

ZURVITA is very excited to be expanding into new countries, beyond our home country, the United States. This ongoing global expansion will allow ZURVITA to touch more and more people around the world, while also providing additional growth opportunities for our existing ZURVITA Consultants.

In general, commissions will be paid in all markets according to the ZURVITA commission plan. However, many countries have distinct regulations, allowances and/or cultural business differences which require adjustments or updates to our global compensation plan (for countries outside of the United States and Canada). These carefully planned adjustments are outlined below, and are providing some favorable benefits for our international participants. Be sure to refer to your country's "How to Do Business" document and ZURVITA's policy and procedures for complete details.

HERE ARE THE KEY DIFFERENCES IN THE COMPENSATION PLAN BETWEEN NORTH AMERICA AND OUR INTERNATIONAL MARKETS:

1. TBV Payout Increased by 20%

TBV Payout in our global markets will be increased by 20%, to a flat \$200 bonus based on TBV of \$1,200 in volume for all ranks. This TBV Payout increase will replace the Car Bonus Program in these countries, as various obstacles in each market make it difficult to carry out the Car Bonus Program as it exists in North America. Additionally, the TBV Bonus can be earned on 10 and 20 cycles per week, respectively, vs. the current 4 and 8 cycles per week in North America.

2. Lower Cost, BV on Builder Paks for International Residents
Since each new International market is launching with just our Zeal
Wellness products, we've reduced the cost of the Builder Paks. This
obviously means the BV on these Paks has been lowered, as well.
Builder Paks for International Residents will be at 200 BV (vs. 500 BV
in North America).







3. TBV Qualification Amount Reduced to \$1,200

Due to the reduction in Business Pak cost and BV, the TBV Qualification Amount has been reduced from \$3,000 to \$1,200. This reduction allows for an International Resident to still receive their bonus with six qualifying Consultants, just as in North America.

4. All-Star Bonuses Adjusted to \$320 and \$400

In keeping the bonus amount appropriately proportional to the TBV Qualification Amounts, the first All-Star Bonus for International Consultants has been adjusted to \$320 (instead of \$800 North America), and the second All-Star Platinum Bonus has been adjusted to \$400 (instead of \$1,000 North America).

5. Upline Bonus Payout Remains at 20%

The Upline Bonus Payout will remain at 20%, but remember that the BV of the Builder Paks has been reduced from 500 BV to 200 BV. Be aware that the 20% bonus payout will now be at \$40 (20% of 200) instead of \$100 (20% of 500).

6. Team Group Volume Bonus Qualification Extended to 40 Days

Due to international shipping times and purchase limitations, any Team Group Volume Bonus which currently states a 30-day period for our North American Consultants will be extended to a 40-day period for our International Consultants. This means the Consultant has up to 40 days from their "start date" to achieve All-Star Bonus (first bonus), and then an additional 30 days to achieve the Platinum All-Star Bonus. Beyond these two bonuses, there is no specific time period to achieve Team Bonus, but there is the standard 30-day "shelf life" on eligible TBV.

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