



FINANCIAL

REWARDS PLAN

NORTH AMERICA

JEUNESSEGLOBAL.COM

WELCOME TO JEUNESSE

We are delighted that you have chosen to partner with us as you look to build a Jeunesse business of your own. Just like you, thousands of independent Distributors have joined our community, shared our incredible products with people they know and enjoyed the benefits of financial rewards. With one of the most competitive compensations plans in the industry, Jeunesse is changing lives around the world.

YOU CONTROL YOUR DESTINY

The Financial Rewards Plan offers you three categories of earning opportunities: customer sales, commissions from team building, and rewards for your leadership.



CUSTOMER SALES

Retail Sales
Customer Commissions
Retail Sales Bonus



TEAM BUILDING

Team Commissions
Matching Bonus
Customer Acquisition
Incentive



LEADERSHIP

Emerald Experience
Diamond Discovery
Diamond Bonus Pool

You can participate in the Jeunesse Financial Rewards Plan at whichever level you wish. You decide whether you want to create a part-time income through retail sales or build a full-time business with dedicated teams all over the world.

OUR UNIQUE EARNING MODEL

We're a company that invests in people just like you every day. Jeunesse is not just a business, it's family. And because we put family first, we want to help you every step of the way.



Randy Ray

Randy Ray
Founder & CEO



Wendy R. Lewis

Wendy Lewis
Founder & COO



Scott A. Lewis

Scott A. Lewis
Chief Visionary Officer

The maximum payout in the Jeunesse Global Financial Rewards Plan is capped at 60% of global CV. Commissions, bonuses, and other income may be subject to this cap and adjusted from time to time.

**Please see our Glossary of Terms on page 13. For your convenience, all defined terms used herein or in the Jeunesse Policies and Procedures are capitalized.*

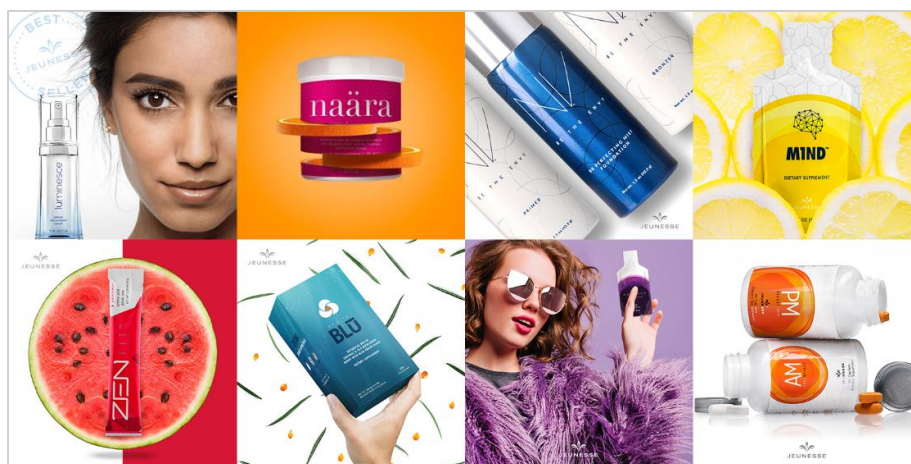
SELL JEUNESSE QUALITY PRODUCTS TO YOUR CUSTOMERS



CUSTOMER SALES

Retail Sales
Customer Commissions
Retail Sales Bonus

Actively selling Jeunesse products to Customers should be the core of your activity as a Distributor and the foundation for building your future sales organization and income.



Note: Some products shown may not be available in your market.

YOUR FIRST STEP FOR SELLING TO CUSTOMERS:

Become an Associate

As an Associate, you can purchase Jeunesse products at wholesale prices as well as earn from sales to your Customers,* including Retail Sales, Customer Commissions, and Retail Sales Bonuses. You may also enroll other Distributors and Affiliates, but you cannot earn Team Commissions from their sales until you become an Executive. To become an Associate, you must enroll and purchase a Starter Kit.



**Please see our Glossary of Terms on page 13.*

1ST WAY TO EARN: CUSTOMER PROFIT

CUSTOMER SALES: SELLING PRODUCT = HAPPY WALLET

Effective products and generous commissions provide you a great opportunity to find customers and earn commissions. Your repeat customers can register for regular monthly shipments and increase your earnings.

Retail Sales: purchase products at wholesale and sell them directly to your Retail Customers at a retail price you set.*



Customer Commissions. Direct your Online Customers to your branded Jeunesse replicated website, where they can buy their products at wholesale prices and participate in a customer loyalty program to earn points towards free products.

Once your Online Customer purchases from you, the company pays a Customer Commission. This bonus is tracked real time and you can see your bonus grow each time a sale is made. As your monthly sales accumulate, your percentage of payout increases.

Online Customer Sales	Tier	Customer Commission	CV**
\$1 - \$299	1	12%	60%
\$300 - \$999	2	15%	50%
\$1,000 - \$1,999	3	20%	40%
\$2,000 +	4	25%	30%

How It Works

You earn a 12% - 25% commission based on your tier on the day of the sale. As your sales increase during the calendar month, you can move up tiers and earn more commissions. At the beginning of each month, your payment percentage continues at the highest tier you achieved in the previous calendar month. You will be paid at the reset tier for the entire month. If it is your first month or you had no sales during the previous month, your commission percentage will start at tiers 1, or 12%. The Customer Commission is calculated real time and paid weekly, two weeks after a sale is made.

*See the MSRP price lists

** Percentage of published CV earned from product sales

2ND

WAY TO EARN: RETAIL SALES BONUS

EVERYONE LIKES A BONUS.

You can offer product packages at wholesale prices that include various quantities of our top-selling products. Earn a Retail Sales Bonus on the first product package you sell to each Online Customer and to each Distributor and Affiliate you personally enroll.

The Retail Sales Bonus (RSB) on standard packages ranges from \$25-\$250. The amount of your bonus depends on the product package.* Help your new Online Customers understand the product components of each package to select the right one for them.



Figure 1. Some products shown may not be available in your market

CREATE-A-PACKAGE

The Create-A-Package option is a great alternative to the standard product packages for a new Distributor or Affiliate who wants to customize their initial order. The Retail Sales Bonus percentages for this option are based on the total price of the package (before taxes and shipping):

- 100 – 199 CV = 10%
- 200 – 299 CV = 12%
- 300 CV+ = 15%

For example, if you sell product with 150 CV to your Online Customer, you will earn \$15.**

A \$250 sale with 200 CV will produce a bonus of \$30.

**See the price list in your Joffice for available packages and their CV and Retail Sales Bonuses*

***U.S. Dollars are used when calculating all commissions and bonuses. Conversion to local currency occurs at the current exchange rate on the day you withdraw your earnings from your pay card*

United States Distributors: See a description of earnings in the Income Disclosure Statement at page 16.

BUILD A TEAM TO HELP YOU SELL JEUNESSE PRODUCTS



TEAM BUILDING

Team Commissions
Matching Bonus
Customer Acquisition Incentive

Selling products and earning commissions are the foundation of your business. You can benefit even more by building a network of like-minded people who also share the products and opportunity. As you provide training, your opportunities will grow and you may earn Team Commissions, Matching Bonuses, and Customer Acquisition Incentives. Additionally, if you advance to the rank of Emerald Director or Diamond Director, you may participate in Jeunesse's Lifestyle Rewards; advance to Diamond Director and you may be eligible to participate in the Diamond Bonus Pool.



Figure 2. Some products shown may not be available in your market

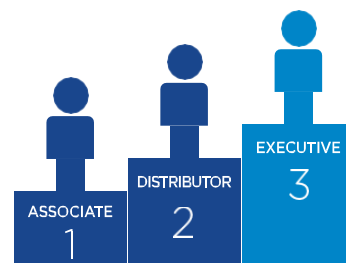
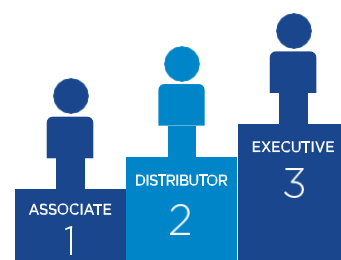
YOUR FIRST STEPS TO BUILDING A TEAM

Advance from Associate to Distributor

To advance in rank from an Associate to a Distributor, you must accrue 100 CV within a single SmartDelivery Month* within your first year. As a Distributor, you will accrue volume on sales to your Online Customers and Distributors.

Advance from Distributor to Executive

To enjoy all the benefits of the Financial Rewards Plan you must advance to the rank of Executive. The Executive Rank is achieved upon (i) becoming Active* and (ii) being Qualified (have at least one Active personally enrolled Distributor on your right Team and one on your left Team). As an Executive, you start qualifying for additional commissions.



*See our Glossary of Terms on page 13.

3RD
WAY TO EARN:

TEAM COMMISSIONS



NEW Affiliate Program. Jeunesse is now expanding the ways you can be paid from Customer sales through the Jeunesse Affiliate Program. Attract Affiliates who want to sell to customers and enhance your rewards. Affiliates earn commissions through sales to their customers. You benefit from the CV of purchases made by your Affiliate and their customers. See the Affiliate Terms and Conditions and Commission Plan for further details on this program.

EARN COMMISSIONS FROM YOUR TEAMS' SALES

As you build a network of distributors, they are placed into your distributorship's Team Tree on the right or left Team. Every time a member of your Team sells a product, those sales generate Group Volume (GV) for you. Remember that GV includes your PV, PGV, and Spillover Volume (see the Glossary of Terms). The GV is used to calculate Team Commissions.

As your teams grow, you earn GV for the product sales they make.

When one of your Teams (the left or right) reaches 600 GV and the other reaches 300 GV (it doesn't matter which one), you earn a \$35 Team Commission, also called a "cycle bonus." Team Commissions are paid weekly and are recurring -- you continue to earn a \$35 cycle bonus every time your Teams accumulate the 600/300 GV.*

You must be Qualified and Paid As an Executive to earn Team Commissions.

Remember that CV from your Affiliates and their customer sales count towards your GV.

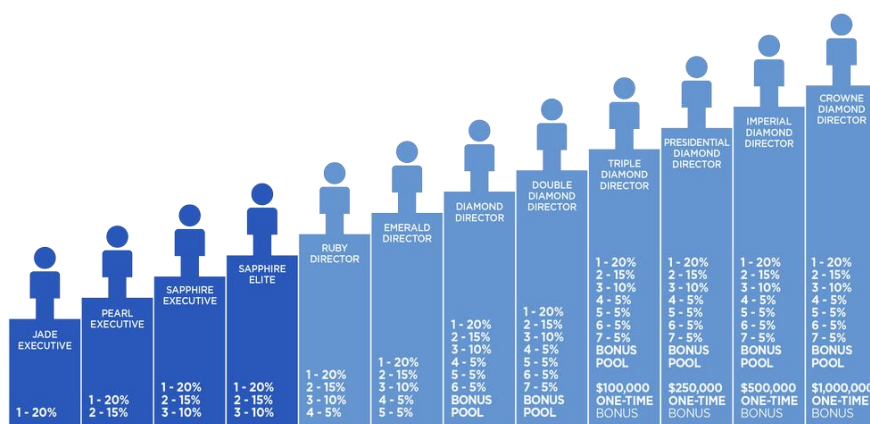
*You may not have more than 750 cycles per week

United States Distributors: See a description of earnings in the Income Disclosure Statement at page 16.

4TH WAY TO EARN: MATCHING BONUS

IT PAYS TO GROW YOUR TEAM

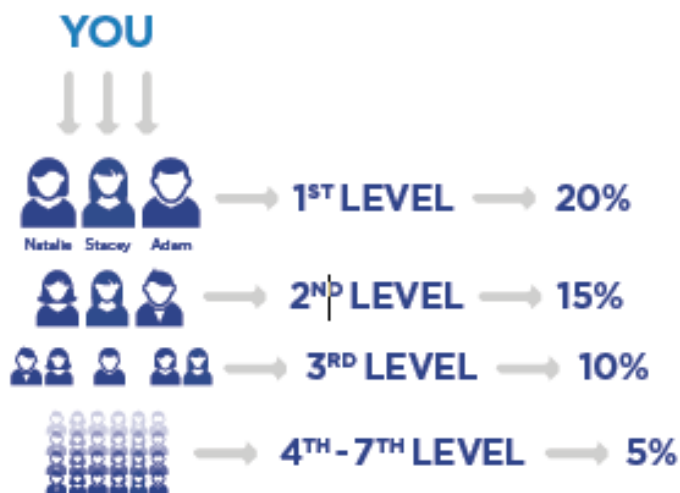
Jeunesse believes you should be rewarded for building your sales team. As you build, you train those you personally enroll on how to sell products and build an organization. You also teach them how to duplicate what you are doing. The more successful you are in training your personally enrolled group (Lines of Sponsorship) on how to sell Jeunesse products, the more successful they will be, and the more you can earn.



As you advance in rank, Jeunesse rewards you with a matching bonus for training and growing your Lines of Sponsorship. The Matching Bonus pays a percentage of Team Commissions earned on levels 1 – 7 of your Lines of Sponsorship,* based on your Paid As Rank.

The first rank at which you may earn the Matching Bonus is Jade Executive. At this rank, you may earn 20% on Team Commissions from the sales in your first level of Distributors within your Lines of Sponsorship (your Enroller Tree). For example, if you enroll Natalie, Stacey and Adam on your first level, you may earn a matching bonus of 20% of their Team Commissions. At the next rank of Pearl Executive, you may earn 20% on the first level of Distributors within your Lines of Sponsorship (your Enroller Tree) and 15% on the second level. In addition, as you advance in rank, you may earn the Matching Bonuses through Level Seven of your Lines of Sponsorship (your Enroller Tree).

To earn the weekly Matching Bonuses at the levels indicated in the chart, you must be Active and Paid At the respective rank.



*See our Glossary of Terms on page 13.

WAY TO EARN:

CUSTOMER ACQUISITION INCENTIVE

MORE CUSTOMERS = MORE REWARDS

When you sell products to five registered Customers* in a calendar month, your first-level Matching Bonus increases from 20% to 25%.



When you sell products to ten registered Customers* in a calendar month, your first-level Matching Bonus increases to 30%.



The Customer Acquisition Incentive is paid when you are Active and Paid At the Rank of Jade Executive or higher.

**A newly enrolled Online Customer is treated as one of the 5/10 in the month of enrollment.*

United States Distributors: See a description of earnings in the Income Disclosure Statement at page 16.

BE REWARDED FOR YOUR LEADERSHIP



LEADERSHIP

Emerald Experience
Diamond Discovery
Diamond Bonus Pool

Jeunesse generously rewards its top sellers who demonstrate leadership. They are rewarded with trips to exotic places and commissions from global sales.

JEUNESSE TRAVEL

Jeunesse wants to reward you and recognize your success as you build your business. Jeunesse Travel will enable you to enjoy the luxury lifestyle that your efforts deserve.

EMERALD EXPERIENCE

The best just got better! You and your spouse are invited to join us at the luxurious Grand Wailea Resort in Hawaii for five days of fun in the sun. Wine and dine with other leaders and the Company Founders, and learn from experts and leaders at our exclusive Leadership Development Event. To participate in the Emerald Experience,* you must be Paid As an Emerald Director for a minimum of three of months during the year** and be Active each month after achieving the Emerald Director rank.

DIAMOND DISCOVERY

This is it—the Diamond lifestyle is yours! You've earned it and we want to reward you not just once, but year after year! As a Diamond Director, you and your spouse

will join us on our annual Diamond Discovery. We'll be heading to some of the world's most exclusive five-star resorts and experiencing some incredible adventures together. This is the ultimate dream lifestyle—life as a Diamond Director with Jeunesse.

To participate in the Diamond Discovery as a first-time qualifier, you must (i) remain Active each month from the first month you are Paid As a Diamond Director, and (ii) be Paid As a Diamond Director for a minimum of three calendar months during the year.**

In subsequent years,** you must (i) remain Active each month from the first month you are awarded the Diamond rank, and (ii) be Paid As a Diamond Director or higher for a minimum of six months during the year.**

**You must participate in the Emerald Experience the year in which the trip is earned.*

***A "year" begins the first month of the trip's qualification period. In other words, the qualification year starts November 1st for Emerald Experience and April 1st for Diamond Discovery. To be eligible for either trip, you must meet the qualifications at least 60 days prior to the departure date. You will be notified in writing if you are eligible. Should you not attend after committing, Jeunesse will require you to reimburse expenses already incurred. All trips are non-refundable, non-transferable and may be taxable to you as personal income if required by applicable laws and regulations. No cash substitutes are allowed. These trips are designed to promote learning experiences, team building and leadership bonding.*

6TH WAY TO EARN:

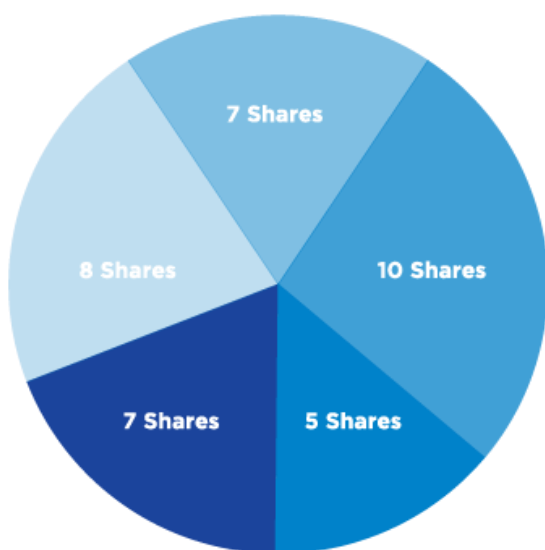
DIAMOND BONUS POOL

THE BENEFITS OF GLOBAL LEADERSHIP

You may earn shares of the company's global sales by qualifying for our Diamond Bonus Pool. The Diamond Pool includes 3% of the company's global Commissionable Volume from product sales made each quarter. This pool is divided among qualifying Diamonds according to the shares accumulated during the quarter.

The bonus pool is calculated quarterly and the bonus is paid according to the shares you earned during the bonus period. To participate in the Diamond Bonus Pool, you must (i) sell products to ten (10) Online Customers in each month of the quarter, and (ii) your Highest Achieved Rank must be Diamond Director on or before the first day of the quarter. Also, you must have attended two major events in your region and one event in another region during the preceding calendar year.* Attendance must include visible, substantial participation at the events, including attendance at a majority of scheduled activities and mandatory attendance at all rank-specific events. Qualifying events are Jeunesse EXPO, LEAD Jeunesse and Jeunesse University

You may accumulate shares as follows:



- One share is awarded for being Paid As a Diamond Director for the first time on or before the first day of the quarter.
- One share is awarded per month in the quarter that you are Paid As a Diamond.
- One share is awarded for every 1,000 Team Commission cycles you achieve during the quarter.
- Up to one share is awarded per quarter for each personally enrolled distributor whose Highest Achieved Rank is Diamond Director in any one month of the quarter
- One share is awarded each month you are Paid As a Double Diamond Director or higher.

**Attendance is required in 2019 for 2020 bonus eligibility.*

NEW AFFILIATE PROGRAM

STATUS	REQUIREMENTS	BENEFITS
AFFILIATE	<ul style="list-style-type: none"> Sign and submit the Affiliate Agreement Purchase a Starter Kit. 	<ul style="list-style-type: none"> Purchase at wholesale price Customer Commissions

ADVANCE IN RANK AS YOUR PRODUCT SALES GROW

RANKS	REQUIREMENTS	BENEFIT
ASSOCIATE	<ul style="list-style-type: none">• Sign and submit the Distributor Agreement• Purchase a Starter Kit Associates do not accumulate volume	<ul style="list-style-type: none">• Purchase at wholesale price• Customer Commissions• Retail Sales Bonuses
DISTRIBUTOR	<ul style="list-style-type: none">• Be an Associate• Accumulate 100 PV within a SmartDelivery Month within one year of purchasing your Starter Kit	<ul style="list-style-type: none">• Same as Associate• Begin to accumulate volume
EXECUTIVE	<div>EXECUTIVE RANKS¹</div> <ul style="list-style-type: none">• Be a Distributor• Be Active• Be fully Qualified (have one 1 personally enrolled Distributor in each Team)	<ul style="list-style-type: none">• Same as Distributor• Team Commissions
JADE EXECUTIVE	<ul style="list-style-type: none">• Be Paid As an Executive• EITHER have<ul style="list-style-type: none">◦ 4 personally enrolled Executives with at least one in each Team OR◦ 8 personally enrolled Distributors with at least 3 in each Team• OR (Canada only) accumulate within 60 days 1,800 GV from sales to your Online Customers, with no more than 30% of the PGV coming from one Team	<ul style="list-style-type: none">• Same as Executive• One Level of Matching Bonuses
PEARL EXECUTIVE	<ul style="list-style-type: none">• Be Paid As an Executive• EITHER have<ul style="list-style-type: none">◦ 8 personally enrolled Executives with at least two in each Team OR◦ 12 personally enrolled Distributors with at least 3 in each Team• OR (Canada only) accumulate within 60 days 3,600 GV from sales to your Online Customers, with no more than 30% of the PGV coming from one Team	<ul style="list-style-type: none">• Same as Executive• Two Levels of Matching Bonuses
SAPPHIRE EXECUTIVE	<ul style="list-style-type: none">• Be Paid As an Executive• Have 12 personally enrolled Executives with at least three in each Team• OR (Canada only) accumulate within 60 days 5,400 GV from sales to your Online Customers, with nor more than 30% of the PGV coming from one Team	<ul style="list-style-type: none">• Same as Executive• Three Levels of Matching Bonuses• Gateway to Director ranks
SAPPHIRE 25	<ul style="list-style-type: none">• Be Paid As a Sapphire Executive• Accumulate 25 Team Commission cycles in the preceding month	<ul style="list-style-type: none">• Same as Sapphire• Leadership Retreat• Exclusive Events
SAPPHIRE 50	<ul style="list-style-type: none">• Be Paid As a Sapphire Executive• Accumulate 50 Team Commission cycles in the preceding month	
SAPPHIRE ELITE	<ul style="list-style-type: none">• Be Paid As a Sapphire Executive• Accumulate 100 Team Commission cycles in the preceding month	
RUBY DIRECTOR	<div>DIRECTOR RANKS¹</div> <ul style="list-style-type: none">• Be Paid As a Sapphire Executive• Have 2 Lines of Sponsorship with a Paid As Sapphire in each line²• Have 200 Team Commission cycles in the preceding calendar month	<ul style="list-style-type: none">• Same as Sapphire• Four Levels of Matching Bonuses
EMERALD DIRECTOR	<ul style="list-style-type: none">• Be Paid As a Sapphire Executive• Have 4 Lines of Sponsorship with a Paid As Sapphire in each line²• Have 500 Team Commission cycles in the preceding calendar month	<ul style="list-style-type: none">• Same as Sapphire• Five Levels of Matching Bonuses• Emerald Experience

¹ Executive and Director ranks are awarded on the day all qualifications are met.

² The required Paid As ranks in the Lines of Sponsorship must be "real" ranks, meaning that such ranks were earned by building an organization and accruing the required volume and not achieved by purchasing a package.

RANKS	REQUIREMENTS	BENEFIT
DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Sapphire Executive Have 6 Lines of Sponsorship with a Paid As Sapphire in each line¹ Have 1,000 Team Commission cycles in any preceding calendar month Have 1,000 Team Commission cycles in the current calendar month² 	<ul style="list-style-type: none"> Same as Sapphire Six Levels of Matching Bonuses Diamond Bonus Pool Diamond Discovery
DOUBLE DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Diamond Director Have 2 Lines of Sponsorship, each with a Diamond³ within 7 levels Have 1,500 Team Commission cycles in the preceding calendar month⁴ 	<ul style="list-style-type: none"> Same as Diamond Director Seven Levels of Matching Bonuses
TRIPLE DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Diamond Director Have 4 Lines of Sponsorship, each with a Diamond³ within 7 levels Accumulate 2,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship Have 10,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month Be Paid At this rank for 2 consecutive calendar months 	<ul style="list-style-type: none"> Same as Double Diamond Director \$100,000 One-Time Bonus⁴
PRESIDENTIAL DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Diamond Director Have 6 Lines of Sponsorship each, with a Diamond³ within 7 levels Accumulate 3,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship Have 15,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month Be Paid At this rank for 3 consecutive calendar months 	<ul style="list-style-type: none"> Same as Double Diamond Director \$250,000 One-Time Bonus⁵
IMPERIAL DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Diamond Director Have 8 Lines of Sponsorship, each with a Diamond³ within 7 levels Accumulate 4,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship Have 20,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month Be Paid At this rank for 3 consecutive calendar months 	<ul style="list-style-type: none"> Same as Double Diamond Director \$500,000 One-Time Bonus⁶
CROWNE DIAMOND DIRECTOR	<ul style="list-style-type: none"> Be Paid As a Diamond Director Have 10 Lines of Sponsorship, each with a Diamond³ within 7 levels Accumulate 5,000,000 PGV in 1 calendar month with no more than 500,000 PGV coming from any single Line of Sponsorship Have 25,000 Active Distributors in all your Lines of Sponsorship in the SmartDelivery Month Be Paid At this rank for 6 consecutive calendar months 	<ul style="list-style-type: none"> Same as Double Diamond Director \$1,000,000 One-Time Bonus⁶

¹ If all cycle requirements are met, but the required Sapphire/Diamonds are not in the Lines of Sponsorship at the close of the qualifying month, you will be Paid At the new rank if this requirement is met prior to the last day of the following month.

² If only 500 - 999 cycles are completed in the current month and all other requirements are met, then you will be recognized as having achieved the rank of Diamond Director (and qualify to receive 1 share in the Diamond Bonus Pool) but not be Paid As a Diamond Director. In this circumstance, the next calendar month in which you do 1,000 cycles, you qualify as a Diamond and will be Paid At that rank the next month.

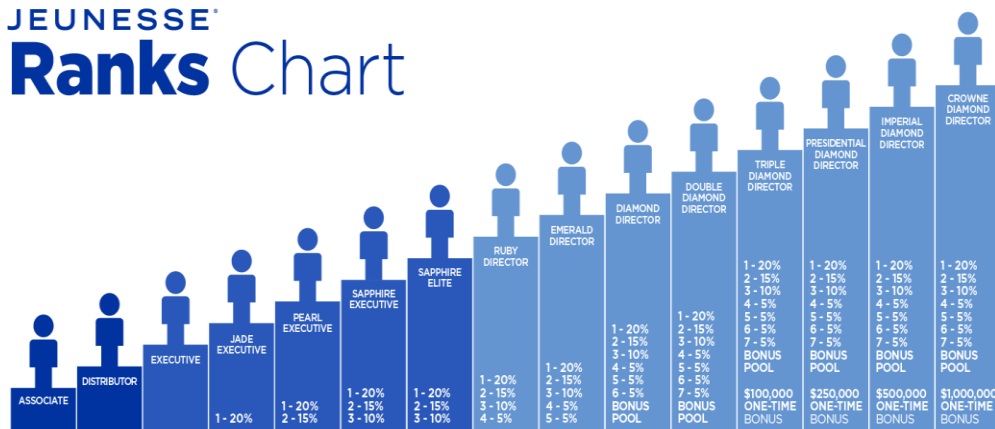
³ If one of the Diamonds has been recognized but never Paid As a Diamond, then if you otherwise meet all the requirements, you will be recognized but not Paid As a Double Diamond.

⁴ One-time bonus paid at next major corporate event and presented on stage

⁵ Paid over a 12-month period

⁶ Paid over a 24-month period

JEUNESSE® Ranks Chart



Glossary of Terms

ACTIVE: After achieving the rank of Distributor, you become Active in a SmartDelivery Month by accruing 60 PV through Online Customer sales or personal purchases.* If you do not remain Active in your SmartDelivery Month, any accumulated points will be reset to zero when commissions are calculated. Such points cannot be restored. You may become Active again after meeting the requirements above.

AFFILIATE: A person who has signed up solely to sell to their customers and to participate in the Affiliate Commission Plan. Affiliates are not Distributors, though they are placed in the Enrollment and Placement Trees solely for the purposes of CV roll-up.

ANNUAL RENEWAL: There is a small Annual Renewal fee of \$19.95 to cover the cost of your virtual Business Management System. However, if you maintain 360 CV from personal SmartDelivery orders during the year and did not purchase a Starter Kit on a promotion, the Annual Renewal fee is waived. Otherwise, you must pay the Annual Renewal fee.

AUTOSHIP: See SmartDelivery.

COMMISSIONABLE VOLUME (CV): To ensure our products are competitively priced, each Jeunesse product is assigned a point value known as Commissionable Volume (sometimes referred to as "points"). Commissions you earn through the Financial Rewards Plan are based on the accumulation of these points. CV starts to accumulate at the time you advance from Associate to Distributor. CV continues to accumulate as long as you remain Active. See Figure 3.

ONLINE CUSTOMERS: Sales made through your replicated website to any customer and to your Wholesale Customers. Retail Customers are not included in this definition.

ENROLLER TREE: Distributors in each of your Lines of Sponsorship are in your Enroller Tree. The PGV from their sales is used to calculate certain promotions. See Figure 3.

GROUP VOLUME (GV): Group Volume is the volume that is generated through sales in your two teams; it includes PV, PGV and Spillover volume. See Figure 3.

HIGHEST ACHIEVED RANK: The highest rank ever achieved.

JOFFICE: You receive a virtual business management system as part of your Starter Kit that provides you with

everything you need to run your Jeunesse business online. Through this powerful system you can track your global business, set up SmartDelivery, generate management reports, purchase products, access commissions and much more.

LINE OF SPONSORSHIP: Each Distributor personally enrolled by you starts a new Line of Sponsorship in your Enroller Tree. The Line of Sponsorship grows as that Distributor enrolls other Distributors and those Distributors enroll others. This process continues through unlimited levels; there is no limit to how many Lines of Sponsorship you can create. See Figure 4.

PAID AS or PAID AT RANK: In order to be paid at a rank (e.g., be paid as a Ruby Director), you must be Active and meet the requirements for that rank.

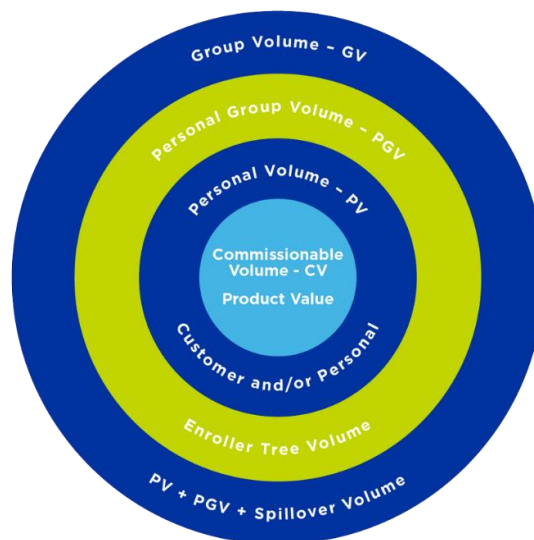


Figure 3. Each product is assigned a CV value that is used for calculating PV, PGV, and GV. PV is required to be Active. PGV is generated in your Enroller Tree. GV includes all the PV, PGV and Spillover Volume from your Teams and is used for calculating Team Commissions.

PERSONAL GROUP VOLUME (PGV): Personal Group Volume is the CV that is generated throughout your Lines of Sponsorship from Distributors, Affiliates, and Online Customers. It does not include Spillover volume. PGV from the sales in your Enrollment Tree is used to calculate certain promotions. See Figure 3.

PERSONAL VOLUME (PV): Personal volume is generated from the CV of product sales to your Online Customers through your replicated website (and, if in Canada, from your personal purchases). **Excess PV Rule.** When the

*total CV from your SmartDelivery orders exceeds 60 in a SmartDelivery Month (and provided your SmartDelivery order processes within 7 days of your SmartDelivery Month starting date—for Canada only), then CV from sales to your Online Customers will flow to the weak Team (and in Canada, CV from your personal purchases will also flow to the weak team). **Automatic SmartDelivery Exception:** This rule applies only if the excess PV is from an unconditional SmartDelivery order that is in the queue (automatic and not placed manually in your backoffice). **Event PV Exception:** Excess CV from products purchased at events or from packages does not flow to the weak Team.*

QUALIFY or QUALIFIED:

When you have an Active Distributor on your right Team and left Team, you are Qualified. This permits you to advance to Executive if you are Active.

RETAIL CUSTOMER:

A person you sell product to in a face-to-face transaction and not through your replicated website.

SMARTDELIVERY (previously known as Autoship or Convenience Plan): If you prefer to receive a recurring order, you may register for SmartDelivery. Jeunesse will charge your credit card each month and ship the products you designate.

SMARTDELIVERY MONTH:

This is the period of time during which you are responsible for meeting your PV and rank requirements. The period begins on the day of the month that you either purchase your initial package or advance to the rank of Distributor and ends at midnight EST the day prior of the following month. For example, if you advance to Distributor on May 20, your SmartDelivery Month begins on this day and ends on June 19 at midnight EST. Also, note that if your SmartDelivery Month starts on the 28th, 29th, 30th, or 31st of the month, we adjust the start date back a few days to accommodate the short months. Customer Service can inform you of the exact date. If you later upgrade by purchasing a larger package, the date of that purchase starts a new SmartDelivery Month.

SPILLOVER:

Distributors placed in your Team Tree by your Upline are known as Spillover. Their sales are included in your GV.

TEAM AND TEAM TREE:

Your Team Tree is your organizational structure that includes newly enrolled Distributors who are placed in the Team Tree at the bottom of your right or left Teams. New Distributors enrolled by your Upline are also placed at the bottom of one of your Teams, which is known as Spillover. The CV from product sales in the Team Tree are converted to GV for calculating Team Commissions. See Figure 4.

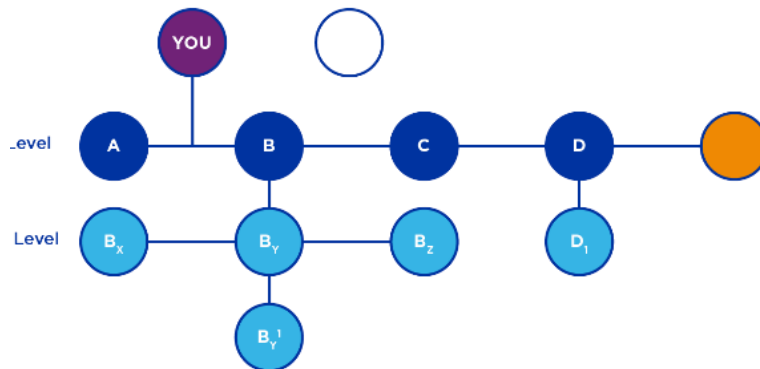
UPLINE:

Includes the Distributor who originally enrolled you and everyone sponsored before you within that Line of Sponsorship.

WHOLESALE CUSTOMER:

When a Distributor chooses to not sponsor or earn commissions for 90 consecutive days, the Distributor's status is converted to a Wholesale Customer. A Wholesale Customer may order products for personal use, may remain Active, and may participate in SmartDelivery, but may not sponsor or earn commissions. The CV from a Wholesale Customer is not included for determining your Customer Certified status.

ENROLLER TREE



TEAM TREE

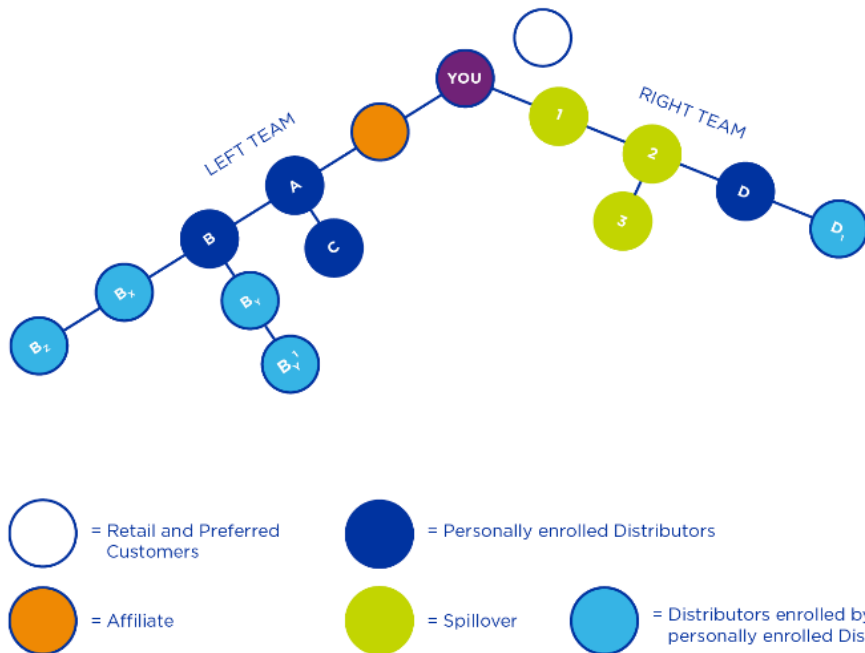


Figure 4. Enroller Tree: You have personally enrolled Distributors A – D, each of which begins a Line of Sponsorship in your Enroller Tree. Distributor B has enrolled Distributors B_x – B_z, who are on your second level in your Lines of Sponsorship. Distributors B_x – B_z also begin B's Lines of Sponsorship. D₁ is also on your 2nd level. B_{y1} is on your 3rd level. Affiliate X and all other affiliates you sponsor are on your first level.

Team Tree: Your personally enrolled Distributors are alternately placed automatically on your right and left Teams (or can be manually adjusted through your lock placement in your personal profile settings in your back office). Until you achieve Sapphire, you must place new Distributors on your outside right or left Teams.

In this example, Online Customers (except Wholesale) are placed outside the trees. Distributors A – D are placed in your Team Tree. Also, Distributors 1 and 2 have been placed into your Team Tree by your upline and are Spillover. Team Commissions are calculated from your Team Tree.

WHAT I NEED TO KNOW ABOUT THE JEUNESSE OPPORTUNITY

United States Income Disclosure – 2020

TO PARTICIPATE - As a Jeunesse Global Distributor, you may participate in three ways:

- You may sell products to your customers directly through your Jeunesse replicated website and earn commissions.
- You may earn commissions from the sales to your customers and from the sales of a team of like-minded people who want sell products to their customers and build a team of distributors.
- You may buy products at the wholesale price for resell to your friends and neighbors or for personal use.

If you seek to earn extra income, either part time or full time, you will incur expenses, as in any other business. You must also be realistic in the time and energy you must commit. Direct selling is rewarding and provides ample opportunity for personal growth; it also requires hard work and persistence.

TO EARN MONEY

- **Retail Profits:** Simply submit your application and purchase a starter kit at \$49.95. You can then sell products to your customers and keep the difference as well as earn a bonus for sales to first time customers and distributors.
- **Commissions:** Recruit and build a team of distributors and teach them to sell to customers and build their own teams. To earn commissions from the sales of others in your team, you must:
 - sell or purchase a minimum amount of product (100 CV) in a month within your first year; and
 - Sell a minimum amount of product each month (60 CV) or purchase that amount for personal use.
- You cannot earn money simply for recruiting or sponsoring someone.

OF THE 8,611 U.S. DISTRIBUTORS WHO HAVE EVER SPONSORED SOMEONE AND HAD SOME ACTIVITY IN 2019, 15.34% DID NOT EARN ANY COMMISSIONS IN 2019*

WHAT I SHOULD KNOW IF I DECIDE TO PARTICIPATE

- You are not required to carry any inventory.
- You will set your own schedule and choose how and when to work.
- Most people start their Jeunesse Global business by selling part-time to their friends and family to make a little extra money.
- Building a successful business takes hard work, time and expense.
- Like all businesses, some Distributors will succeed, while some will not.

HOW MUCH CAN I EARN BY SELLING JEUNESSE GLOBAL PRODUCTS?

- **Retailing and Commissions:** As a Distributor, you may buy products at wholesale prices and sell them to your friends and contacts at a retail price you chose. You may also sell to your customers at wholesale through your replicated website provided by the company and earn between 12% and 25% in commissions (effective in 2020).
- Total reported earnings of all trackable sales and commissions (we don't track all in person sales):**
 - 65.9% (about 4,804) earned more than \$245 -- and the rest made less;
 - 14.22 % (about 1,037) earned more than \$4,350; and
 - 2.22% (about 162) earned more than \$82,000.
- The top 1% of all earners averaged 6 years to get there and took between 1 and 10 years.

WHAT IF IT DOESN'T WORK FOR ME?

- Your initial order will be refunded 100% if you resign within the first 30 days.
- A 90% refund of your subsequent orders will be refunded if you resign within the first year and if the products are unopened and otherwise still marketable.

* This number excludes those Distributors who were converted to wholesale customers by not engaging in any distributor-like activity for 90 days. See Wholesale Customer in the Glossary of Terms.

** These figures do not include expenses incurred and should not be considered as guarantees or projections of your actual earnings or profits

United States 

Jeunesse LLC

701 International Parkway, Lake Mary, FL 32746

Customer Service: (321) 275-7171



www.jeunesseglobal.com

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