

# MAKE AN IMPACT Introducing Impact, Zija International's Rewards Plan Impact makes it easy for you to be rewarded for designed to provide you with the tools necessary to simply sharing effective products with your friends. Impact is a reciprocal program—when you enhance achieve a Life Unlimited. This simple guide will explain how to use Impact's tools to help you fulfill your goals. lives by sharing cutting-edge products, you benefit by Whether that's having extra money to pay bills, sending being compensated for your hard work on a regular your kids to college, retiring early, or owning your basis. We can't wait to see the impression you will own business, you determine your goals and Impact make, with a little help from Impact. will be the pathway to obtain them. 2 | 樂ZIJA

# READY, SET, IMPACT! BECOME A MEMBER

Whether you are looking to have a transformative product experience, live a healthier life, or simply have fun with a little side hustle, starting as a Customer is a perfect kickoff on your Zija journey! Even though many of our Members simply enjoy Zija's products without participating in Impact, we encourage everyone to share the cutting-edge products with their friends and family—and be rewarded for doing so!

Impact serves as a bonus to those who are purchasing products on a regular basis by allowing you to accumulate Loyalty Points. Loyalty Points can help you experience the variety of beneficial products Zija has to offer. Customers can also participate in the Customer Bonus, mentioned later in this document.

Alongside these benefits, Distributors are able to enjoy the complete benefits of Impact, like being rewarded for sharing the Zija products, exclusive invites to exciting incentive trips, and being able to participate in rewarding promotions.







# **Comm**only **Used** Terms

Reference this quick guide to while you read through Impact's rewards:

### Personal Volume (PV)

Personal Volume (PV) is a point value that is assigned to each Zija International product. PV is used to track and measure if you are Active, as well as calculate Commissions.

### Active

To receive Compensation, you must remain Active. To be considered Active, you must reach your market's Active requirements in the last 28 days.

### Qualified

After you have become Active and you teach two Personally Sponsored Members to do the same, you become Qualified.

### Cycle

A Cycle is a calendar week beginning midnight (Mountain Time), Saturday and ending 11:59 PM (Mountain Time), Friday. Zija pays Distributor Commissions every week on Friday.

### **Rank Volume**

Rank Volume is all PV in your organization, including first purchases and subsequent purchases.

#### Pin Rank

Pin Rank is the highest Rank that you have achieved in your time at Zija International.

#### Pay Rank

Pay Rank is based on the Volume in your organization within a Cycle.

### **Rolling Period Qualification**

The Pay and Pin Rank that a Distributor qualifies for on a given day is determined by a Rolling Period Qualification. By looking at the Rank Volume in the current Cycle, along with the previous three cycles, we can determine your Pay and Pin Rank.

# **IMPACT: 5 Ways to Earn**

DISTRIBUTOR

## **O1** Fast Start Commissions (FSC)



Every time a new Customer or a newly enrolled Distributor places their first order, you earn a percentage of the Volume of that order-it's that easy.

# **02** Get Qualified Bonus



Enroll 2 people with 150 PV (initial order) and a 75+ PV Zija Rewards Purchase (recurring order) in the same Cycle and Period and receive a \$50 bonus on your next Commission check!

Enroll 2 people with 250 PV (initial order) and a 75+ PV Zija Rewards Purchase (recurring order) in the same Cycle and Period and receive a \$100 bonus on your next Commission check!

YOU EARN

### **04** Customer Retention Bonuses

Impact's Customer Retention Bonus allows you to not only earn free product each Period but to build out your Customer base and be rewarded with a cash bonus!

·			
CUSTOMER VOLUME LEVEL	REWARD		
500 - 999	\$100/75 PV ZIJA REWARDS PURCHASE		
1,000 - 2,499	\$200/150 PV ZIJA REWARDS PURCHASE		
2,500 - 4,999	\$200/150 PV ZIJA REWARDS PURCHASE	+	\$250 CASH BONUS
5,000 - 9,999	\$200/150 PV ZIJA REWARDS PURCHASE	+	\$500 CASH BONUS
10,000	\$200/150 PV ZIJA REWARDS PURCHASE	+	\$1,000 CASH BONUS

## **03** Team Commissions

Initial Order from

NEWLY ENROLLED NEWLY ENROLLED NEWLY ENROLLED

CUSTOMER

If you are Active and Qualified, you are eligible to receive up to 10% in Team Commissions. For example, let's say you are Active (75 or 150) and have 600 Commissionable Volume on your Left Leg and 500 Commissionable Volume on your Right Leg. You would receive \$50 in Team Commissions.

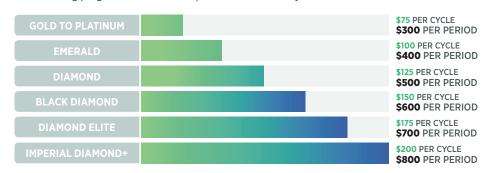
Initial Order from

CUSTOMER



# **05** Leadership Bonus

When you continue to share and grow your Zija team, you'll qualify to receive further bonuses and unlock other exciting programs—like Leadership Pools and the Lifestyle Bonus.



RANK	EMERALD POOL		DIAMOND POOL		DIAMOND ELITE POOL	
KANK	Generations	Qualifier	Generations	Qualifier	Generations	Qualifier
Emerald	4	Bronze and Above	-	-	-	-
Diamond	5	Bronze and Above	Infinitely	Bronze and Above	-	-
Black Diamond	6	Bronze and Above	Infinitely	Bronze and Above	-	-
Diamond Elite	7	Bronze and Above	Infinitely	Bronze and Above	Infinitely	Emerald and Above
Imperial Diamond	8	Bronze and Above	Infinitely	Bronze and Above	Infinitely	Emerald and Above
Crowne Diamond Elite	9	Bronze and Above	Infinitely	Bronze and Above	Infinitely	Emerald and Above

#### LIFESTYLE BONUS

Impact's Lifestyle Bonus provides you with the freedom to upgrade your life however you want! Use this qualifying cash bonus to put towards the goal of achieving the Life Unlimited lifestyle you envision.

### **LEADERSHIP POOLS**

You can earn up to a total of 12% Commissionable Volume through Impact's Leadership Pools! If you are Emerald Ranked, you qualify for 6% of Commissionable Volume—increasing to 12% once you are Diamond Elite Ranked.

#### **EMERALD POOL**

This bonus pays you on a weekly basis based on the Commissionable Volume of your organization—through potentially nine Generations. Because there is no limit to the number of Distributors that you can Sponsor.

#### DIAMOND POOL

This Pool is based on the Commissionable Volume of those that are Bronze Ranked and higher in your organization.

#### **DIAMOND ELITE POOL**

This Pool is based on Commissionable Volume of those that are Emerald Ranked and higher in your organization.

# YOUR **FIRST** WEEK

To maximize the benefits of Impact (like earning Commissions and qualifying for bonuses), there are three simple steps to take in your first seven days:

> STEP 1 **Become Active**

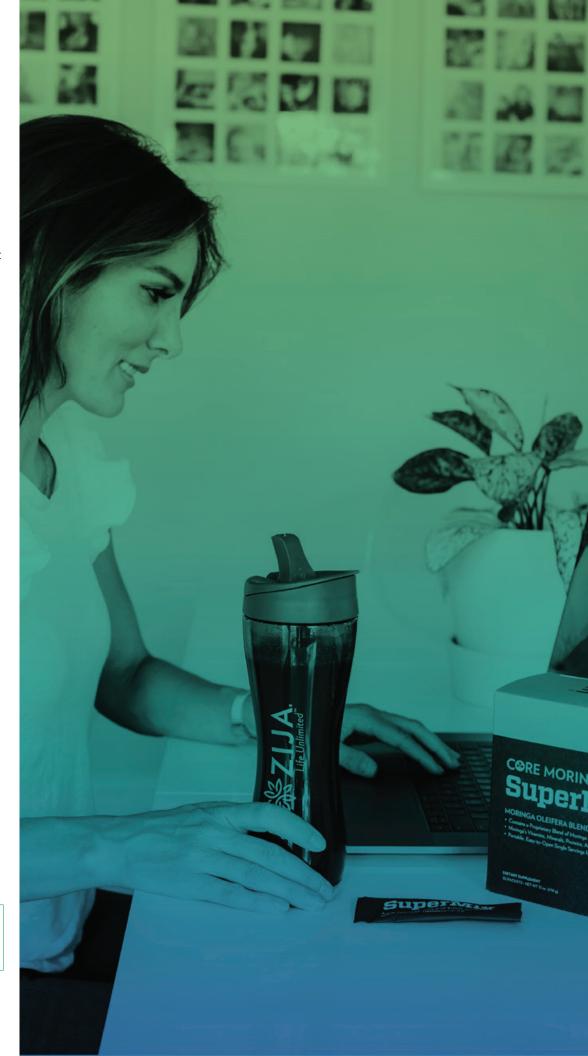
# STEP 2

Set up your Zija **Rewards Purchase** (recurring order)

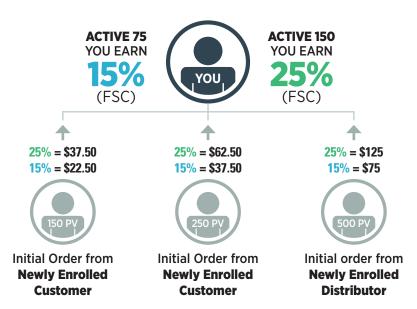
> STEP 3 Share and Qualify

### **IMPACTFUL TIP**

You can always refer to the Commonly Used Terms section (page 4) for a quick refresher on what terms like Qualified and Active mean!



# **Fast Start Commissions**



Fast Start Commissions (FSC) makes it easy to earn money each time you share Zija products with a friend! Every time a newly enrolled Customer or a newly enrolled Distributor places their first order, you earn a percentage of the PV of that order—it's that easy.

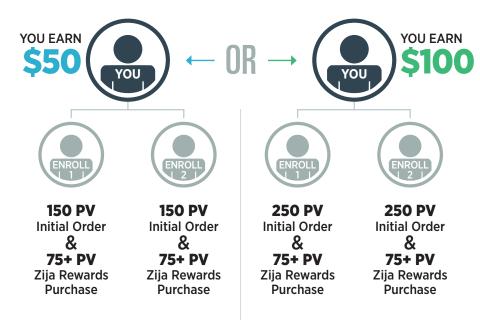
#### **RULES**

- 1. Activity Level is based on Rolling 4 Cycles and will be determined at the close of each Cycle.
- 2. Only first orders, as previously defined, will count toward FSC.

For full rules and requirements, see the appendix on page 14.

If you were Active 150, you'd earn 25% (a total of \$225 in the example to the left) of all your newly Enrolled Member's order Volume—this is your FSC! If you were Active 75, you would earn 15% of your newly Enrolled Member's order Volume (or \$135 in the example to the left).

# **Get Qualified Bonuses**



Achieve your team growth goals you've been aiming for and be rewarded with a cash bonus for accomplishing them! By enrolling two new team Members at a certain PV level and setting them up with a Zija Rewards Purchase, you can receive a one-time bonus of \$50 or \$100, up to a total of \$500 per Cycle.

#### **RULES**

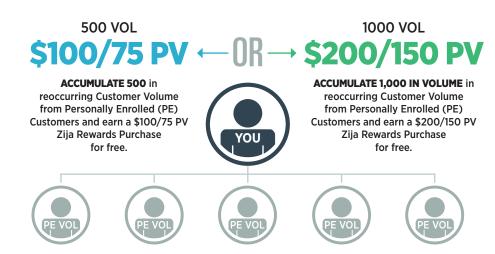
- 1. Enrolled pairs can be at different PV levels.
- 2. Pairs must be enrolled with in the same Cycle.

For full rules and requirements, see the appendix on page 14.

Enroll 2 people at 150 PV (initial order) and a 75+ PV Zija Rewards Purchase (recurring order) in the same Cycle and Period and receive a \$50 bonus on your next Commission check!

Enroll 2 people at 250 PV (initial order) and a 75+ PV Zija Rewards Purchase (recurring order) in the same Cycle and Period and receive a \$100 bonus on your next Commission check!

# **Customer Retention Bonuses**



### **CLUB 500 & CLUB 1,000**

We make it easy for Members to get their product for free! Depending on how much Customer Volume you Accumulate each Period, you can be eligible to earn a FREE Zija Rewards Purchase!

For full rules and requirements, see the appendix on page 14.

PE CUSTOMER	FIRST PERIOD	SECOND PERIOD	THIRD PERIOD	
	<b>25</b> PV	<b>15</b> PV	<b>250</b> PV	
2	<b>150</b> PV	<b>0</b> PV	<b>150</b> PV	
3	<b>0</b> PV	<b>350</b> PV	<b>500</b> PV	
4	<b>250</b> PV	<b>0</b> PV	<b>100</b> PV	
5	<b>25</b> PV	<b>35</b> PV	<b>0</b> PV	
6	<b>50</b> PV	<b>100</b> PV	<b>0</b> PV	
	500 CUSTOMER VOLUME  YOU EARN 75 PV ZIJA REWARDS	500 CUSTOMER VOLUME  YOU EARN 75 PV ZIJA REWARDS	1,000 CUSTOMER VOLUME YOU EARN 150 PV ZIJA REWARDS	

**PURCHASE** 

**PURCHASE** 

**PURCHASE** 

In the first Period, you acquired 500 total Customer Volume! This means you earned a FREE 75 PV Zija Rewards Purchase. In the second Period, you acquired 500 total Customer Volume again. This means you earned a FREE 75 PV Zija Rewards Purchase. In the third Period, you acquired 1,000 total Customer Volume—nice! This means you earned a FREE 150 PV Zija Rewards Purchase.

# **Customer Retention Bonuses** (cont.)

CUSTOMER VOLUME LEVEL	REWAR	RD	
500 - 999	\$100/75 PV ZIJA REWARDS PURCHASE		
1,000 - 2,499	<b>\$200/150 PV</b> ZIJA REWARDS PURCHASE		
2,500 - 4,999	<b>\$200/150 PV</b> ZIJA REWARDS PURCHASE	+	\$250 CASH BONUS
5,000 - 9,999	<b>\$200/150 PV</b> ZIJA REWARDS PURCHASE	+	\$500 CASH BONUS
10,000	<b>\$200/150 PV</b> ZIJA REWARDS PURCHASE	+	\$1,000 CASH BONUS

### **CUSTOMER CASH BONUSES**

In addition to the free Zija Rewards Purchase you can earn for sharing, Zija has implemented the following cash bonuses if you continue to share. Cash bonuses available to Distributors only.

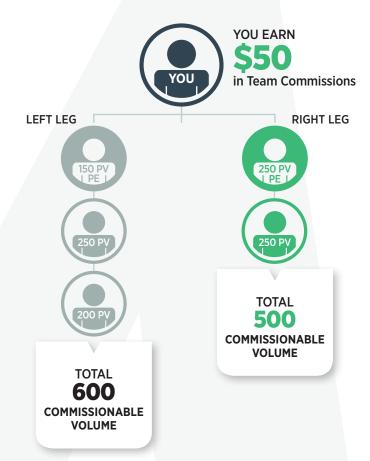
For full rules and requirements, see the appendix on page 14.

PE CUSTOMER	FIRST PERIOD	SECOND PERIOD	THIRD PERIOD
	<b>350</b> PV	<b>500</b> PV	<b>550</b> PV
2	<b>550</b> PV	<b>1,000</b> PV	<b>950</b> PV
(3)	<b>150</b> PV	<b>350</b> PV	<b>1,500</b> PV
4	<b>450</b> PV	<b>500</b> PV	<b>500</b> PV
5	<b>1,000</b> PV	<b>25</b> PV	<b>750</b> PV
6	<b>0</b> PV	<b>125</b> PV	<b>750</b> PV
	2,500 CUSTOMER VOLUME  YOU EARN 150 PV ZIJA REWARDS PURCHASE  \$250 CASH BONUS	2,500 CUSTOMER VOLUME  YOU EARN 150 PV ZIJA REWARDS PURCHASE  \$250 CASH BONUS	5,000 CUSTOMER VOLUME  YOU EARN 150 PV ZIJA REWARDS PURCHASE  \$500 CASH BONUS

In the first Period, you acquired 2,500 total Customer Volume! This means you earned a FREE 150 PV Zija Rewards Purchase, plus a \$250 cash bonus! In the second Period, you acquired 2,500 total Customer Volume, again! This means you earned a FREE 150 PV Zija Rewards Purchase, plus a \$250 cash bonus. In the third Period, you acquired 5,000 total Customer Volume—way to go! This means you earned a FREE 150 PV Zija Rewards Purchase, plus a \$500 cash bonus.

# **Team Commissions**

Your organization has two teams, one on your Left and one on your Right. As sales occur, no matter where they are located in your left team (referred to as your Left Leg) or your right team (referred to as your Right Leg), PV accumulates in each of these teams. Every time you reach a minimum of 500 in Volume in both of these teams, you will be paid.



### **IMPACTFUL TIP**

We refer to your Left leg and Right Leg as your Binary Organization. This is the backbone of Impact and where Compensation (Team Commissions) is paid from.

#### **UNDERSTANDING TEAM COMMISSIONS:**

If you are Active and Qualified, you are eligible to receive up to 10% in Team Commissions.

All unpaid Commissionable Volume carries over each Cycle, as long as you remain Active 75 or greater. Zija will pay Team Commissions of up to \$10,000 per Cycle.

For full rules and requirements, see the appendix on page 14.

Example, let's say you are Active (75 or 150) and have 600 Commissionable Volume on your Left Leg and 500 Commissionable Volume on your Right Leg. You would receive \$50 in Team Commissions.

# **Leadership Bonuses**

When you continue to share and grow your Zija team, you'll qualify to receive further bonuses and unlock other exciting programs—like Leadership Pools and the Lifestyle Bonus.

#### LIFESTYLE BONUS



Impact's Lifestyle Bonus provides you with the freedom to upgrade your life however you want! Use this qualifying cash bonus to put towards the goal of achieving the Life Unlimited lifestyle you envision.

When you Rank Gold for two consecutive Cycles and have a minimum of 15,000 in Sponsor Tree Volume, you are automatically qualified for the Lifestyle Bonus! Check out the Bonus scale to the left to see the Lifestyle Bonus you can earn each Cycle, according to your Pay Rank.

### **LEADERSHIP POOLS**

You can earn up to a total of 12% Commissionable Volume through Impact's Leadership Pools! If you are Emerald Ranked, you qualify for up to 6% of Commissionable Volume—increasing to 12% once you are Diamond Elite Ranked.

### IMPACTFUL TIP

What exactly is a Generation? A Generation is defined as someone in your organization that is a Pay Rank of Bronze or higher.

#### **EMERALD POOL**

The first Pool is the Emerald Pool. This bonus pays you on a weekly basis based on the Commissionable Volume of your organization—through potentially nine Generations. Because there is no limit to the number of Distributors that you can Sponsor, there is no limit to the size of your organization. Your depth depends on your Pay Rank.

#### **DIAMOND POOL**

The second Pool is the Diamond Pool. This Pool is based on the Commissionable Volume of those that are Bronze Ranked and higher in your organization. This Pool is not limited by Generations, which means an even bigger bonus. This bonus is paid weekly and you must be Diamond Ranked or higher to be eligible.

#### **DIAMOND ELITE POOL**

The final Pool is the Diamond Elite Pool. This Pool is based on Commissionable Volume of those that are Emerald Ranked and higher in your organization. Like the Diamond Pool, it's not limited by Generations and is paid weekly. You must be Diamond Elite Ranked or higher to be eligible.

RANK	EMERALD POOL		DIAMOND POOL		DIAMOND ELITE POOL	
KANK	Generations	Qualifier	Generations	Qualifier	Generations	Qualifier
Emerald	4	Bronze and Above	_	_	_	_
Diamond	5	Bronze and Above	Infinitely	Bronze and Above	_	_
Black Diamond	6	Bronze and Above	Infinitely	Bronze and Above	_	_
Diamond Elite	7	Bronze and Above	Infinitely	Bronze and Above	Infinitely	Emerald and Above
Imperial Diamond	8	Bronze and Above	Infinitely	Bronze and Above	Infinitely	Emerald and Above
Crowne Diamond Elite	9	Bronze and Above	Infinitely	Bronze and Above	Infinitely	Emerald and Above

For full rules and requirements, see the appendix on page 14 and 15.

# **Zija Rank Qualifications**

Distributors must be Active and Qualified to advance to any Rank. Distributors must be Active 150 to advance or maintain any Rank, Emerald and above. Team Commissions may be capped at specific Ranks, beginning with Builder at \$250.

	ream commissions may be capped at specific ranks, segmining with builder at \$250.						
	RANK	RANK VOLUME IN LESSER LEG	QUALIFIED LEG	SPONSOR TREE VOLUME REQUIREMENT			
Ä	Distributor	-	-	-			
BUILDER	Builder	75	_	_			
<u> </u>	Builder 500	500	_	-			
	Builder 1000	1,000	_	-			
	Bronze	1,500	1	-			
SHIP	Silver	2,500	1	_			
LEADERSHIP	Gold	4,000	2	-			
LEA	White Gold	12,000	2	_			
	Platinum	16,000	3	-			
_	Emerald	24,000	4	_			
IOR ERSH	Diamond	45,000	5	-			
SENIOR LEADERSHIP	Double Diamond	80,000	5	_			
	Triple Diamond	120,000	5	-			
	Black Diamond	120,000	6	200,000/No more than 50% coming from one Enrollment Leg			
	Double Black Diamond	120,000	6	300,000/No more than 45% coming from one Enrollment Leg			
	Triple Black Diamond	120,000	6	400,000/No more than 40% coming from one Enrollment Leg			
≗	Diamond Elite	120,000	6	500,000/No more than 35% coming from one Enrollment Leg			
\DERSH	<b>Double Diamond Elite</b>	120,000	6	750,000/No more than 30% coming from one Enrollment Leg			
ECUTIVE LEADERSHIP	Triple Diamond Elite	120,000	6	1,000,000/No more than 25% coming from one Enrollment Leg			
EXECUT	Imperial Diamond	120,000	6	1,500,000/No more than 25% coming from one Enrollment Leg			
SENIOR E	Double Imperial Diamond	120,000	6	2,000,000/No more than 20% coming from one Enrollment Leg			
SE	Triple Imperial Diamond	120,000	6	2,500,000/No more than 20% coming from one Enrollment Leg			
	Crowne Diamond Elite	120,000	6	3,000,000/No more than 18% coming from one Enrollment Leg			
	Double Crowne Diamond Elite	120,000	6	4,000,000/No more than 18% coming from one Enrollment Leg			
	Triple Crowne Diamond Elite	120,000	6	5,000,000/No more than 18% coming from one Enrollment Leg			

All references to income implied or stated through the Impact document are for demonstration purposes only. Zija does not guarantee any level of income or earnings to any Distributor. Earnings from Impact solely depend on sales and each Distributor's skill, ability, and personal application.

make a full examination. The Distributor will be responsible to adhere to this document upon publication, in any form, by the Company. Amendments shall be in effect and binding to all Distributors upon publication by the Company in any form generally made available to all Distributors/Members.

Zija solely and expressly reserves the right to amend this document at any time and will publish this document so that the Distributor has an opportunity to

\*Lesser Leg Rank Volume is calculated on a Rolling Period Qualification, meaning we are looking at the Current Cycle, and the previous 3 Cycles.

# Glossary

#### ACTIVE

Being Active is based on a Rolling Period Qualification. This method is used in part to determine your Pay Rank each Cycle.

#### **ACTIVE 75**

To earn Commissions and bonuses, you must be Active. To be Active 75 you must have a minimum of 75 Personal Volume in a Rolling Period.

#### **ACTIVE 150**

To earn Commissions and bonuses, you must be Active. To be Active 150 you must have a minimum of 150 Personal Volume in a Rolling Period.

#### **BUILDER 500 LEGS**

Builder 500 Legs are Personal Enrollment Tree Legs with a Distributor who has the Pay Rank of Builder 500. These are needed for achieving higher Ranks in the Impact Rewards Plan. Each Leg can contribute only one (1) Builder 500 toward your Rank advancements.

#### **COMMISSIONABLE VOLUME**

Team Commissions are determined by Commissionable Volume (CV). Commissionable Volume is the Volume that rolls up from your Downline after other bonuses have been paid.

#### **CUSTOMER**

A Zija Member who purchases Zija products at Wholesale Pricing. Customers do not earn Commissions.

#### CYCLE

A Cycle is a calendar week beginning midnight (Mountain Time), Saturday and ending 11:59 PM (Mountain Time), Friday. Zija pays its Distributors every week on Friday.

#### **DISTRIBUTOR**

A Distributor—also referred to as a "Zija Independent Distributor"—is a person who is an independent contractor authorized by Zija to purchase the Company's products at a wholesale price for resale. A Distributor can introduce others to Zija products for personal consumption. A Distributor can also sponsor and mentor other people into their Downline Sales Organization and can be rewarded. A Distributor must agree and adhere to the Zija Policies and Procedures.

#### DOWNLINE

Everyone under you in the binary Genealogy is considered your "Downline" period. These individuals may be placed by you, your Upline Members, or Distributors who are under you.

#### GENERATION

A Generation encompasses the organization of any qualified and Active Distributor holding a Pay Rank of Bronze or above. This is determined by your Personal Enrollment Tree.

#### MEMBER BACK OFFICE

The Member Back Office is provided by Zija as a place where you can place product orders, track the delivery of your products, and manage your Zija business.

#### **PAY LEG**

In a Binary Tree, you have two Legs—a Left Leg and a Right Leg. Each Leg may have Volume that occurs in the Downline of that Leg. The Leg with the smaller amount of Volume is referred to as the Pay Leg; the Leg with the larger amount of Volume is referred to as the Power Leg.

#### PAY RANK

Pay Rank is the Rank earned each Cycle based on the requirements of each Rank. See the Zija Rank Qualifications for more details.

#### PERIOD

A Period consists of four consecutive Cycles. There are 28 days in a Period and 13 Periods in a calendar year. Please refer to the Zija Four-Week Rolling Calendar for date information defining a Period.

#### **ENROLLMENT TREE LEG**

Enrollment Tree refers to those Distributors/Customers you have personally sponsored and those whom they have sponsored. All of your Personally-Sponsored Distributors/Customers are on your Frontline.

#### **PERSONAL VOLUME**

Personal Volume (PV) is defined as the Volume associated with a Member purchase for purposes of resale, for use as samples, or for personal use.

#### PIN RANK

Pin Rank is the highest Rank achieved as a Zija Independent Distributor.

#### **POWER LEG**

Your Binary Leg, whether Right or Left, that contains the most Commissionable Volume for the Cycle.

#### **QUALIFIED**

You must also be Qualified to earn Team Commissions, other Commissions, and bonuses. This means that you must have at least two Personally-Sponsored Distributors/ Customers who each meet a minimum Active Level requirement.

#### **RANK VOLUME**

Rank Volume (RV) is simply all of the Volume generated by your Downline that rolls up to you. Your Rank and earning potential is derived by how much Rank Volume has been generated in your Lesser Leg.

#### **ROLLING PERIOD**

Rolling Period is defined as the current Cycle and the previous 3 Cycles. Rolling Period is part of the process that determines Activity Level and Rank. See "Period" in the glossary for further definition.

#### **SPECIAL INITIATIVES**

Also referred to as Promotions or Programs, are short-term and are designed to create momentum and reward accomplishments for you and your organization.

#### SPONSOR TREE VOLUME

Sponsor Tree Volume is Volume generated by your Personally-Sponsored Distributors/Customers, their Personally-Sponsored Distributors/Customers, and so on.

#### UPLINE

Everybody above you in the binary Genealogy is considered your Upline.

#### VOLUME

Volume is a value applied to a purchased product or products for the purposes of determining Rank and paying Commissions and bonuses.

#### **ZIJA REWARDS PURCHASE**

Each time you have a Zija Rewards Purchase—sometimes referred to as a recurring order—you will receive Loyalty Points to put towards free products, discounts on SWAG, exclusive access to new Zija Products, occasional deals, and more.

All Special Initiatives are subject to change at any time by Zija International at Zija International's sole discretion.

All Special Initiative are subject to the Return Policy as found in Zija's Policies and Procedures, section 28-29.

Exceptions to the Return Policy may be applied by the Company in instances in which extenuating circumstances exist. If, in Zija's sole discretion, any product was ordered in an effort to manipulate the initiative, such product(s) are not returnable and no refunds will be given.

Impact is not fully defined within this document. If you have questions or need clarification regarding any part of Impact, please contact Zija's Customer Service Department. You can view what different Pay Ranks are currently earning by visiting your Member Back Office.

# Appendix

#### **FAST START COMMISSIONS**

- 1. This initiative—particularly this version of the initiative—and the ability to earn FSC is only available to Zija Independent Distributors in certain participating countries or markets.
- 2. Activity Level is based on Rolling 4 Cycles and will be determined at the close of each Cycle.
- 3. Only first orders, will count toward FSC; however, all Volume counts toward Rank qualifications.
- 4. Loyalty Points cannot be earned on orders that pay FSC.

#### **GET QUALIFIED BONUS**

- 1. This program is open to all Active Zija Independent Distributors, excluding Zija Korea and China Members.
- 2. Enrolled pairs can be at different PV levels.
- 4. Pairs must be enrolled in the same Cycle of the same Period.
- 5. If you are currently flagged for Double FSC, you are deemed ineligible for the Get Qualified Bonus.
- 6. This promotion and all of its rules, regulations, and benefits are subject to change at any time at Zija International's
- \*\*Zija Rewards Purchase (recurring order) requirement excludes Colombia, South Africa, Cameroon, Mexico, Philippines, and Thailand.

#### **TEAM COMMISSIONS**

If you and your two Personally-Sponsored Distributors/Wholesale Members are Active 75 or greater, you will have earned the Rank of Builder and will be eligible to receive up to 10% in Team Commissions. Your first two Personally-Sponsored Distributors/Wholesale Members need to be on separate Legs.

Team Commissions are earned on your Lesser Leg Commissionable Volume (CV) and begin at 500 accumulated Commissionable Volume on this Leg, as well as on every 100 points thereafter. All unpaid Commissionable Volume carries over each Cycle as long as you remain Active 75 or greater. For Team Commissions to be paid in subsequent Cycles, there must be a minimum of 500 accumulated Commissionable Volume in your Lesser Leg. Zija will pay Team Commissions of up to \$10,000 per Cycle, per Business Center.

- 1. The Team Commissions Overdrive Promotion begins October 28, 2017, and ends December 31, 2018.
- 2. Zija Members must be Active and maintain an activity level of 150 PV in order to qualify for the Team Commissions Bonus Active 75 Markets.
- 3. Zija Members must be Active and maintain an activity level of 75 PV in order to qualify for the Team Commissions Bonus Active 40Markets.
- 4. Earning limits per Rank apply.
- 5. Rules and qualifications are subject to change at any time at Zija International's sole discretion.

#### **CUSTOMER RETENTION BONUS**

- 1. Only Volume from Personally Sponsored Customers will count toward the bonus period.
- 2. Only reoccurring orders (non-initial) orders will count toward your volume total for the bonus period.
- 3. There is no limit to the amount of Volume that will count from each of your personally sponsored Customers for the bonus period.
- 4. The Zija Rewards Purchase credit will be applied to your Zija Rewards Purchase template that is on file, for the Period following the Zija Rewards Purchase.
- 5. If a cash bonus is earned, it will be paid out with your Cycle 4 Commissions.
- 6. If a return or refund happens from a Customer, which was counting toward your Volume total, you will be charged the difference the following Period.

#### **LEADERSHIP POOLS**

#### **Lifestyle Bonus**

This Bonus is available in every country.

- · Your Lifestyle Bonus will be calculated at the close of Cycle 4. The total Sponsor Tree Volume, Pay Rank, and Bonus earned will all be calculated at the close of Cycle.
- This bonus is based on results achieved during a full Period (Cycle 1 through Cycle 4)
- You must hit the Pay Rank of Gold at least twice and have 15,000 in Sponsor Tree Volume to meet minimum requirements to earn the bonus.
- A Distributor must be Active and Qualified in order to earn this bonus.
- · A Distributor must be in good standing in order to receive this bonus.
- · Your bonus is a relative percentage between your Sponsor Tree Volume and the Pay Rank you have achieved in the Period.
- · The maximum earnings will be capped at what is relative to the highest Pay Rank that you have achieved for that Period.

#### **Emerald Pool**

Zija pays up to 6% of Commissionable Volume to Emeralds and above.

The Emerald Pool allows you to earn Commissions based on Team Commissions of Distributors that you personally sponsor, the Team Commissions of Distributors that they personally sponsor, and so on, through potentially 9 Generations of Leaders in your Personally-Sponsored Tree. Because there is no limit to the number of Distributors/Wholesale Members that you can personally sponsor, there is no limit to the number of Personally-Sponsored Tree Legs that you can have. In other words, you have unlimited width. Your depth depends on your Pay Rank.

# **Appendix**

Emerald Pool begins when you achieve the senior leadership level Pay Rank of Emerald, and is paid up to 4 Generations. Diamond Executives (Diamond, Double Diamond, Triple Diamond) will be paid up to 5 Generations. Black Diamond Executives (Black Diamond, Double Black Diamond, Triple Black Diamond) will be paid up to 6 Generations. Diamond Elite Executives (Diamond Elite, Double Diamond Elite, Triple Diamond Elite) will be paid up to 7 Generations. Imperial Diamond Executives (Imperial Diamond, Double Imperial Diamond, Triple Imperial Diamond) will be paid up to 8 Generations, Crowne Diamond Executives (Crowne Diamond, Double Crowne Diamond, Triple Crowne Diamond) will be paid up to 9 Generations. A Generation ends when a leader is found (Bronze or above), regardless of depth. You must be at least the Pay Rank of Emerald to be eligible for the Leadership Pools.

Leadership Pools are paid weekly and are based on a floating percentage of Commissionable Volume\*. The Team Commissions earned by Distributors in your Personally-Sponsored Tree (within the Generations for which you qualify) will determine the amount of your Leadership Pool.

\*Weekly Commissions from Emerald Pool cannot exceed the Volume from your Lesser Volume Leg.

#### **Diamond Pool**

Zija pays up to 4% of Commissionable Volume to Diamond Executives. For each Personally-Sponsored Tree Leg where there is a Qualified Bronze or higher, Diamonds and above earn points in the Diamond Pool. The more qualifying Leadership Legs and Leaders you create, the more points you earn in the Pool. This bonus is paid weekly, based on your earned portion of the Pool.

#### **Diamond Elite Pool**

Zija pays up to 2% of Commissionable Volume for Diamond Elite Executives and above. For each Personally-Sponsored Tree Leg where there is a Qualified Emerald or higher, Diamond Elites and above earn points in the Diamond Elite Pool. The more qualifying Leadership Legs and Leaders you create, the more points you earn in the Pool. This bonus is paid weekly, based on your earned portion of the Pool.

The Leadership Pools are subject to individual leg point caps and total payout caps.

#### **RANKS & EARNING POTENTIAL PER CYCLE**

RANKS	POTENTIAL CAP
Builder	\$250
Builder 500	\$500
Builder 1000	\$750
Bronze	\$750
Silver	\$1,000
Gold	\$1,500
White Gold	\$1,750
Platinum	\$2,000
Emerald	\$3,000
Diamond	\$5,000
Double Diamond	\$6,000
riple Diamond	\$8,000
Black Diamond	\$9,000
Double Black Diamond	\$9,000
Triple Black Diamond	\$9,000
Diamond Elite	\$10,000
Double Diamond Elite	\$10,000
Triple Diamond Elite	\$10,000
mperial Diamond	\$10,000
Double Imperial Diamond	\$10,000
Triple Imperial Diamond	\$10,000
Crowne Diamond Elite	\$10,000
Double Crowne Diamond Elite	\$10,000
Triple Crowne Diamond Elite	\$10,000

