

# TRANONT RESIDUAL COMPENSATION PLAN



Tranont offers the best commission payout plan in the industry which includes **UNLIMITED Depth** for the Tranont Volume bonus. This plan can provide you with a true **RESIDUAL INCOME**. The Tranont Life Compensation includes **DYNAMIC COMPRESSION** for the Agent Base Shop Compensation which lets you take advantage of **LEVERAGED SALES**. Tranont also offers a **Builder & JEEP® BONUS** that is unmatched in the industry and accessible for a successful beginner! Enjoy these benefits and more with **SEVEN COMMISSION GENERATORS** between both plans. At Tranont and Tranont Life, we believe that our success is measured by how much income we generate for you.

The following are the details associated with the Tranont Compensation Plan:

## 1 COMPENSATION

| Rank          | Builder Bonus              | Volume Bonus | Jeep® Bonus | Leadership Bonus Pools | Max Pools          |
|---------------|----------------------------|--------------|-------------|------------------------|--------------------|
| Associate     | -                          | -            | -           | -                      | -                  |
| Jade          | -                          | \$250        | \$350       | -                      | -                  |
| Pearl         | \$2,000 (if in 90 days)*   | \$500        | \$500       | -                      | -                  |
| Ruby          | \$5,000 (if in 120 days)*  | \$1,500      | \$500       | -                      | -                  |
| Sapphire      | \$10,000 (if in 6 months)* | \$4,500      | \$500       | -                      | -                  |
| Emerald       | \$20,000 (if in 1 year)*   | \$7,000      | \$500       | 4% - 1 Share           | \$1,500            |
| Diamond       | -                          | \$14,000     | \$500       | 4% - 2 Shares          | \$3,000            |
| Black Diamond | -                          | \$20,000     | \$500       | 9% - 1 Shares          | \$5,000 + \$3,000  |
| Red Diamond   | -                          | \$35,000     | \$500       | 9% - 2 Shares          | \$25,000 + \$3,000 |
| Blue Diamond  | -                          | \$50,000     | \$500       | 9% - 4 Shares          | \$85,000 + \$3,000 |

\*To qualify for Builder Bonus, Associate must attain rank within specified time and maintain 200 PV each month from sign-up. Qualification time begins on date associate joins Tranont. Pearl and Ruby ranks must maintain qualification for two (2) consecutive months. Sapphire and Emerald Ranks must maintain qualification for three (3) consecutive months.

## 2 RANK REQUIREMENTS

| Rank          | PV   | Tranont Volume* | Personal Sponsored | Max Leg % |
|---------------|------|-----------------|--------------------|-----------|
| Associate     | -    | -               | -                  | -         |
| Jade          | 100  | 1,500           | 3                  | 65        |
| Pearl         | 100  | 5,000           | 3                  | 50        |
| Ruby          | 200  | 10,000          | 3                  | 45        |
| Sapphire      | 200  | 25,000          | 3                  | 45        |
| Emerald       | 200  | 50,000          | 3                  | 45        |
| Diamond       | 200  | 100,000         | 3                  | 40        |
| Black Diamond | 200  | 200,000         | 3                  | 40        |
| Red Diamond   | 200  | 400,000         | 3                  | 40        |
| Blue Diamond  | None | 1,000,000       | 3                  | 40        |

\*Does not include TranontLife Volume

# TRANONT LIFE COMPENSATION PLAN

## 3 REFERRING AGENT COMPENSATION PERCENTAGE

| Rank     | Preferred Contract % | Bonus Pool    |
|----------|----------------------|---------------|
| Agent    | Up to 30             |               |
| Jade     | Up to 35             |               |
| Pearl    | Up to 40             |               |
| Ruby     | Up to 45             | 3% - 1 Share  |
| Sapphire | Up to 50             | 5% - 1 Share  |
| Emerald  | Up to 55             | 7% - 1 Share  |
| Diamond  | Up to 60             | 10% - 1 Share |

\*Diamond rank for Referring Agents is attained on the Tranont Compensation Plan and qualifies for the Tranont Life Book Sale (*must be a licensed agent*).

## 4 CERTIFIED WRITING AGENT COMPENSATION PERCENTAGE

| Rank            | Preferred Contract % | Bonus Pool   |
|-----------------|----------------------|--------------|
| Agent           | Up to 50             |              |
| Director        | Up to 60             |              |
| Senior Director | Up to 70             |              |
| Vice President  | Up to 80             | 5% - 1 Share |
| President       | Up to 90             | 5% - 1 Share |

\*Rank qualifications based on paid points and commission percentage is based on paid rank at time of submit.

## 5 CERTIFIED WRITING AGENT REQUIREMENTS

### Agent

- Personal Life License
- Complete Tranont Life Certification

### Director

#### Team

- 3 Team Life Licenses (Active)
- 6,000 Team Points
- 2,000 Personal Points

### Senior Director

#### Team

- 10 Team Life Licenses (Active)
- 30,000 Team Points
- 6,000 Personal Points

### Vice President

#### Team

- 12 Team Life Licenses (Active)
- 120,000 Team Points
- 10,000 Personal Points

### President

#### Team

- 15 Team Life Licenses (Active)
- 200,000 Team Points
- 20,000 Personal Points

#### Personal

- 200,000 Personal Points

### Jeep Promotion \$600 *(must be a Certified Tranont Life Agent)*

#### Team

- Maintain 3,000 Personal Paid Points & 15,000 Team Paid Points per month

#### Personal

- Maintain 12,000 Personal Paid Points per month



Note: Rank requirements must be met over a rolling 3-month period. Once obtained, in order to maintain your certified rank, agent must maintain 25% of rank requirements annually; 50% Leg Rule applies to all team license and team points requirements.

## COMPENSATION PLAN DETAILS

### TRANONT JEEP® BONUS DETAILS

- Associate must be the registered owner of a qualified Jeep® (the “Vehicle”) to receive the Jeep bonus.
- Associate must qualify each month at the rank of Jade or higher to receive Jeep® Bonus.
- As an alternative to earning the Jade rank, Associate can earn a \$500 Jeep® bonus by maintaining 1,500 PV and a minimum of 3 Customers or 3 Retail Services *(Associate must be the registered owner of the Vehicle)*.
- Associate must have 1,500 in group volume and meet the minimum leg requirements to qualify for the Tranont Jeep® Bonus.
- Jeep® Bonus payment is limited to 2 cars per household or business partnership.
- Associate can earn 2<sup>nd</sup> Jeep® bonus in household or partnership by, first purchasing a second qualified Vehicle and maintaining the Jade rank, or higher, for 2nd partner position. Second position must also maintain 400 PV each month.
- Tranont will pay Associate up to the amount specified in the Jeep® Bonus program.
- Tranont is not responsible for securing the vehicle, securing/paying the lease or securing/paying the loan payment of the vehicle associated with the Jeep® Bonus program.
- Tranont will pay the Jeep® Bonus to qualifying Associates as long as Associate is able to provide continued proof of lease/ownership on a bi-annual basis or as requested by Tranont.
- All Jeep® makes and models are accepted and approved for the Tranont Jeep® Program.
- Associate must apply the Tranont decal package to the vehicle and send picture of the vehicle with decals to Tranont Support ([support@tranont.com](mailto:support@tranont.com)) to qualify for the Jeep® Bonus.
- All associates must adhere to the Jeep® Bonus program to continue to receive Jeep® Bonus
- If Associate is unable or unwilling to purchase a qualified vehicle they will receive their qualified rank Volume bonus only.
- Qualifying Jeep vehicles must be three (3) model years old or newer at the time of purchase and must be upgraded if the vehicle becomes more than 6 model years old (EXCEPTION: Jeep® Wranglers may be five (5) model years old or newer to qualify for the Jeep bonus. Wranglers must be upgraded after 9 model years old).

- Associate is solely responsible for any lease, loan payment, auto insurance, and/or service of the vehicle.
- Tranont or TranontLife is not responsible for any accident, dismemberment or death relating to driving or occupying any car associated with the Car Bonus program.
- Jeep® is a registered trademark of Chrysler Group LLC.

#### TRANONTLIFE JEEP® BONUS DETAILS

- TranontLife Agent must be a TranontLife Certified Agent to qualify for the TranontLife Jeep® Bonus
- TranontLife Agent must be the registered owner of a qualified Jeep® (the “Vehicle”) to receive the Jeep bonus.
- TranontLife Agent must qualify each month by achieving the required Team or Personal paid points outlined in the TranontLife Compensation plan to receive the Jeep® Bonus.
- TranontLife will pay the TranontLife Agent up to \$500 (the amount specified in the Jeep® Bonus program).
- TranontLife is not responsible for securing the vehicle, securing/paying the lease or securing/paying the loan payment of the vehicle associated with the Jeep® Bonus program.
- TranontLife will pay the Jeep® Bonus to qualifying TranontLife Agents as long as Agent is able to provide continued proof of lease/ownership on a bi-annual basis or as requested by TranontLife.
- All Jeep® makes and models are accepted and approved for the TranontLife Jeep® Program.
- TranontLife Agent must apply the TranontLife decal package to the vehicle and send picture of the vehicle with decals to Tranont Support ([support@tranont.com](mailto:support@tranont.com)) to qualify for the Jeep® Bonus.
- All TranontLife Agents must adhere to the Jeep® Bonus program to continue to receive Jeep® Bonus
- Qualifying Jeep vehicles must be three (3) model years old or newer at the time of purchase and must be upgraded if the vehicle becomes more than 6 model years old (EXCEPTION: Jeep® Wranglers may be five (5) model years old or newer to qualify for the Jeep bonus. Wranglers must be upgraded after 9 model years old).
- TranontLife Agent is solely responsible for any lease, loan payment, auto insurance, and/or service of the vehicle.
- Tranont or TranontLife is not responsible for any accident, dismemberment or death relating to driving or occupying any car associated with the Car Bonus program.
- Jeep® is a registered trademark of Chrysler Group LLC.

#### COMPENSATION PLAN DETAILS

- Personally Sponsored (PS): Includes any individual that you personally referred to Tranont at the Associate Level.
- Personal Volume (PV): Volume derived from an Associate’s personal orders and volume from personally sponsored customer’s orders.
- Customer Volume (CV): Volume derived from the orders of customers.
- Qualified Group Volume (GV): The Personal Volume of all other Associates in the Associate’s Organization after the Max Leg % rule has been applied *(does not include TranontLife volume or points)*.
- Group Volume calculations are subject to Leg % requirements outlined in the compensation table.
- Active: A Tranont Associate is Active if they have 100 PV within a given month & pay their annual renewal fee of \$49 *(paid on anniversary date)*.
- Associates must maintain at least 3 personally sponsored Associates to qualify for commissions at all ranks above Associate (2) in the Tranont Compensation Program *(does not include TranontLife Compensation Program)*.
- Commissions are calculated on the 1<sup>st</sup> of each month and paid on the 10th day of each month for the previously ended month.
- Refunds given to customers or associates according to the refund policy (or at the discretion of Tranont) will result in negative volume being added to the account at the time the refund is processed.
- Commission qualifications must be met within the calendar month to be considered for commission payment.
- Leadership Bonus Pools: Tranont Bonus Pools will be paid up to the percentage outlined in the Tranont Compensation Table. Bonus Pools are calculated on total company Group Volume for a given month. Pool commissions are subject to the total company Group Volume and the number of shares in the given pools each month. Pool commissions are calculated based on the individuals that qualify for the pools and the number of shares in each month.
- To qualify for Builder CORE Bonus, Associate must enroll as a Builder at signup or upgrade with 10 calendar days of signup. Associate must also attain rank within specified time and maintain 200 PV each month from sign-up. Qualification time begins on date associate joins Tranont.
- Two be paid the Builder CORE bonus, Pearl and Ruby ranks must maintain qualification for two (2) consecutive months. Sapphire and Emerald Ranks must maintain qualification for three (3) consecutive months.
- Rank qualifications for the Builder CORE Bonus must be met within the specified time outlined but will be counted from pay period to pay period.

- Example: Associate joining Tranont on January 5<sup>th</sup> will have until March 31st (90 days) to qualify for the Pearl rank requirements
- Tranont Retail Services consist of products and services that are available to Tranont Associates to use or retail to others. These services currently consist of Merchant Processing (Platinum Payment Systems), Satellite TV (Direct TV & Dish), Legal Services, Business Phones (Jive), Business Defend (Invisus), Home Security (NorthStar, VIVINT) and Tranont Energy.
- Tranont reserves the right to pay monthly commissions off the profit Tranont receives from the Retail Wealth Services partners for the service.
- Tranont Retail Services Commission percentages paid to the associates are based on the number of Customer Points earned each commission period. See the following details below:

| Tranont Customer Points (CP) | Commission % |
|------------------------------|--------------|
| 0 – 199                      | 10%          |
| 200 – 999                    | 20%          |
| 1,000+                       | 35%          |

- The following two tables outline the Core Tranont Services and Retail Service Partnerships, the Revenue Amount Tranont receives from each and Term of service:

| Tranont Retail Service Commission Table – US    | Retail Price/Amount                       | CP            | PV****        | Term*  |
|---|---|---------------|---------------|--------|
| Tax Bot   | \$10                                      | 6             | 6             | Life   |
| Tax Bot +                                       | \$20                                      | 7             | 7             | Life   |
| Tranont Legal – Individual, Family, or Business | \$18, \$20, or \$40                       | 10, 11, or 21 | 10, 11, or 21 | Life   |
| Tranont Defend – Various Products & Packages    | \$5-\$59 ( <i>depending on product</i> )  | 2-18          | 2-18          | Life   |
| Tranont Credit Services                         | \$99                                      | 50            | 35            | Life   |
| Direct TV & Dish                                | \$30 ( <i>revenue per month</i> )         | 25            | 20            | 1 Year |
| Tranont Solar***                                | \$2000**                                  | 30%           | 30%           | 1 Year |
| Merchant Processing (Platinum Payment Systems)  | Revenue received                          | 100%          | 70%           | Life   |
| Business Phone (Jive)                           | Revenue received                          | 100%          | 70%           | Life   |
| Business Defend (Invisus)                       | Revenue received                          | 100%          | 70%           | Life   |
| Tranont Tax Service                             | \$225                                     | 15            | 15            | Life   |
| Tranont Credit Services (Re-Credit)             | \$99 ( <i>revenue per month</i> )         | 50            | 35            | Life   |
| Tranont Entity & Estate Planning                | \$17 or \$80 ( <i>revenue per month</i> ) | 12 or 56      | 12 or 56      | 1 Year |
| Tranont Home Security (Northstar)***            | \$40 ( <i>revenue per month</i> )         | 40            | 40            | 1 Year |
| Tranont Energy                                  | Revenue received                          | 100%          | 70%           | Life   |

\*Term of payments are for as long as customer continues paying for the service(s). Commissions are based off the amount collected by Tranont. Commissions paid for the term of 1 year will pay consecutive after the first month of commissions are paid.

\*\*This amount is shown for illustration purposes only and based on an average system installation. Actual revenue will vary. Commission is paid to referring Associate at 30% of revenue received in a lump sum payment. PV is also based on actual revenue received and amortized over 12 months

\*\*\*Tranont Solar pays an upfront bonus of 30% of the commission paid to Tranont

\*\*\*\*All Retail Service Commission CP and PV Percentages are based off the proceeds that Tranont receives from Tranont's partner vendor.

| Tranont Retail Service Commission Table - Canada | Retail Price/Amount                      | CP   | PV**** | Term*  |
|--|--|------|--------|--------|
| Tax Bot  | \$13                                     | 6    | 6      | Life   |
| Tax Bot +  | \$26                                     | 7    | 7      | Life   |
| Tranont Defend – Various Products & Packages     | \$7-\$76 ( <i>depending on product</i> ) | 2-18 | 2-18   | Life   |
| Merchant Processing (Platinum Payment System)    | Revenue received                         | 100% | 70%    | Life   |
| Business Phone (Iristel)                         | Revenue received                         | 100% | 70%    | Life   |
| Internet (Iristel)                               | Revenue received                         | 70%  | 70%    | Life   |
| Business Defend (Invisus)                        | Revenue received                         | 70%  | 70%    | Life   |
| Tranont Credit Services (Debt Freedom)           | Revenue received                         | 70%  | 70%    | Life   |
| Tranont Home Security (VIVINT)                   | \$30                                     | 30   | 30     | 1 Year |
| Tranont Energy                                   | Revenue received                         | 100% | 70%    | Life   |

\*Term of payments are for as long as customer continues paying for the service(s). Commissions are based off the amount collected by Tranont. Commissions paid for the term of 1 year will pay consecutive after the first month of commissions are paid.

\*\*This amount is shown for illustration purposes only and based on an average system installation. Actual revenue will vary. Commission is paid to referring Associate at 30% of revenue received in a lump sum payment. PV is also based on actual revenue received and amortized over 12 months

\*\*\*\*All Retail Service Commission PV Percentages are based off the proceeds paid to Tranont by Tranont's Partner vendor.

- Tranont Retail Services also generate Personal Volume from the revenue Tranont receives from the Retail Service partner(s) (*see above table*).
  - Example: \$100 paid to Tranont from Platinum Payments Systems generates 70 points of Personal Volume to the referring Tranont Associate.

- Tranont CORE Health products provide associates with the opportunity to earn volume and commission for the product pack or for individual product sold. These commissions differ from the Retail Commissions available with the Tranont Wealth CORE and Retail Services.
- The following table outlines the Tranont Health products (including Brizo Pure), price and Associate volume and Customer volume for each of the products (Canadian prices are subject to market fluctuations).

| Tranont Health Retail Service Commission Table | Customer Pricing | Customer Points | Customer Volume | Associate Pricing | Associate Volume |
|--|------------------|-----------------|-----------------|-------------------|------------------|
| [Life]   | \$45             | 45              | 15              | \$40              | 25               |
| [Balance]                                      | \$50             | 50              | 15              | \$45              | 25               |
| [Vibe]   | \$45             | 45              | 15              | \$40              | 25               |
| [Restore]                                      | \$50             | 50              | 15              | \$45              | 25               |
| Icaria Glow 30oz                               | \$89             | 80              | 30              | \$79              | 40               |
| Icaria Glow 2oz – 9 Pack                       | \$49             | 40              | 10              | \$39              | 10               |
| Süthe  | \$109            | 80              | 30              | \$99              | 40               |
| Süthe – 3Pk                                    | \$327            | 240             | 90              | \$297             | 150              |
| Süthe – 6Pk                                    | \$654            | 480             | 180             | \$594             | 320              |
| Süthe – 10Pk                                   | \$1090           | 800             | 300             | \$990             | 500              |
| Tranont Health CORE*                           | \$140            | 140             | 50              | \$125             | 100              |
| Tranont Wealth CORE**                          | \$125            | 100             | 50              | \$125             | 100              |
| Tranont Builder CORE**                         | -                | -               | -               | \$240             | 200              |

*\*Associates can only purchase one Health CORE per month. \*\*Includes Business Tools and Support for Associates*

- Customer Points do not count toward Personal or Group Volumes.
- To participate in the Tranont Compensation Plan, Associate must maintain a business that is free and clear of any disciplinary action and must have a minimum of 100 PV during the commission period.
- Tranont reserves the right to charge a \$3.00 check fee for all commissions payments made to Tranont Associates.
- All income potentials are listed in this document for example purposes only and assumes a fully maximized compensation structure and are not guaranteed in any way.
- Tranont Compensation Plan is subject to change at any time.
- Tranont is not obligated to provide written notice of any compensation updates or changes, however all efforts will be made to give Associates a thirty (30) day notice to of major Compensation Plan changes. Tranont Compensation Plan will be made available at [www.tranont.com](http://www.tranont.com) and the back office.
- Tranont will provides a written disclosure outlining percentages of compensation paid at the various Tranont Ranks.
- Tranont Associates may pay \$25/month for the Tranont Business Tools, no PV is generated, and no compensation is paid until the minimum 100 PV is met.
- Tranont Associates are required to renew their Associate membership with Tranont on an annual basis by paying the Tranont Annual Membership fee of \$49 USD. Associates who allow their membership to expire are not eligible for any form of bonus or commission payment while their membership was not current.

#### TRANONTLIFE COMPENSATION PLAN DETAILS

- TranontLife Compensation Plan operates on a 'Paid to Grid' scale which is a commission scale based on the amount of commission advanced to TranontLife by the Insurance Carrier.
- TranontLife Agents are paid commission based on the rank achieved at time of policy submission (not when the commission is paid).
  - Example: A TranontLife Certified Agent submits a 2,400-point policy on February 1st and has achieved the rank of Director. The same agent achieves the rank of Senior Director on March 10th and the policy pays out on March 15th. The TranontLife Certified Writing Agent will be paid on the policy at the rank of Director, or the same rank achieved at time of policy submission. The same principle applies to TranontLife Referring Agents and commission over-rides paid to the upline Agents.
- TranontLife Certified Writing Agents rank advance by obtaining the specific team rank requirements or personal rank requirements (requirements must be met over a rolling 3 months)



- TranontLife Referring Agents rank advance by the associated rank achieved through the Tranont compensation plan.
- The TranontLife Diamond rank for Referring Agent qualifies the agent for the TranontLife Book Sale (must be a licensed agent). TranontLife Certified Writing agents must attain and maintain the rank of Vice President or above to qualify for the Book Sale.
- TranontLife Certified Writing Agents must maintain a Team that meets 1/4 of the position writing requirements over a rolling 3 months in order to maintain the obtained rank in a calendar year.
  - Example: TranontLife Vice President must maintain 3 active licenses in their team, 30,000 team points and 2,500 personal points to maintain rank of Vice President.
- TranontLife Certified Writing Agent Licenses as well as TranontLife Referring Agent Licenses count towards the Team License Requirement for the Certified Writing Agent rank advancement requirements.
- TranontLife Bonus Pools: Pool commissions are subject to the total paid points in each commission period and the number of shares in the pool. Pool commissions are calculated based on the individuals that qualify for the pool, the amount of paid points for the commission and the number of shares in the pool each commission.

