

**Customer
Acquisition
Pay-Plan**

Anovité

The logo for Anovité features a stylized tree. The trunk is a brown silhouette of a person with arms raised, forming the letter 'V'. The canopy is composed of several green leaves. The word 'Anovité' is written in a bold, blue, sans-serif font, with the tree graphic integrated into the letter 'v'.

A New YOU Starts TODAY... With Anovité



Our Compensation Plan

The Anovite compensation plan was designed to provide you with multiple streams of income. With the Anovite opportunity, you get to choose how big your business will become. We want to pay you quickly. That's why all commissions and bonuses are **paid weekly** (earn this week... get paid next week).

Fusion Binary Compensation Plan

Anovite uses a fusion binary compensation plan.

What does a Fusion Binary mean?

12 ways of making MONEY, fused with just 2! We have 12 bonuses built into our binary, which allows you to secure your future and dreams by working with just two people!

A fusion is a union of two elements. When you enroll as an Associate, you will be placed into two organizations. We call them a binary downline and an enrollment downline.

"Bi" means "two." In the binary downline, each Associate can have two legs, a left leg and a right leg.

As a new Associate, you will be placed into the left leg or right leg of your sponsor's binary downline. Like your sponsor, you will build two legs, a left and a right.

A leg includes the one Associate at the top of your left or right leg and all of the Associates in that leg.

Together, both legs are your binary downline. When you personally enroll an Associate, that Associate will be placed into your left or your right leg.

The system will choose the leg for you and place the new Associate into the first open spot in that leg.

Your sponsor and others in your upline may also place people into your binary downline. As you and your binary downline Associates and Customers place orders with Anovite, bonus volume will be generated upon which bonuses are paid.

In addition to the binary downline, each Associate also has an enrollment downline. Your enrollment downline is not limited to two legs. In the enrollment downline, each Associate you enroll is placed into your first level, and each Associate that your first level Associate's enroll is placed into your second level and so on.

12 Ways To Get Paid - WEEKLY



As an Anovite Associate, there are 12 ways for you to earn money. You can be paid...

- 1 **Retail Bonus:** Enables you to earn income by purchasing products at wholesale and then selling them at retail. Also, selling online through the retail shopping-cart
- 2 **First-Order Bonus:** Active Associates earn a one-time first-order bonus on every new first-order with BV (excluding Fast-Start Pack Orders) from Associates and Customers.
- 3 **Customer Advantage Bonus:** When a Customer makes a purchase of product the Bonus Volume (BV) assigned to that purchase is credited to pay-leg; increasing the number of pay cycles for the Associate. BV helps you to earn Team Bonuses.
- 4 **SmartShip Advantage Program:** We reward our Associates and their Customers for maintaining a SmartShip with accumulated Gift Certificate credits. These credits can be used to receive FREE product.
- 5 **Fast-Start Bonus:** Active Fast-Start Qualified Associates earn a one-time only Fast-Start Bonus when their personally enrolled Associates and Customers purchase a Pack.
- 6 **Fast-Start Mentor Bonus:** Active enroller of the Associate earning a Fast-Start Bonus earns a Fast-Start Mentor Bonus.
- 7 **Bonus Doubler:** Up to **\$150.00** for every two[2] Fast-Start Packs sold in the calendar month to customers or associates.
- 8 **Team Bonuses:** Active Associates earn a Binary Commission of **\$25.00** for the first two **100BV** cycles of lesser volume leg (called the pay-leg), additionally, **\$10.00** on all **100BV** cycles beyond the first two every week.
- 9 **Matching Team Bonuses:** Getting paid a percentage of the team bonuses earned by others is a great way to increase your income. With Anovite, when you are paid-as a Director or higher rank, you earn up to a **10%** match on the team bonuses earned by ALL associates in your Enroller tree. The amount of the Matching Team Bonuses you earn is limited by your paid-as rank.
- 10 **Rank Advancement Bonuses:** A one-time payout for growing your team and advancing in rank. When an Associate works with their team and advances from Star Associate to Silver Director paid-as titles for the first time he/she will receive a one-time cash bonus.
- 11 **Lifestyle Bonuses:** Paid-as rank of Bronze Director and higher earn a weekly bonus starting at **\$100.00** per week up to **\$375.00** per week to help Associates enhance their lifestyle and become a "new financial you."
- 12 **Primary Influencer Pool:** Three percent (**3%**) of the total global BV for the week is shared proportionally to all Executive Rank and higher.

Bonus and Qualification Explanation



RETAIL INCOME

Enroll as an Associate Builder and develop a retail customer base by ordering products at wholesale price and selling at the retail price. This results in **Retail Income**. Sell Anovité products offline person-to-person or online through your personal website. Track all your online sales real-time through your back-office, accessible anywhere, anytime. **Retail Income** from online orders is **Paid Weekly**.

SMARTSHIP ADVANTAGE CUSTOMER ADVANTAGE FREE Product for EVERYONE...

SMARTSHIP CONSECUTIVE MONTH COUNT	GIFT CERTIFICATE (REBATE)
1-3	10%
4-6	20%
7+	30%

SmartShip is our automatic monthly ordering program for Associates and your retail and wholesale customers.

In addition to our lucrative compensation plan, Anovite offers both Associates and Customers the opportunity to earn FREE product credit as a loyalty reward of our SmartShip Advantage Program.

Free product credit is awarded in gift certificates at the beginning of each month, calculated as a percentage of the prices you paid for items on your SmartShip orders in the previous month.

What Should I Do With My FREE Product Credit?

We recommend that you use your free product credit to try new products or to order more of the products you love best. You may redeem your free product credit on individual orders placed that are not SmartShip orders. Each gift certificate you receive will expire 12 months after its issue date. To maximize your free product, stay on SmartShip.

The percentage of free product you will earn monthly increases based on the number of consecutive months you have SmartShip orders. If you skip a month or more, you'll start over at **10%** when your SmartShip orders begin again.

Bonus and Qualification Explanation



PERSONAL VOLUME (PV) PERSONAL QUALIFYING VOLUME (PQV) (i.e. - being "active")

With the exception of Retail Bonus which requires that an Associate only be registered and in good standing with the company... as a minimum... to be eligible and qualified to earn all other bonuses and to accumulate and hold volume in the Left/Right Teams requires that an Associate, depending on rank achieved, must be "active" with **50qv** or **100qv** in personal volume within the last 5 weekly pay-periods (current week plus previous 4 weeks).

"Active" personal volume is generated from the QV assigned to your personal purchases **and/or exclusively from the QV assigned to the purchases of your personally enrolled retail and wholesale Customers**. All products purchased from Anovite generate volume with the exception of our basic starter kit, sales aids, replicating websites, shipping and handling, sales taxes, and other items for which volume is not applicable.

NOTE: Pay-Periods start Sunday 12am Eastern and end Saturday 11:59pm Eastern.

All of Anovite's commissionable products are assigned:

Bonus Volume (BV) - each commissionable product is assigned a BV value and this value is used to calculate Team Bonuses. Except for packs... the first-order of any customer or associate the BV is reduced by 50% since a 25% First-Order Bonus (based on wholesale price) is paid out. BV does not apply to Distributor Kits or marketing materials.

Qualifying Volume (QV) - each commissionable product is assigned a QV value this value is used ONLY in establishing "activity," QV Leg Volume, and Enrollment Downline Sales Volume (EDSV) for rank advancement and rank maintenance. QV assigned to all products is based on the Wholesale Price of the product.

**BONUS
VOLUME (BV)
versus
QUALIFYING
VOLUME (QV)**

Bonus and Qualification Explanation



FAST-START BONUS FAST-START MENTOR BONUS

FAST-START PACK COST	BV	QV	FAST-START BONUS	FAST-START MENTOR BONUS
\$299.95	150	300	\$75	\$24
\$499.95	150	500	\$125	\$24

Our Fast-Start Packs are a great way to get started with Anovite. These **optional** packs, include a great assortment of items you'll want to help "fast-start" your business! In order to earn Fast-Start Bonuses and Fast-Start Mentor Bonuses you must be Fast-Start Qualified.

Fast-Start Qualified

Become Fast-Start Qualified by being "active" with **50PQV** and:

- (a) purchasing a Fast-Start Pack yourself; **or**
- (b) selling a Fast-Start Pack to a Customer; **or**
- (c) accumulate (no matter how long it takes) **150QV** in personal volume.

As an "active" **Fast-Start Qualified** Associate, you earn Fast-Start Bonuses on the purchases of Fast-Start Packs from your personally enrolled Associates, retail and wholesale customers. You can also earn **Fast-Start Mentor Bonuses** from the sales of Fast-Start Packs made by your personally enrolled Associates to their personally enrolled Associates, retail and wholesale customers.

BONUS DOUBLER

As an "active" Fast-Start Qualified Associate get paid weekly for every two[2] Fast-Start Packs sold during a calendar month to customers or Associates up to a **\$150**. This is a great way to get into profit quickly in your business... with the Fast-Start Bonus and the Bonus Doubler... earn up to **\$300** each time two[2] Fast-Start Packs are sold in a calendar month. (Note: Due to our payout cap [see page 10] the Bonus Doubler may be reduced for a particular pay-period.)

FIRST-ORDER BONUS

Anovite pays a first-order bonus on every new first order with BV (excluding Fast-Start pack orders). Every **50QV** "active" associate is eligible to earn first-order bonuses on the first product order with BV of every new customer or associate. The first order product commission* is **25%** of the wholesale price of the first order (excluding Fast-Start packs).

**All first-order BV is reduced by 50%... QV maintains full value.*

EXAMPLES:

1. One bag of LimuZ 6 has a wholesale price of **\$56.00**; a **25%** commission would be **\$14.00**;
2. Two pounds of Colostrum6 powder has a wholesale price of **\$162.00**; a **25%** commission would be **\$40.50**.

Bonus and Qualification Explanation



TEAM BONUS

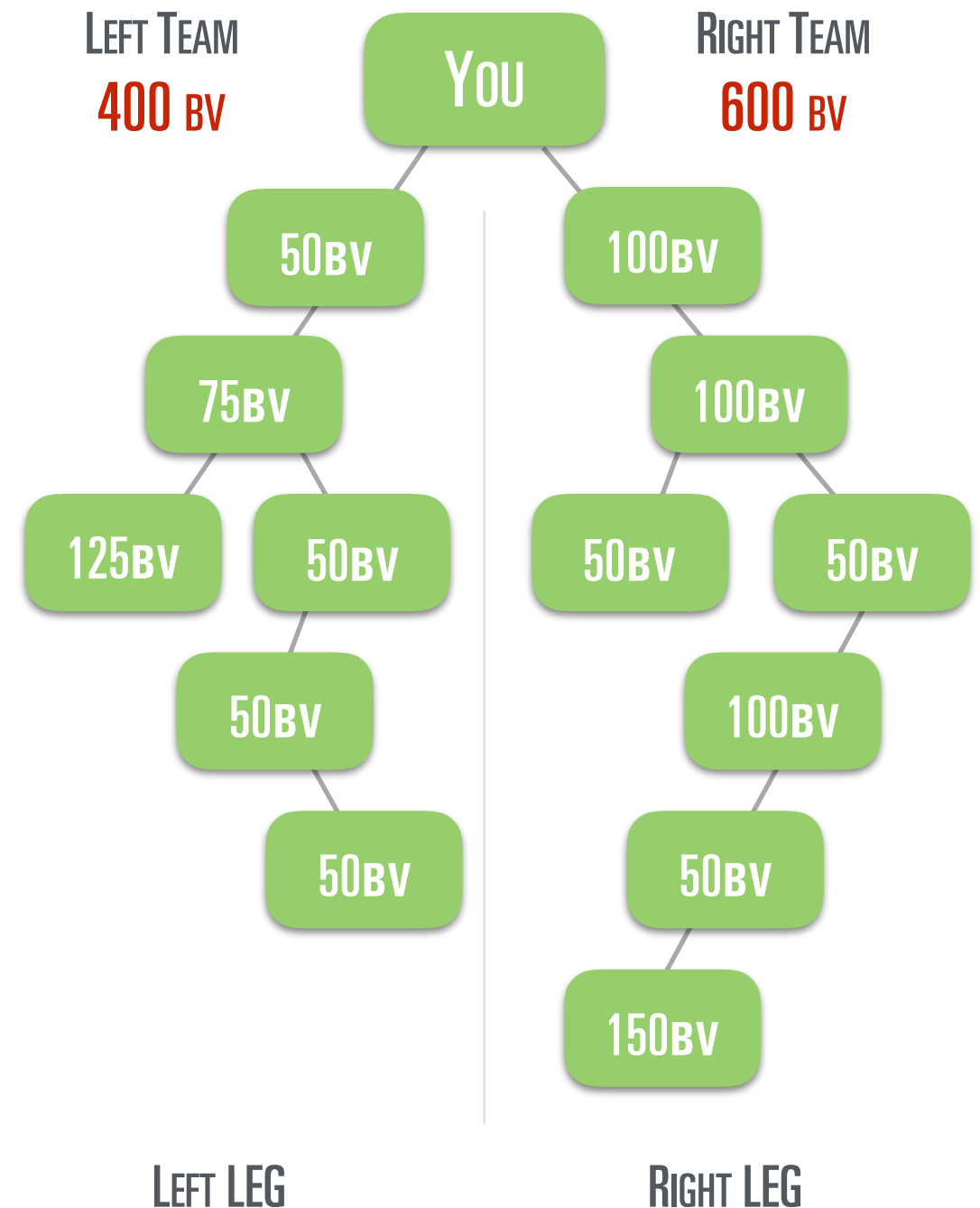
As an “active” Associate... weekly Team Bonuses are earned based on rank and the Bonus Volume (BV) of the lesser volume leg.

When the lesser volume leg accumulates at least **100BV** a “cycle” is created and every increment of an additional **100BV** in the lesser leg (pay-leg) creates additional “cycles.” Upon each cycle of **100BV** a Team Bonus of **\$25.00** is generated from the first two[2] cycles and **\$10.00** thereafter on all cycles beyond the first two[2], every week.

Example to the right: four[4] cycles are generated (\$25+\$25+\$10+\$10). **\$70.00** would be paid on the lesser volume leg of **400BV** and this volume is subtracted from both right and left team legs. Using the example, next week would begin with **0BV** in the left leg and **200BV** in the right leg as an “active” Associate with a minimum of **50qv** Personal Volume in the last 5 weekly pay-periods (current week plus previous 4 weeks).

As a Team Bonus is paid, the volume upon which it is paid is subtracted from the accumulated volume in each of your two legs. The unused BV in each of the two legs roll forward (carry over) from one week to the next, so you may get paid upon it in future weeks. Inactivity (less than **50qv** Personal Volume) will cause the left and right leg unused BV be zeroed out.

Strengthen the lesser volume leg by placing newly enrolled Associates into lesser volume leg, or **gather additional Customers** who’s BV is always added to the **lesser volume leg**. As a Team Bonus is paid, the volume upon which it is paid is subtracted from the accumulated volume in each of your two legs.



Bonus and Qualification Explanation



MATCHING TEAM BONUS

PAID-AS RANK	CAP % PERSONAL TEAM BONUS
DIRECTOR	20%
BRONZE DIRECTOR	26%
SILVER DIRECTOR	32%
GOLD DIRECTOR	38%
EXECUTIVE	44%
RUBY EXECUTIVE	50%
EMERALD EXECUTIVE	56%
DIAMOND EXECUTIVE	62%
DOUBLE DIAMOND EXEC	72%
TRIPLE DIAMOND EXEC	84%
BLACK DIAMOND EXEC	100%

“Active” Directors or higher earn matching Team Bonuses on **EVERY** Associate in the enrollment tree downline (no level restrictions).

Matching Team Bonuses are calculated using two criteria:

1. The first criteria is **10%** of all of the Team Bonus earnings of **EVERY** Associate in your enrollment tree downline.
2. The second criteria is a not-to-exceed cap of your personally earned Team Bonuses, which is a percentage based on the paid-as rank. (See chart.)

Matching Team Bonuses are the smaller of the two above.

Examples -

Based on **10%** of **EVERY** Associate's Team Bonus = **\$1,000**

- **Director** earns **\$400** in Team Bonuses.
 - ✓ **20%** Cap of **\$400** = **\$160**
 - ✓ **\$160** Matching Team Bonus (smaller of two)
- **Ruby Executive** earns **\$3,000** in Team Bonuses.
 - ✓ **50%** Cap of **\$3,000** = **\$1,500**
 - ✓ **\$1,000** Matching Team Bonus (smaller of two)

Bonus and Qualification Explanation



RANK ADVANCEMENT BONUS

Our compensation plan encourages and rewards you when you personally advance through the upper ranks. The amount you'll earn for each first-time rank promotion increases as you climb higher.

PAID-AS RANK	ONE-TIME BONUS
STAR ASSOCIATE	\$100
TWO STAR ASSOCIATE	\$200
DIRECTOR	\$300
BRONZE DIRECTOR	\$400
SILVER DIRECTOR	\$500

LIFESTYLE BONUS

Anovite means "A New You", and our Lifestyle Bonus allows you to become "a new financial you!"

Whether it's a new car, your child's college fund, or a new house payment, it's your choice on how you use the Lifestyle Bonus! The Lifestyle Bonus is paid WEEKLY and the amount you'll earn increases based on your paid-as rank.

PAID-AS RANK	LIFESTYLE BONUS
BRONZE DIRECTOR	\$100
SILVER DIRECTOR	\$125
GOLD DIRECTOR	\$150
EXECUTIVE	\$225
RUBY EXECUTIVE	\$300
EMERALD EXECUTIVE & HIGHER	\$375

Bonus and Qualification Explanation



PRIMARY INFLUENCER POOL

Each week **3%** of the Bonus Volume (BV) generated from ALL commissionable product orders placed globally by Associates and customers is placed into a pool.

- Paid-as Executive rank or higher.

HOW THIS POOL WORKS

Shares in this pool are earned based on the enrollment downline* sales volume (EDSV) after the cap is applied for the Paid-As Rank achieved for the pay-period. For each volume point of EDSV you earn a share in the pool.

The total number of shares in the pool is the sum total of all shares earned by all participants. Weekly, the BV total for weekly sales is divided by total amount of shares earned by everyone in the pool... which creates a value for each share. Then each week, all pool participants are then paid the share value multiplied by the number of earned shares.

**Each enrollment downline leg begins with a personally enrolled Associate and their customers... and includes all of the Associates and their customers that they personally enrolled... and their personally enrolled Associates and their customers, and so on... all the way down the leg.*

BINARY CAP

Binary compensation plans are popular because they do what no other compensation plan type can do, and that is, the plan can pay out from an unlimited number of levels of volume.

However, the company cannot pay out an unlimited amount of compensation, therefore, each week the company may cap limit the payout to **55%** (by prorating the Team Bonus payout over \$100) of the total BV generated from all company commissionable sales.

CARRY OVER VOLUME

Active Associates with **50PQV** can accumulate and hold up to **300,000BV** in weekly volume in each leg which can carry over to the following week. Inactivity causes all accumulated and held volume to expire (flush or be zero'd out).

Ranks & Abbreviations



ASSOCIATE (A)



To begin, join us as an Anovite Associate Builder. To join, all you need to do is...

- Complete an Associate Application and Agreement
- Purchase a Basic Distributor Kit (In North Dakota, the kit purchase is optional)

Associates earn Retail Profit on products sold to retail customers and are paid a Retailer Bonus from purchases made by retail customer directly from Anovite website. Also, if within the last 5 weekly pay-periods (current week plus previous 4 weeks) an Associate has **50QV** of Personal Qualification Volume the associate is considered “active” and eligible for First-Order Bonuses and can accumulate and hold Left/Right Team volume. Additionally, when an associate purchases an optional Fast-Start Pack, or sells a Pack to a Customer, or when **150QV** of personal volume has been accumulated (no matter how long it takes), the Associate is Fast-Start Qualified and eligible to earn Fast-Start Bonuses and Fast-Start Mentor Bonuses.

SENIOR ASSOCIATE (SRA)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks):

Be active with **50QV** or more of Personal Qualification Volume; and

- (A)** have four [4] Customers who place an order; or
- (B)** during the current pay-period have Two [2] or more active personally enrolled Associates with minimum of one in each of your two binary legs (left and right), you are promoted to Senior Associate.

After you are promoted to Senior Associate, you'll be paid-as a Senior Associate as long as you are active and meet the rank requirements as noted above. When you are active and Fast-Start Qualified, you are also eligible to earn Fast-Start Bonuses and Fast-Start Mentor Bonuses.

Senior Associates earn up to **\$1,000 per week** in Team Bonuses.

Ranks & Abbreviations



STAR ASSOCIATE (STA)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **50QV** or more of Personal Qualification Volume, and have **500QV** or more in QV Leg Volume, and during the current pay-period you have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs; you are promoted Star Associate.

After you are promoted to Star Associate, you'll be paid-as a Star Associate as long as you are active and meet the rank requirements as noted above.

Star Associates may earn up to **\$1,000 per week** in Team Bonuses.

As a new Star Associate, you'll earn a **one-time \$100 rank promotion bonus**.

TWO STAR ASSOCIATE (TSA)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **1,500QV** or more in QV Leg Volume, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs; you are promoted to Two Star Associate.

After you are promoted to Two Star Associate, you'll be paid-as a Two Star Associate as long as you are active and meet the rank requirements as noted above.

Two Star Associates earn up to **\$1,000 per week** in Team Bonuses.

As a new Two Star Associate, you'll earn a **one-time \$200 rank promotion bonus**.

Ranks & Abbreviations



DIRECTOR (DIR)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **3,000QV** or more in QV Leg Volume, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; you are promoted to Director.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Director, you'll be paid-as a Director when you are active and meet the rank requirements as noted above.

Directors earn up to **\$1000 per week** in Team Bonuses.

As a paid-as Director, you will earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is **capped at 20% of your Team Bonuses**.

As a new Director, you'll earn a **one-time \$300 rank promotion bonus**.

BRONZE DIRECTOR (BD)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **9,000QV** or more in QV Leg Volume, and **4,000QV** of Enrollment Downline Sales Volume (EDSV) with no more than **2,000QV** (50% total) from any one enrollment leg, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; you are promoted to Bronze Director.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Bronze Director, you'll be paid-as a Bronze Director when you are active and meet the rank requirements as noted above.

Bronze Directors earn up to **\$1,500 per week** in Team Bonuses.

Paid-as Bronze Directors earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in their enrollment downline. Matching Team Bonus is **capped at 26% of your Team Bonuses**.

As a new Bronze Director, you'll earn a **one-time \$400 Director rank promotion bonus**, and included in your first week, and each week thereafter you are paid-as a Bronze Director, you'll earn a **\$100 weekly car bonus**.

Ranks & Abbreviations



SILVER DIRECTOR (SD)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **18,000QV** or more in QV Leg Volume, and **18,000QV** of Enrollment Downline Sales Volume (EDSV) with no more than **9,000QV** (50% total) from any one enrollment leg, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; you are promoted to Silver Director.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Silver Director, you'll be paid-as a Silver Director when you are active and meet the rank requirements as noted above.

As a new Silver Director, you'll earn a **one-time \$500 rank promotion bonus** and each week you are paid-as a Silver Director, including your first week, you'll earn a **\$125 weekly Car Bonus**.

Silver Directors earn up to **\$2,500 per week** in Team Bonuses.

As a paid-as Silver Director you will earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is **capped at 32% of your Team Bonuses**.

GOLD DIRECTOR (GD)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **30,000QV** or more in QV Leg Volume, and **30,000QV** of Enrollment Downline Sales Volume (EDSV) with no more than **15,000QV** (50% total) from any one enrollment leg, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; you are promoted to Gold Director.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Gold Director, you'll be paid-as a Gold Director when you are active and meet the rank requirements as noted above.

Each week you are paid-as a Gold Director, you'll earn a **\$150 weekly Car Bonus**.

Gold Directors earn up to **\$4,000 per week** in Team Bonuses.

As a paid-as Gold Director, you will earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is **capped at 38% of your Team Bonuses**.

Ranks & Abbreviations



EXECUTIVE (E)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **60,000QV** or more in QV Leg Volume, and **60,000QV** of Enrollment Downline Sales Volume (EDSV) with no more than **30,000QV** (50% total) from any one enrollment leg, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; you are promoted to Executive.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Executive, you'll be paid-as an Executive when you are active and meet the rank requirements as noted above.

Each week you are paid-as an Executive, you'll earn a **\$225 weekly Car Bonus**.

Executives earn up to **\$6,000 per week** in Team Bonuses.

As a paid-as an Executive, you will earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is **capped at 44% of your Team Bonuses**.

Also, you will **earn shares and be paid from the Primary Influencer Pool** each week.

RUBY EXECUTIVE (RE)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **120,000QV** or more in QV Leg Volume, and **120,000QV** of Enrollment Downline Sales Volume (EDSV) with no more than **60,000QV** (50% total) from any one enrollment leg, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; meet these qualifiers for Four (4) consecutive weeks in a row and you are promoted to Ruby Executive.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Ruby Executive, you'll be paid-as a Ruby Executive when you are active and maintain the non-consecutive rank requirements noted above.

Each week you are paid-as a Ruby Executive, you'll earn a **\$300 weekly Car Bonus**.

Ruby Executives earn up to **\$8,000 per week** in Team Bonuses.

As a paid-as Ruby Executive, you will earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is **capped at 50% of your Team Bonuses**.

Also, you will **earn shares and be paid from the Primary Influencer Pool** each week.

Ranks & Abbreviations



EMERALD EXECUTIVE (EE)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **180,000QV** or more in QV Leg Volume, and have **180,000QV** of Enrollment Downline Sales Volume (EDSV) with no more than **90,000QV** (50% total) from any one enrollment leg, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; meet these qualifiers for Four (4) consecutive weeks in a row and you are promoted to Emerald Executive.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Emerald Executive, you'll be paid-as an Emerald Executive when you are active and maintain the non-consecutive rank requirements noted above.

Every week you are paid-as an Emerald Executive, you'll earn a **\$375 weekly Car Bonus**.

Emerald Executives earn up to **\$10,000 per week** in Team Bonuses.

As a paid-as Emerald Executive, earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is **capped at 56% of your Team Bonuses**.

Also, you will **earn shares and be paid from the Primary Influencer Pool** each week.

DIAMOND EXECUTIVE (DE)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **250,000QV** or more in QV Leg Volume, and have **250,000QV** of Enrollment Downline Sales Volume (EDSV) with no more than **125,000QV** (50% total) from any one enrollment leg, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; meet these qualifiers for Four (4) consecutive weeks in a row and you are promoted to Diamond Executive.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Diamond Executive, you'll be paid-as a Diamond Executive when you are active and maintain the non-consecutive rank requirements noted above.

Every week you are paid-as a Diamond Executive, you'll earn a **\$375 weekly Car Bonus**.

Diamond Executives earn up to **\$12,000 per week** in Team Bonuses.

As a paid-as Diamond Executive, earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is **capped at 62% of your Team Bonuses**.

Also, you will **earn shares and be paid from the Primary Influencer Pool** each week.

Ranks & Abbreviations



DOUBLE DIAMOND EXECUTIVE (DDE)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **400,000QV** or more in QV Leg Volume, and have **400,000QV** of Enrollment Downline Sales Volume (EDSV) with no more than **200,000QV** (50% total) from any one enrollment leg, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; meet these qualifiers for Four (4) consecutive weeks in a row and you are promoted to Double Diamond Executive.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Double Diamond Executive, you'll be paid-as a Double Diamond Executive when you are active and maintain the non-consecutive rank requirements noted above.

Every week you are paid-as a Double Diamond Executive, you'll earn a **\$375 weekly Car Bonus**.

Double Diamond Executives earn up to **\$14,000 per week** in Team Bonuses.

As a paid-as Double Diamond Executive, earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is **capped at 72% of your Team Bonuses**.

Also, you will **earn shares and be paid from the Primary Influencer Pool** each week.

TRIPLE DIAMOND EXECUTIVE (TDE)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **600,000QV** or more in QV Leg Volume, and have **600,000QV** of Enrollment Downline Sales Volume (EDSV) with no more than **300,000QV** (50% total) from any one enrollment leg, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; meet these qualifiers for Four (4) consecutive weeks in a row and you are promoted to Triple Diamond Executive.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Triple Diamond Executive, you'll be paid-as a Triple Diamond Executive when you are active and maintain the non-consecutive rank requirements noted above.

Every week you are paid-as a Triple Diamond Executive, you'll earn a **\$375 weekly Car Bonus**.

Triple Diamond Executive earn up to **\$18,000 per week** in Team Bonuses.

As a paid-as Triple Diamond Executive, earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is **capped at 84% of your Team Bonuses**.

Also, you will **earn shares and be paid from the Primary Influencer Pool** each week.

Ranks & Abbreviations



BLACK DIAMOND EXECUTIVE (BDE)



Within the last 5 weekly pay-periods (current week plus previous 4 weeks) you are active with **100QV** or more of Personal Qualification Volume, and have **800,000QV** or more in QV Leg Volume, and have **800,000QV** of Enrollment Downline Sales Volume (EDSV) with no more than **400,000QV** (50% total) from any one enrollment leg, and during the current pay-period have Two (2) or more active personally enrolled Associates with minimum of one in each of your two binary legs, and have one paid-as Star Associate in your enrollment downline leg*; meet these qualifiers for Four (4) consecutive weeks in a row and you are promoted to Black Diamond Executive.

**An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath them.*

After you are promoted to Black Diamond Executive, you'll be paid-as a Black Diamond Executive when you are active and maintain the non-consecutive rank requirements noted above.

Every week you are paid-as a Black Diamond Executive, you'll earn a **\$375 weekly Car Bonus**.

Black Diamond Executives earn up to **\$25,000 per week** in Team Bonuses.

As a paid-as Triple Diamond Executive, you will earn a **10% Matching Team Bonus** on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is **capped at 100% of your Team Bonuses**.

Also, you will **earn shares and be paid from the Primary Influencer Pool** each week.

Rank Maintenance

Active Associates who do not meet the requirements for their ranks will be paid at the highest rank for which requirements have been met. Each week, an Associate's "paid-as" rank may be the same or lower than the highest rank that Associate has achieved.

Lifetime Rank Adjustments

It is important to Anovite that the lifetime rank of Associates reflect the ongoing achievements of each Associate. Therefore, if an Associate fails to be paid at the level of his lifetime rank for the last 52 consecutive weeks, the Associate's lifetime rank will be lowered to that of the highest rank for which the Associate qualified during the last 52 week period. The new lifetime rank is effective the first day of the following bonus period.

However, once an Associate achieves the requirements for promotion to a previous rank once again, they will be paid at the level of their rank immediately, that is, effective retroactively to the first day of the week in which the promotion requirements were met.

Career Plan at a Glance



REQUIREMENTS BY RANK

PAID-AS RANK	PERSONAL QUALIFYING VOLUME (PQV) LAST 5 WEEKS	ACTIVE PERSONALLY ENROLLED ASSOCIATES CURRENT PAY PERIOD	ANY ENROLLMENT LEG HAS PAID-AS STA CURRENT PAY PERIOD	QV LEG VOLUME LAST 5 WEEKS	ENROLLMENT DOWNLINE SALES VOLUME (EDSV), MAX 50% COUNTED FROM EACH ENROLLMENT LEG LAST 5 WEEKS	CONSECUTIVE WEEKS FOR RANK PROMOTION
ASSOCIATE (A)	-	-	-	-	-	-
SENIOR ASSOCIATE (SRA)	50QV	1 LEFT + 1 RIGHT	-	-	-	1
STAR ASSOCIATE (STA)	50QV	1 LEFT + 1 RIGHT	-	500QV	-	1
TWO STAR ASSOCIATE (TSA)	100QV	1 LEFT + 1 RIGHT	-	1,500QV	-	1
DIRECTOR (D)	100QV	1 LEFT + 1 RIGHT	1	3,000QV	-	1
BRONZE DIRECTOR (BD)	100QV	1 LEFT + 1 RIGHT	1	9,000QV	4,000QV	1
SILVER DIRECTOR (SD)	100QV	1 LEFT + 1 RIGHT	1	18,000QV	18,000QV	1
GOLD DIRECTOR (GD)	100QV	1 LEFT + 1 RIGHT	1	30,000QV	30,000QV	1
EXECUTIVE (E)	100QV	1 LEFT + 1 RIGHT	1	60,000QV	60,000QV	1
RUBY EXECUTIVE (RE)	100QV	1 LEFT + 1 RIGHT	1	120,000QV	120,000QV	4
EMERALD EXECUTIVE (EE)	100QV	1 LEFT + 1 RIGHT	1	180,000QV	180,000QV	4
DIAMOND EXECUTIVE (DE)	100QV	1 LEFT + 1 RIGHT	1	250,000QV	250,000QV	4
DOUBLE DIAMOND EXEC (DDE)	100QV	1 LEFT + 1 RIGHT	1	400,000QV	400,000QV	4
TRIPLE DIAMOND EXEC (TDE)	100QV	1 LEFT + 1 RIGHT	1	600,000QV	600,000QV	4
BLACK DIAMOND EXEC (BDE)	100QV	1 LEFT + 1 RIGHT	1	800,000QV	800,000QV	4

Career Plan at a Glance



COMPENSATION REWARDS BY RANK

RANK	RETAIL PROFIT	RETAILER & FIRST ORDER BONUSES	FAST-START & FAST-START MENTOR BONUSES DOUBLER	WEEKLY TEAM BONUS EARNINGS MAXIMUM	WEEKLY MATCHING TEAM BONUS EARNINGS MAXIMUM	RANK ADVANCEMENT BONUSES	LIFESTYLE BONUS	POOL BONUSES
ASSOCIATE (A)	YES	YES	YES	-	-	-	-	-
SENIOR ASSOCIATE (SRA)	YES	YES	YES	\$1,000	-	-	-	-
STAR ASSOCIATE (STA)	YES	YES	YES	\$1,000	-	\$100	-	-
TWO STAR ASSOCIATE (TSA)	YES	YES	YES	\$1,000	-	\$200	-	-
DIRECTOR (D)	YES	YES	YES	\$1,000	50%	\$300	-	-
BRONZE DIRECTOR (BD)	YES	YES	YES	\$1,500	50%	\$400	\$100	-
SILVER DIRECTOR (SD)	YES	YES	YES	\$2,500	50%	\$500	\$125	-
GOLD DIRECTOR (GD)	YES	YES	YES	\$4,000	50%	-	\$150	-
EXECUTIVE (E)	YES	YES	YES	\$6,000	50%	-	\$225	Primary Influencer Pool 3% Weekly Global BV
RUBY EXECUTIVE (RE)	YES	YES	YES	\$8,000	50%	-	\$300	
EMERALD EXECUTIVE (EE)	YES	YES	YES	\$10,000	60%	-	\$375	
DIAMOND EXECUTIVE (DE)	YES	YES	YES	\$12,000	70%	-	\$375	
DOUBLE DIAMOND EXEC (DDE)	YES	YES	YES	\$14,000	80%	-	\$375	
TRIPLE DIAMOND EXEC (TDE)	YES	YES	YES	\$18,000	90%	-	\$375	
BLACK DIAMOND EXEC (BDE)	YES	YES	YES	\$25,000	100%	-	\$375	

Definitions – Glossary of Terms



ACTIVE STATUS	An Associate is active, depending on rank achieved, when he or she has at least 50 or 100 QV in Personal Qualification Volume (PQV) within the last 5 weekly pay-periods (current week plus previous 4 weeks).
ASSOCIATE	An Associate is a person or company who has completed the Anovite Independent Associate Application and Agreement.
BINARY	A binary compensation plan is a compensation plan that compensates Associates based on unpaid accumulated volume in two legs, left and right.
BINARY DOWNLINE	Binary downline is a term used to describe the Associates in the left and right legs of an Associate. Associates in one's binary downline may be placed there by Associates in your binary downline or by sponsors above you.
BINARY LEG	A binary leg is either your left or your right leg in your binary downline.
BONUS VOLUME (BV)	Bonus Volume is the basis for calculation of Team Bonuses. Bonus Volume varies by product. It is <u>not</u> calculated as a fixed percentage of Associate cost or suggested retail price. Bonus Volume is generated by product purchases and sales to customers and Associates. Basic starter kits, sales aids, shipping and handling, and sales taxes do not generate bonus volume.
ENROLLING SPONSOR	Enrolling sponsor is the term given to an Associate who introduces the Anovite opportunity to a new recruit. The enrolling sponsor is identified as the sponsor on the application of the new Associate. The new Associate is personally enrolled by his or her enrolling sponsor.
ENROLLMENT DOWNLINE	Enrollment downline is the term used to describe the Associates personally enrolled by an Associate and all of the Associates enrolled by them, etc.
ENROLLMENT DOWNLINE LEG	An enrollment downline leg begins with a personally enrolled Associate and includes all of his or her personally enrolled Associates and their personally enrolled Associates, etc., <u>without</u> consideration for any relationship to one's binary downline
ENROLLMENT DOWNLINE SALES VOLUME (EDSV)	Your Enrollment Downline Sales Volume is the QV generated in the last 5 weeks (current week plus previous 4 weeks) from your own Customer's QV and by all of the PQV produced by Associates in your enrollment downline, with no more than 50% of the requirement counted for your paid-as rank from any one of your enrollment downline legs.

ENROLLMENT UPLINE	Your enrollment upline consists of your sponsor, and your sponsor's sponsor, etc. all the way up to the top of the enrollment upline which is the company.
INACTIVE	Inactive is the term used to describe Associates who do NOT have at least 50 QV in Personal Qualification Volume within the last 5 weekly pay-periods (current week plus previous 4 weeks). The unpaid left and right leg BV of inactive Associates expires and zeros out and does not carry forward to the next week.
LESSER LEG VOLUME	The lesser leg volume is the unpaid accumulated BV in whichever leg, your left or your right, that contains less volume.
LIFETIME RANK	Your lifetime rank is the highest rank you have ever achieved as an Anovite Associate in the last 52 weeks.
ORGANIZATION	An organization includes the Associate and all of the Associates in one of his or her downlines. Anovite's Associates belong to two organizations, a binary downline and an enrollment downline.
ORIGINAL SPONSOR	The sponsor at the time an Associate was entered into the computer.
PERSONALLY ENROLLED	The sponsor who is identified on the application of a new recruit personally enrolls the new recruit. The new recruit may or may not be placed directly beneath the enrolling sponsor. While due to deactivation, the sponsor of a recruit may change, the Associate who personally enrolled the recruit will not change.
PLACEMENT SPONSOR	Sponsor is the term given to the current sponsor (immediate upline in binary) of an Associate. An Associate may be enrolled by one Associate but he may be placed underneath another downline Associate in the binary. Also, while an Associate's sponsor may change over time due to a sponsor's deactivation, the enrolling sponsor will not change as long as the enrolling sponsor has not been canceled.
QUALIFYING VOLUME (QV)	Each commissionable product is assigned a QV value this value is used ONLY in establishing "activity," QV Leg Volume, and Enrollment Downline Sales Volume (EDSV) for rank advancement and rank maintenance. QV assigned to all products is based on the Wholesale Price of the product.
QV LEG VOLUME	After your personal Customer QV has first been added to your lesser volume leg; Qualifying Leg Volume or QV Leg Volume is the total QV generated from every Associate and their customer sales in your lesser volume binary leg in the last 5 weekly pay-periods (current week plus previous 4 weeks).