pro 10 and Presidential Master Pro 10, the Qualified Distributor is eligible to receive a One-Time Rank Achievement Bonus in each Pro 10 rank as follows:

Master Pro 10	- \$100,000 USD ⁽¹⁾⁽³⁾
Executive Master Pro 10	- \$250,000 USD ⁽²⁾⁽³⁾
Presidential Master Pro 10	- \$500,000 USD ⁽²⁾⁽³⁾

- ⁽¹⁾ **Converted to local currency and paid over 12 months - the Distributor must remain actively engaged as a LifeVantage Distributor and remain in good standing with LifeVantage and be recognized on stage at a major event.**
- ⁽²⁾ **Converted to local currency and paid over 24 months - The Distributor must remain actively engaged as a LifeVantage Distributor and remain in good standing with LifeVantage and be recognized on stage at a major event.**
- ⁽³⁾ **Equal payments are paid monthly when the Distributor is a qualified Paid Rank Master Pro 10, Executive Master Pro 10 or Presidential Master Pro 10. If the Distributor has not continued to be qualified as a Paid Rank Master Pro 10, Executive Master Pro 10 or Presidential Master Pro 10 in any month during the entire 12 or 24 month payment spans, no payment is earned or due in such month. A Distributor may qualify to receive multiple monthly One-Time Rank Achievement Bonus payments should they qualify during the 12 or 24 monthly payment period for even higher Master Pro ranks.**
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08 MULTIPLE BUSINESS CENTRES

Once a Distributor has achieved the requirements and organisational sales volume to reach the Premier Pro 5 rank, the Distributor is eligible to apply for an additional distributor position called a Business Centre or Business Centre 1 (BC1). Business Centre(s) allow Qualified Distributors to build additional legs and/or sales volume for their downline organisation and to earn additional bonuses and commissions above what the Distributors earn with just their own primary Distributor position.

Each Distributor may also apply for a second Business Centre (BC2) once the Distributor has achieved the requirements and organisational sales volume to reach the Elite Pro 7 rank, and a third Business Centre (BC3) once the Distributor has achieved the requirements and organisational sales volume to reach the Master Pro 10 rank.

_ 08 MULTIPLE BUSINESS CENTRES (Continued)

Business Centre commissions and bonuses are all paid to the owner(s) of the primary (original) distributorship and such commissions are reported as required under the tax identification number of the primary (original) distributorship.

Each qualified Pro 5 Distributor's Business Centre (BC1) must be placed directly under the Distributor's primary (original) Distributorship. The placement of the 2nd Business Centre (BC2) may be placed directly under either the Pro 7 Distributor's primary (original) position or directly under their 1st Business Centre (BC1). The placement of the 3rd Business Centre (BC3) may be directly under either the Master Pro 10's primary (original) Distributorship or directly under their 1st (BC1) or 2nd (BC2) Business Centre per the following charts:



Multiple Business Centres Benefits:

- Eligible for UniLevel Commissions and Global Elite Pool Commissions when the Business Centre position meets all PV and OV requirements on its own.
- May create an additional High Leg for the Distributor's downline organisation.
- Each Business Centre is eligible for rank advancements when meeting required Personal Volume, Organisational Volume and other rank requirements on its own merits.
- Qualified Pro 10 Distributors with the required OV for Executive Pro 10 (2,000,000 OV) and/or Presidential Pro 10 (5,000,000 OV) may use their Business Centre position(s) to qualify as High Leg(s) to meet the Minimum Leg Requirement number **only** to advance to the ranks of Executive Master Pro 10 (4 Legs required) and/or Presidential Master Pro 10 (5 Legs required). The PV from any Business Centre leg may not be double counted as PV for any other Business Centre and/or High Leg and/or Combined Leg.
- **The 1st, 2nd, and 3rd Business Centres are not eligible for and are specifically excluded from any payments or benefits of the Smart Start Bonus, the Launch Bonus and/or the Generational Matching Bonus that only the Distributor's primary (original) position is eligible to receive.**
- **The One-Time Rank Achievement Bonus is paid only one time to the Distributor whether earned first by the primary (original) Distributorship or by one of the Distributor's eligible Business Centres.**

SMART START BONUS ⁽²⁾

Daily Bonus ⁽¹⁾	Qualified Distributor	Pack Purchased by Enroler	PV Requirement ⁽³⁾	Commission
	Enroler	Start Kit or Silver	100-199 PV (40 min personal purchase)	30% of PV* purchased by new Customers 20% of PV purchased by new Distributors
	Enroler	Start Kit or Silver	200 or more PV (40 min personal purchase)	30% of PV purchased by new Customers 30% of PV purchased by new Distributors
	Enroler	Platinum or Gold	100-199 PV (40 min personal purchase)	30% of PV purchased by new Customers 30% of PV purchased by new Distributors
	Enroler	Platinum or Gold	200 or more PV (40 min personal purchase)	30% of PV purchased by new Customers 40% of PV purchased by new Distributors

LAUNCH BONUS

Daily Bonus ⁽¹⁾	Qualified Distributors with "Paid Rank" ⁽⁴⁾ Pro 3 or higher are eligible to receive Launch Bonus upon qualified product pack purchases which generate the listed commission up the Enrolment Tree.			
	Enrolment Upline	Paid Rank ⁽⁴⁾	Minimum PV Requirement ⁽³⁾	Commission
	Level 1	Pro 3/Pro 4	200 PV (40 min personal purchase)	5% of PV
	Level 2	Pro 5/Pro 6	200 PV (40 min personal purchase)	5% of PV
	Level 3	Pro 7/Pro 8/Pro 9	200 PV (40 min personal purchase)	5% of PV
	Level 4	Pro 10	200 PV (40 min personal purchase)	2.5% of PV
	Level 5	Executive Pro 10	200 PV (40 min personal purchase)	1.5% of PV
Level 6	Presidential Pro 10	200 PV (40 min personal purchase)	1% of PV	

UNILEVEL COMMISSIONS (dynamically compressed)					PREMIER			ELITE			MASTER				
MONTHLY BONUSES	PAID RANK ⁽⁴⁾	Distributor	Pro 1	Pro 2	Pro 3	Pro 4	Pro 5	Pro 6	Pro 7	Pro 8	Pro 9	Pro 10	Executive	Presidential	
	Minimum Monthly PV ⁽³⁾	100	100	100	100	200	200	200	200	200	200	200	200	200	
	Minimum Monthly Personal PV Purchase ⁽³⁾	40	40	40	40	40	40	40	40	40	40	40	40	40	
	Minimum Monthly OV	0	1,000	2,500	5,000	10,000	20,000	50,000	100,000	200,000	500,000	1,000,000	2,000,000	5,000,000	
	Minimum Number of Legs	0	1	2	2	2	3	3	3	3	3	3	4	5	
	Maximum % counted per High Leg(s)		100%	80%	80%	80%	60%	60%	60%	60%	60%	60%	40%	40%	40%
	Minimum PV of Combined Leg ⁽⁵⁾			500	1,000	2,000	2,000	5,000	10,000	20,000	50,000	200,000	200,000	250,000	
	PERCENTAGE PAID PER LEVEL	1st	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
		2nd		5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
		3rd			9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%
4th				5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	
5th					5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	
6th						5%	5%	5%	5%	5%	5%	5%	5%	5%	
7th							5%	5%	5%	5%	5%	5%	5%	5%	
8th							5%	5%	5%	5%	5%	5%	5%		
9th								2%	2%	2%	2%	2%	2%		

GENERATIONAL MATCHING BONUS (UP TO 30%) ⁽³⁾ ⁽⁶⁾

YOU (Enroler) Pro 3 +

Gen 1 you earn 10%

Gen 2 you earn 5%

Gen 3 you earn 5%

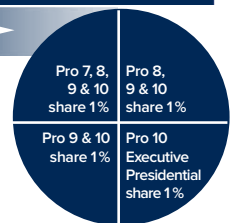
Gen 4 you earn 5%

Gen 5 you earn 5%

RANK ACHIEVEMENT BONUS

\$100,000 USD through \$500,000 USD paid in local currency when achieving Master Pro ranks.

4% ELITE POOL 4% of total commissionable sales paid to qualified Pro 7 through Master Distributors.



*PV = Product Volume. Commissions are calculated by taking the PV amount multiplied by the LifeVantage current local currency conversion rate (1.52 in New Zealand as of March 2020) and then multiplied by the applicable commission or bonus percentage. For theoretical example, 1,000 PV in sales multiplied by 1.52 (local currency conversion rate) multiplied by 30% bonus = \$456 NZD

(1) All bonuses are fully detailed within the LifeVantage Sales Compensation Plan found at the following link: www.lifevantage.com/legal/nz-en/sales-and-compensation-plan.

(2) Receive up to 40% on product sold to new personally enrolled Distributors and up to 30% on products sold to new personally enrolled Customers in Smart Start Bonus within the new Distributor(s) / Customer(s) first calendar month, up to 1,000 PV. Customer purchase limits may apply.

(3) At least 40 PV must come from personal product purchases with the remaining PV coming from purchases made by personally enrolled Customers during the qualification period, which is the 49 calendar days (measured using current Utah, USA time zone) immediately prior to the calculation date (USA Business day immediately following the transaction date).

(4) PAID RANK is defined as the rank achieved in the most recently and completely closed monthly UniLevel Commissions period.

(5) The PV requirement for each rank that must come from the Combined Leg.

(6) Fully qualified Pro 3 and higher with at least 200 PV earn up to 10% of the UniLevel Commissions paid to their first 5 generations of personally enrolled Distributors. Ranks Pro 3 through Pro 6 must also have at least 100 PV in new sales volume each month. If PV is 100-199, the qualified Pro 3 and higher will earn only half of the Generational Matching Bonus.

The LifeVantage Sales Compensation Plan is unique. Any charts, illustrations and stated examples of income under the plan are potential in nature and not based on the actual performance of any individual. The Distributor sales earnings disclosed in this document are not necessarily representative of the actual income, if any, that a Distributor can or will earn through the LifeVantage Sales Compensation Plan. A Distributor's earnings will depend on individual diligence, work effort and market conditions. LifeVantage does not guarantee any income or rank success.

