



# YOLI<sup>®</sup>

the better body company

## CANADA COMPENSATION PLAN





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RANKS AND QUALIFICATIONS

## QUALIFYING FOR COMMISSIONS

There are three ways to meet product sales volume qualifications:

1. Purchase and sell enough product through Yoli's optional automatic product shipment program, referred to as "Autoship"; or
  2. Purchase and sell 50 PV product volume through a Yoli account to qualify every four weeks; or
  3. Sell to enough retail online customers to earn the equivalent volume necessary to qualify at your desired level. Note: Online customer volume will only qualify Members for Binary Team Commissions.
- Activate your downline commissions by helping a personally-sponsored Member sell 50 PV of product on both the left and right side of your Binary Tree organization.
  - Activate your commissions by helping personally-sponsored Members sell 50 PV of product on both the left and right sides of your Binary Tree organization.

We estimate that in Canada, typical plan participants will earn between \$400 and \$600 per year, excluding retail profits and depending highly on their individual efforts.

## WHAT IS PV, CV, AND GV?

- **PV** is Personal Sales Volume, which comes with product you purchase and sell yourself, retail online, or through Preferred Customers.
- **CV** is Commissionable Sales Volume, which is the number of "points" or volume you receive from a product sale, and is the amount upon which commissions are calculated.
- **GV** is Group Sales Volume, or the total product volume sales by a specific team or group of Members.

## HOW DO I GET PAID?

Commissions are paid through direct bank deposit. A \$2.00 processing fee is assessed on commission payments. All compensation is paid weekly with the exception of the Global Leadership Bonus Pool, which is awarded quarterly, the Travel Incentives, which are awarded as announced, and the Luxury Car Program, which is awarded every four weeks.





## RETAIL PROFITS

- All Active Members\* are eligible to receive Retail Profit.
- Retail Profit is paid on all Retail Customer online orders.
- Retail Profit is the difference between the Retail and Wholesale Price, and is calculated on a per order basis.



## FAST START BONUS

- All Active Members\* are eligible to participate in the Fast Start Bonus (FSB).
- To qualify for the FSB, Members must have a minimum of 50 PV in sales through any combination of personal sales, online retail sales, or Preferred Customer purchases every four weeks.
- FSB is not paid on the sale of products ordered through Autoship, nor is it paid on reoccurring sales.
- The FSB is paid to the Sponsor only.
- **The FSB payout percentage is 20% of CV on the Member's first PV-generating purchase and sale. FSB CV is not included in the binary tree volume. The first purchase and sale can happen within 6 months of enrollment.**

\*An Active Member is a person who has fulfilled the requirements necessary to become a Yoli Member and has fulfilled the volume sale requirements listed on page 1 of this brochure under the heading "Qualifying for Commissions."

3  
FREE

REFER 3, GET IT FREE\*

As a Yoli Member, each month that you sell a Better Body/Lifetime Pack that you personally purchased through Autoship automatically qualifies you to participate in REFER 3, GET IT FREE.



As a REFER 3-qualified Yoli Member, you will earn a FREE Autoship pack\*\* and have your existing Autoship pushed\*\* for 28 days if you:

- Sell three (or more) orders to Preferred Customers (PC) with total CV of three times the CV of the qualifying Better Body/Lifetime Pack you have chosen or will choose to get for free. Sales must be within the same four-week period.\*\*\*

Note: You may obtain a limit of one free pack per person per four-week period through the above requirements. \*\*Tax, shipping, and handling still apply. In the event that any of your 3 PCs removes the qualified Better Body/Lifetime Pack from his or her Autoship template following the shipment of his or her Autoship purchase, but prior to your receipt of your free pack, then you will no longer qualify for a free pack, and your subsequent Autoship order will not be free. You must place a qualified Better Body/Lifetime Pack in your Autoship template in order to receive one for free.

To qualify for an additional FREE pack\*\*:

- Help three or more Members sell a qualifying Better Body/Lifetime Pack he or she personally purchased through Autoship with total CV of three times the CV of the qualifying Better Body/Lifetime Pack you have chosen or will choose to get for free.
- Sales must be within the same four-week period.

Note: This pack ships at the time commissions are run for the qualification period and does not replace Autoship orders. There is a limit of one additional free pack per person per four-week period. Tax, shipping, and handling still apply. In the event that any of the 3 Members you help removes the qualified Better Body/Lifetime Pack from his or her Autoship template following the sale of his or her Autoship purchase, but prior to your receipt of your free pack, then you will not receive a free pack. You must place a qualified Better Body/Lifetime Pack in your Autoship template in order to receive one for free.

\*This program is reserved for Better Body/Lifetime Packs only. Additional add-on products do not count toward the "Refer 3, Get it Free" program. \*\*Product earned through the Refer 3 program may be taxable earnings. The Team Office may not list total amounts of free product earned, but this does not remove the tax liability of the Member. \*\*\*The enroller's four-week period and eligibility week are determined by their enrollment date. The eligible week is the week they enrolled and every four weeks after that point. They must maintain all requirements until commissions are processed for the eligible week.

## HOW DO I KNOW IF I'M QUALIFIED TO GET A Pack FOR FREE NEXT MONTH?

If you can answer yes to each of the questions below, Yoli will send you a Better Body/Lifetime Pack for FREE.

1. Did I refer at least three Preferred Customers who have purchased, or for an additional pack, three Members who have, through Autoship, purchased and sold the Better Body/Lifetime Pack in the last four weeks and placed a qualifying pack on order for future Autoship?
2. Does the total Commissionable Volume (CV) equal at least three times the Commissionable Volume of the Better Body/Lifetime Pack I have chosen or will choose to get for free?
3. Have I purchased and sold an individual Better Body/Lifetime Pack and placed a qualifying pack on order for future Autoship?

### PACK ON AUTOSHIP

### FREE NEXT MONTH IF YOU HAVE

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#### 50 CV Pack

A minimum of three Preferred Customers/Members with a Better Body/Lifetime Pack on Autoship that have purchased an additional pack. The three additional packs must total at least **150 CV**.

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#### 100 CV Pack

A minimum of three Preferred Customers/Members with a Better Body/Lifetime Pack on Autoship that have purchased an additional pack. The three additional packs must total at least **300 CV**.

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#### 200 CV Pack

A minimum of three Preferred Customers/Members with a Better Body/Lifetime Pack on Autoship that have purchased an additional pack. The three additional packs must total at least **600 CV**.

Note: You can cancel or sign up for Autoship at any time.





- The Break Even Bonus (BEB) is a commission designed to help active Members efficiently earn a base revenue. The Sponsor will receive the BEB on all BEB-qualified products (see Yoli price guide) purchased and sold by personally-enrolled Members. **(Note: there is no BEB on Initial Fast Start Bonus sales for all new first-time enrolled Members.)**
- All active Members who generate at least 50 PV in sales every four weeks are qualified for the BEB. Eligible Members receive up to their original wholesale purchase price for product sales during the current four-week period (maximum of \$500).
- A Member or Preferred Customer's BEB can be no more than their total original wholesale purchase price for product sales. The BEB grows with you and continues to be paid as long as your personal enrollees continue to sell products.
- The BEB is paid to the Personal Enroller only.
- Example: If you have purchased and sold 50 PV, and you sponsor two Members, one who purchases and sells 100 PV and the other one at 200 PV, your BEB is \$20.00 plus \$40.00, totaling \$60.00, which will be adjusted to \$59.98 to equal the total wholesale price of your sold order. In this case, your BEB earnings completely cover your purchased and sold order.\*

PCs and Members will still be required to pay shipping and applicable taxes.



The Binary Team Commission (BTC) is a great source of residual income as an Independent Member. When you join Yoli, you will be placed on the left or right leg of your Sponsor's binary structure. You earn commissions and rewards based on your personal sales and the personal sales of those you sponsor and train in just two legs: your left and right. The leg with the most GV is your Power Leg or stronger leg, and the lesser leg is your Pay Leg. The Members you sponsor may place new Members below themselves, thus building product volume on every sale in your binary organization (less any Fast Start volume). Your upline may also place Members below you. This volume also counts toward your qualifications and commissions. As you accumulate GV through product sales on both sides of your binary structure, you will qualify for team commissions based on the total weekly volume in your Pay Leg. BTC is calculated based on the ranks and qualifications found on pages 15-16 of this document. The following rules apply to your BTC payout:

All active Members at the rank of Future Star or higher are eligible for BTC. These commissions are subject to the earnings cap per rank found on pages 15-16.

- BTC payout is 10% of Pay Leg volume in a given period. This is the equivalent of 5% from both legs down to the volume depth of the Pay Leg (see diagram on page 6). When your Personal Volume exceeds 200 PV in a given commission period, the



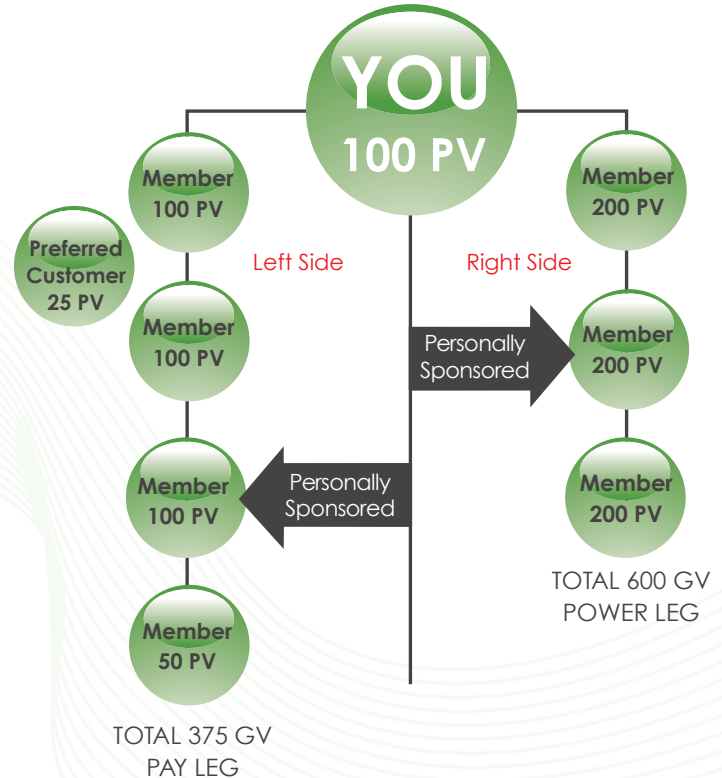
excess volume above 200 is Pay Leg GV and is considered commissionable to the active Member.

- Power Leg volume is reduced each week by the same amount used from the Pay Leg.
- A Member cannot earn more than \$12,500 per business center per weekly period.
- Carry Over Volume: unused Power Leg volume carries forward from week to week for up to a rolling 53 weeks, and unused Pay Leg volume carries forward from week to week up to four weeks, as long as the Member remains active (50 PV).
- Pay Leg volume unused due to the \$12,500 binary payout cap does not carry forward.

### AN EXAMPLE OF A BINARY TREE STRUCTURE

- You are an Active Member with 100 PV in product sales.
- You purchase and sell product every four weeks.
- You have two personally-enrolled active Members who sell product.
- You've accumulated 600 GV in product sales on your Power Leg.
- You've accumulated 375 GV in product sales on your Pay Leg.

According to the rank and qualifications description on page 16, you're qualified as a "3 Star" Member and are eligible for a 10% Binary Team Commission on the 375 GV on your Pay Leg (a \$37.50 commission). This commission is equivalent to 5% of 750 GV from both legs and leaves 225 carry over volume in your Power Leg to start your next week. You will be able to take advantage of this carry over volume in future commissions.





## UNILEVEL EXECUTIVE MATCHING BONUS

To give special incentives to our top Members, we have created the Unilevel Executive Matching Bonus (UEMB). This bonus allows top Members to earn an additional matching bonus based on the sales performance of personally-sponsored Members and the Members they have sponsored, creating the Enrollment Tree. The UEMB pays commissions on increasing depths and variable percentages based on rank qualifications. The UEMB pays out according to the chart below. The following rules apply to your UEMB payout:

- To participate in the UEMB, a Member must be a qualified 5 Star Gold or above.

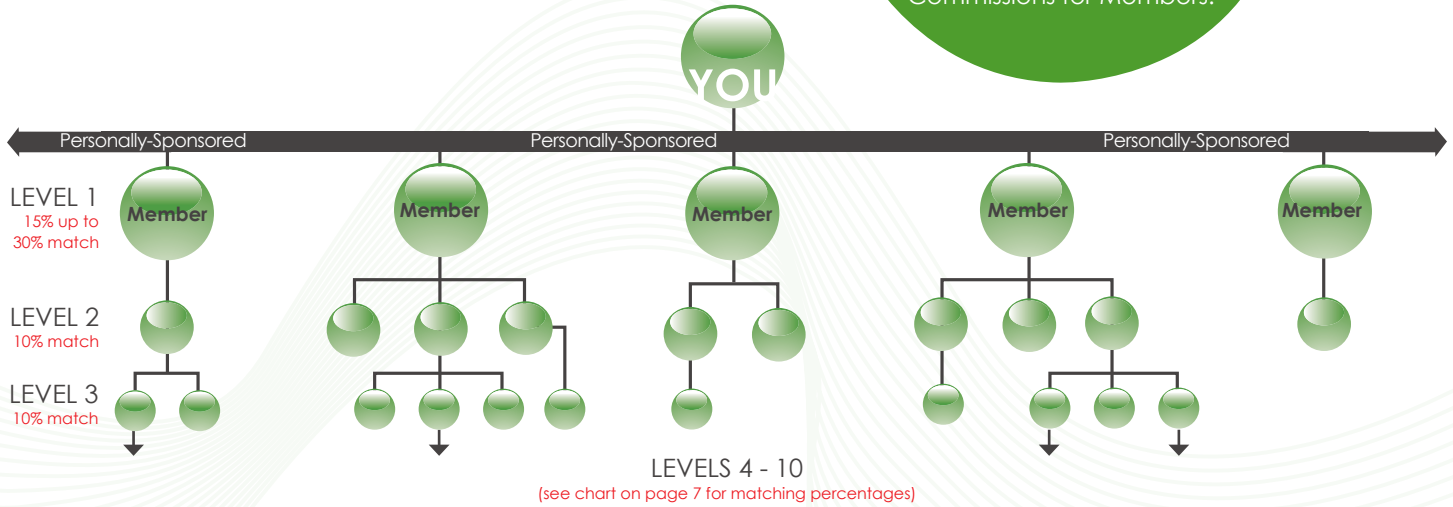
- The UEMB matches a floating percentage of the downline Member's Binary Team Commissions. UEMB floating percentages are determined weekly in relation to the baseline percentages detailed below, and the amount of remaining funds are paid after the FSB, BTC, BEB and Pools are determined for the period\*.
- The UEMB can never be more than a Member's Pay Leg (lesser leg) volume.
- The UEMB is paid on all Members, regardless of rank.
- The UEMB will compress to the next qualified rank.

	5 Star Gold	Ruby	Double Ruby	Triple Ruby	Emerald	Double Emerald	Triple Emerald	Diamond	Double Diamond	Triple Diamond
UEMB Level One	15%*	20%*	25%*	30%*	30%*	30%*	30%*	30%*	30%*	30%*
UEMB Level Two		10%*	10%*	10%*	10%*	10%*	10%*	10%*	10%*	10%*
UEMB Level Three			10%*	10%*	10%*	10%*	10%*	10%*	10%*	10%*
UEMB Level Four				10%*	10%*	10%*	10%*	10%*	10%*	10%*
UEMB Level Five					10%*	10%*	10%*	10%*	10%*	10%*
UEMB Level Six	*Percentages listed are the maximum that can be earned at the indicated level. Actual percentages earned are dependant upon the number of participants in the shared pool, and may fluctuate up to the maximum percentage.					10%*	10%*	10%*	10%*	10%*
UEMB Level Seven							5%*	5%*	5%*	
UEMB Level Eight								5%*	5%*	
UEMB Level Nine									5%*	
UEMB Level Ten									5%*	

## AN EXAMPLE OF AN ENROLLMENT TREE STRUCTURE

- All personally-sponsored Members will be placed on your first level of the enrollment tree.
- There is no limit to personally-sponsored first level enrollments (unlimited width).
- Levels are compressed based upon Member's qualifications and activity. The UEMBs will roll up to the next qualified Member.

\*Note: The percentages in the chart on page 7 do add up to 100%. The chart represents the division of the total dollar amount paid out in UEMBs per period, not 100% of commissions. These bonuses can grow to become quite substantial, ultimately paying more than the Binary Team Commissions for Members.





All bonus pools are paid based on quarterly qualifications (every 10 out of 13 weeks). The quarterly bonuses are paid on the 13th week of the quarter. Members are paid in only one pool group. This pool is determined by their highest qualifying pool for a minimum of 10 of the 13 weeks.



### — DIAMOND POOL

½% for Diamond, Double Diamond, and Triple Diamond Members with the shares divided as follows:

- Diamond receives a base of one share per week for qualifying and an additional share for every 10,000 GV in the enroller tree per week. A Diamond can earn a maximum of 10 shares per week.
- Double Diamond receives a base of 1.25 shares per week for qualifying and an additional 1.25 shares for every 10,000 GV in the enroller tree per week. A Double Diamond can earn a maximum of 10 shares per week.
- Triple Diamond receives a base of 1.50 shares per week for qualifying and an additional 1.50 shares for every 10,000 GV in the enroller tree per week. A Triple Diamond can earn a maximum of 10 shares per week.



## — BLUE DIAMOND POOL

½% for Blue Diamond, Double Blue Diamond, and Triple Blue Diamond Members with the shares divided as follows:

- Blue Diamond receives a base of one share per week for qualifying and an additional share for every 25,000 GV in the enroller tree per week. A Blue Diamond can earn a maximum of 10 shares per week.
- Double Blue Diamond receives a base of 1.25 shares per week for qualifying and an additional 1.25 shares for every 25,000 GV in the enroller tree per week. A Double Blue Diamond can earn a maximum of 10 shares per week.
- Triple Blue Diamond receives a base of 1.50 shares per week for qualifying and an additional 1.50 shares for every 25,000 GV in the enroller tree per week. A Triple Blue Diamond can earn a maximum of 10 shares per week.



## — BLACK DIAMOND POOL

½% for Black Diamond, Double Black Diamond, and Triple Black Diamond Members with the shares divided as follows:

- Black Diamond receives a base of one share per week for qualifying and an additional share for every 100,000 GV in the enroller tree per week. A Black Diamond can earn a maximum of 10 shares per week.
- Double Black Diamond receives a base of 1.25 shares per week for qualifying and an additional 1.25 shares for every 100,000 GV in the enroller tree per week. A Double Black Diamond can earn a maximum of 10 shares per week.
- Triple Black Diamond receives a base of 1.50 shares per week for qualifying and an additional 1.50 shares for every 100,000 GV in the enroller tree per week. A Triple Black Diamond can earn a maximum of 10 shares per week.

## **OVERALL PAYOUT CAPS**

Along with the Binary Business Center cap and the individual rank caps, there is a general payout cap of 50% of CV on the collective payout through the entire commission plan.

## **COMPENSATION PLAN SUCCESS AND RESPONSIBILITIES**

Generating income as an Independent Yoli Member requires a considerable amount of time, effort, and commitment. These figures are mathematical projections based on hypothetical, optimal conditions and should not be considered guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings, whether made by Yoli or an Independent Yoli Member, would be misleading. Success with Yoli results from successful sales efforts, which requires hard work, diligence, and leadership. Your success depends on how effectively you exercise these qualities.

## **WEEKLY BINARY BUSINESS CENTER CAP**

Another cap associated with Binary Hybrid plans is the weekly "Binary" Cap. No more than \$12,500 can be earned per week per Member Business Center in the Yoli Binary Team Commission portion of the compensation plan. This cap is \$2,500 per week higher than the average Binary Hybrid plan.



1 2

## MULTIPLE BUSINESS CENTERS

Top leaders will have the opportunity to add additional Business Centers above their original Business Center in the Binary structure. This re-entry Business Center has the same income potential as the original, and one side of the Center is already maximized based on the volume in your original organization. To qualify for an additional Business Center which will be re-entered above your original Center, you must maximize your Binary earnings on your original Business Center at \$12,500 per week in the Binary Team Commission plan for four (4) consecutive weeks. To request the second business center, please contact Yoli.







## TRAVEL INCENTIVES\*

From time to time, Yoli sponsors exotic vacations and travel opportunities and allows top Members to earn free accommodations at world-class resorts and passage on the world's most luxurious cruise ships.



## LUXURY CAR PROGRAM

The Yoli Luxury Car Program is an incentive and reward program offered to top Yoli Members. Yoli Members can qualify for the Luxury Car Program if:

- They achieve and maintain the position of 5 Star Gold or above for 3 out of 4 weeks.
- Their personal enrollment tree volume exceeds 4,000 GV or more in sales per week for 3 out of 4 weeks.
- They are active at 200 PV on pay week.
- They meet all other program requirements.

Participants set up their own purchase contract of a lease of a luxury white vehicle (i.e. BMW, Mercedes, Cadillac, Audi, etc.), and Yoli awards a \$600 bonus every four weeks to the qualified Member to apply towards the lease or loan payments.\* If the Member is qualified and decides not to purchase or lease a car, s/he will be paid \$300 every four weeks. This bonus is limited to 5 years, once per distributorship. The Member continues to qualify for this bonus through the five year period established at the time of the initial qualification.

For more details on qualifications, go to [www.yoli.com/luxury-car-program/](http://www.yoli.com/luxury-car-program/)

Note: Members must continue to meet qualifications every four weeks to earn the car bonus.





## RANKS AND QUALIFICATIONS — THE 9 PRIMARY AND 36 TOTAL RANKS

RANK*	4 WEEK PV MIN	WEEKLY GV PAY LEG	ACTIVE ENROLL- EES PER LEG	WEEKLY CAP**
<b>FUTURE STAR</b>	50	50	1	\$500
Star	100	100	1	\$1,000
2 Star	100	200	1	\$1,000
3 Star	100	300	1	\$1,000
4 Star	100	400	1	\$1,000
5 Star	100	500	1	\$1,000
<b>BRONZE</b>	100	600	1	\$1,000
2 Star Bronze	100	700	1	\$1,000
3 Star Bronze	100	800	1	\$1,000
4 Star Bronze	100	900	1	\$1,000
5 Star Bronze	100	1,000	1	\$1,000
<b>SILVER</b>	100	1,100	1	\$1,000
2 Star Silver	100	1,200	1	\$1,000
3 Star Silver	100	1,300	1	\$1,000
4 Star Silver	100	1,400	1	\$1,000
5 Star Silver	100	1,500	1	\$1,000

**\*RANK QUALIFICATION**

In order to qualify for and be paid at a given rank, a Member must achieve and maintain all leg structure requirements for the preceding rank(s).

**\*\*WEEKLY EARNING CAP EXPLANATION**

Much of the volume-paying Member commissions is shared volume, making weekly earning caps essential. Caps help assure Members receive fair and lucrative incentives, while protecting the company. Earnings caps have been implemented in all Binary/Unilevel hybrids as a safety net, and are applied to all bonuses. These modern-day advances have stabilized the plan to the point that the new hybrid has no competition.

BINARY AND UNILEVEL

RANK*	4 WEEK PV MINIMUM	WEEKLY GV LESSER/PAY LEG	ENROLLER TREE SEPARATE LEGS	CONSECUTIVE WEEKS	WEEKLY CAPS*
<b>GOLD</b>	100	1,600	1 - 1 Star	1	1,000
2 Star	100	1,700	1 - 2 Star	1	1,100
3 Star	100	1,800	1 - 3 Star	1	1,200
4 Star	100	1,900	1 - 4 Star	1	1,300
5 Star	200	2,000	1 - 5 Star	1	1,400
<b>RUBY</b>	200	3,000	2 - 5 Stars	1	1,500
Double	200	4,000	2 - 5 Stars and 1 - 3 Star	1	2,000
Triple	200	5,000	3 - 5 Stars	1	2,500
<b>EMERALD</b>	200	6,000	3 - 5 Stars and 1 - 1 Star	1	3,000
Double	200	7,000	3 - 5 Stars and 1 - 2 Star	1	3,500
Triple	200	8,000	3 - 5 Stars and 1 - 3 Star	1	4,000
<b>DIAMOND</b>	200	10,000	4 - 5 Stars	2	5,000
Double	200	20,000	5 - 5 Stars	2	10,000
Triple	200	30,000	6 - 5 Stars	3	20,000

UNILEVEL

RANK*	4 WEEK PV MINIMUM	ENROLLER TREE UNILEVEL WEEKLY GV	ENROLLER TREE UNILEVEL WEEKLY MAX/LEG	CONSECUTIVE WEEKS	WEEKLY CAPS*
<b>BLUE DIAMOND</b>	200	50,000	25,000 max per leg	4	\$25,000
Double	200	100,000	50,000 max per leg	4	Unlimited
Triple	200	150,000	50,000 max per leg	4	Unlimited
<b>BLACK DIAMOND</b>	200	250,000	50,000 max per leg	4	Unlimited
Double	200	500,000	75,000 max per leg	4	Unlimited
Triple	200	750,000	75,000 max per leg	4	Unlimited

FOR MORE INFORMATION OR TO  
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