



# COMPENSATION PLAN

Discover ways to earn while building your Seacret business.

INTRODUCTION SEACRET

# Becoming a Seacret Agent

As a Seacret Agent, there are no complicated strategies to learn in order to achieve your financial goals.

Seacret provides Agents with the right tools, training and support to potentially reward Agents who share our innovative products with friends and family.

Seacret Direct offers a generous Compensation Plan that rewards Agents in a variety of ways for introducing the products and services to consumers.



## **RETAIL CUSTOMER**

Customers who purchase products at full retail price and are eligible for the following:

#### **Retail Customer Incentives**

- Birthday Coupon Code
- Seacret Wallet Credit: 1 point for every dollar spent on product
- Referral Credit: One-time product credit of \$10 per new Customer referred, who purchases \$99\* or more

## VIP CUSTOMER

## VIP Customers are Customers who do one of the following:

- Accrue 500 points in a 12 month period
- Place a first-time order of at least \$49\* Retail

#### **VIP Customer Incentives**

- Birthday Coupon Code
- 20% off Retail pricing
- Seacret Wallet Credit: 2 points for every dollar spent on product
- Referral Credit: One-time product credit of \$10 per new Customer referred who purchase \$99\* or more

## **ELITE CUSTOMER**

Elite Customers are Customers who accrue 2,000 points and place 4 or more orders in a 12-month period.

#### **Elite Customer Incentives**

- All VIP Customer benefits
- Seacret Wallet Credit: 3 points for every dollar spent on product
- Birthday Coupon Code
- Referral Credit: One-time product credit of \$10 per new Customer referred who purchase \$99\* or more

## **AGENT**

An Agent is an independent distributor of Seacret who is eligible to earn commissions. To become an Agent, you must be enrolled by another Agent and pay the \$49 initial registration fee which includes our online Welcome Kit. Once enrolled, there will be an annual fee of \$49 to be paid on each anniversary date of enrollment.

As a Seacret Agent you can enroll Customers and other Agents to build your business and grow your network. Your Seacret business is based on a Binary System, whereby you will build two teams: your Right Team (also known as Right Leg) and your Left Team (also known as your Left Leg). All Agents you enroll will become part of your Right Team or your Left Team, taking the next immediate position in the two lines of sponsorships with unlimited availability in each team. Therefore, there is no limit to how many Agents you can enroll!

## When you become a Seacret Agent you get:

- Seacret products at special Agent pricing
- Online Welcome Kit with links to all your Business Tools and Resources
- Your own Seacret Website
- Back Office with Digital Tools
- Access to Seacret Direct App (fees may apply)
- Access to Exclusive Sales, Offers and Incentives
- Opportunities to qualify for Reward Trips around the world
- Ongoing Training and Recognition

## **ACTIVE AGENT**

To earn commissions, an Agent must be Active. As an Active Agent, you have the ability to earn to Personal Sales Commissions only. Simply paying the annual registration fee does not make an Agent Active; to be considered Active, an Agent must do the following:

- To be considered Active, an Agent must either maintain 100 Total Personal Qualifying Volume (TPQV) every 4 weeks or have an active Club Seacret Membership
- To access some commissions an Agent must maintain Qualified Status.



#### TOTAL PERSONAL QUALIFYING VOLUME (TPQV)

The sum an Agent's QV from VIP/Elite Customers, Retail Customers, and personal purchases of the Agent. (Includes all customers in your customer group).

## **QUALIFIED AGENT**

There are two ways for an Agent to become Qualified and maintain Qualified Status:

1. Have two personally enrolled Active Agents (in any team).

#### Or

2. Produce 200 TPQV every four weeks.

#### **Inactive Grace Period**

Should an Agent become inactive, they have one commission week to become Active again for volume to restore automatically. The volume will flush in the second week of inactivity and will not restore if the order is placed in the third week or later. Eligibility for volume restoration is also dependent on the Agents Qualified Status. See full terms and conditions for volume restoration in Page 5 Team Commission.

#### **Courtesy Volume Restoration**

Agents can use a one-time volume restoration when they are inactive past their one-week Inactive Grace Period as long as the request is received within six months of the occurrence. When this is done, volume from the last Active pay period is restored to the current week. Any volume produced or associated bonuses in a week that the Agent was inactive will not be restored. Submit requests at support@seacretdirect.com

## **INFLUENCER**

Influencers are Customers who host Seacret Events for Agents. For full details of this program and all its benefits see page 21.

CLUB SEACRET SEACRET

## Becoming a Club Seacret Member

Become a Club Seacret member and experience unfolding world-class benefits that come your way. Your membership\* will be billed monthly giving you access to crafted destinations and programs, AND it will provide you with Seacret Agent Active Status while your membership is active.

## Club Seacret membership benefits include:

- Tailored Adventures
- Travel Booking Portal
- Exclusive Offers and Member Only Programs
- VIP Treatment for Services
- Access to Signature Seacret
- And so much more







In addition, as a Club Seacret member you will earn 1 point for every USD \$1 spent as a part of our Club Seacret Loyalty Program. You will earn points each month with the renewal of your membership as well as with the purchase of Seacret products, Seacret Escapes, branded merchandise and by referring new members, thereby increasing earning capability and club rank as spending climbs.

Your Customers can also join this exclusive club offering a world of opportunity from premium skincare and clean nutrition to crafted destinations to programs, all enveloped in a community of like-minded individuals.

AGENT PRICE

\$50/month

to unlock every Club Seacret amenity AND keep your Seacret Agent Account Active.

**CUSTOMER PRICE** 

\$50/month

to unlock all member-only benefits and every Club Seacret amenity.

## Enjoy THE GOOD LIFE.

<sup>\*</sup>Membership can be canceled at any time prior to your billing date.

RANKS SEACRET

# Your Journey as a Seacret Agent

There are 11 achievable ranks a Seacret Agent can reach as per the below table:

ACTIVE AGENT (100 TPV)	LEFT TEAM (4 WK QV)	RIGHT TEAM (4 WK QV)
Bronze	2,000	2,000
Royale	5,000	5,000
Silver	8,000	8,000
Gold	14,000 + Bronze	14,000 + Bronze
Platinum	20,000 + Bronze	20,000 + Bronze
Ruby	40,000 + Silver	40,000 + Silver
Diamond	80,000 + Gold	80,000 + Gold
Blue Diamond	200,000 + Platinum	200,000 + Platinum
Red Diamond	400,000 + Ruby	400,000 + Ruby
Crown	800,000 + Diamond	800,000 + Diamond
Crown Royale	2,000,000 + Blue Diamond	2,000,000 + Blue Diamond



#### **QV ALLOCATION RULE**

The QV from your own purchases and from your personal Customer orders will automatically be added to your Lesser Team Volume.

## Achieved Rank (or High Rank) VS. Paid Rank

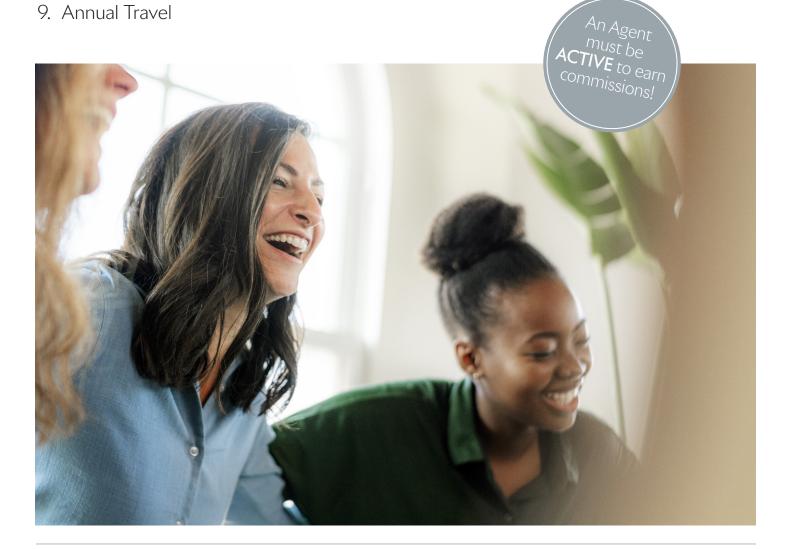
Your "Paid Rank" is determined by where you close out each business week. It is entirely possible to move down ranks. For example, you may achieve the rank of Crown Agent at the end of the week, but drop back down to Red Diamond in the following week.

Once you achieve a rank, that becomes your "Achieved Rank." Your Achieved Rank never decreases, regardless of what your "Paid Rank" is. For example, even though you may have achieved the rank of Crown Agent one week, but dropped down to Red Diamond the following week, you will always be recognized as a Crown Agent in the eyes of the Seacret Family.

 $<sup>^{\</sup>star}$  Achieve Crown Royale for the first time and receive a Rank Advancement Bonus of \$1,000,000

# 9 Main Type of Commission Incentives

- 1. Personal Sales Commission
- 2. Product Credit
- 3. Team Commission
- 4. Squared Lifestyle Bonus
- 5. Leadership Check Match
- 6. Customer Group Commission
- 7. Crown Royale Rank Advancement Bonus
- 8. Getting Started Program



## PERSONAL SALES COMMISSION

#### Two ways to earn

- 1. Wholesale to Retail: Buy Seacret products at Wholesale (Agent) pricing and sell at Retail pricing; earn 36%.
- 2. Sell products and earn 20% Personal Sales Commission on every Retail order, VIP order and Easy Reorder to qualify for monthly TPQV tiers and earn an extra bonus according to the chart below.

PERSONAL SALES COMMISSION (WOW BONUS)				
MONTHLY TPQV*	TOTAL % PAID OF MONTHLY COMMISSIONABLE TOTAL			
1-799	20%**			
800 - 1,199	20% + 3% = 23%***			
1,200 - 1,599	20% + 5% = 25%***			
1,600 - 1,999	20% + 7% = 27%***			
2,000+	20% + 10% = 30%***			

Sales commission income does NOT include sales from promotions, half-price items, business supplies, Wallet Dollars, or promotion codes.

\*Please note that \$2 per item is deducted from sales total for commissions. \*\*Get your 20% Personal Sales Commission weekly on your Customer orders. For Agents, 20% is the discount received with Agent product pricing. \*\*\*Receive the additional 3-10% commission monthly, deposited the week of the 15th of the next month.



#### **EASY REORDER**

This is a future recurring order Customers typically have scheduled at a frequency of their choosing.

## **PRODUCT CREDIT**

## Offered to support the replenishment of products for demonstrations Share and sell Seacret products and develop a customer base

• Achieve 300 Customer QV or more from all customer orders in a calendar month and earn Product Credit according to the chart below.

PRODUCT CREDIT					
MONTHLY CUSTOMER QV % ON MONTHLY COMMISSIONABLE TOTAL					
300 + QV	20% (Maximum \$500)				

Product Credit is applied the following month on the 15th as a Wallet Credit. Unused credit is banked from month-to-month as long as the Agent remains Active.

Note: Polices & Procedures Section 3.2 cautions Agents to never purchase more products than they can reasonably use or sell to retail Customers in a month, and must not influence or attempt to influence any other Agent to buy more products than they can reasonable use or sell to retail Customers in a month. Seacret Agents are not required or encouraged to purchase or carry any amount of inventory for Seacret products.

## **TEAM COMMISSION**

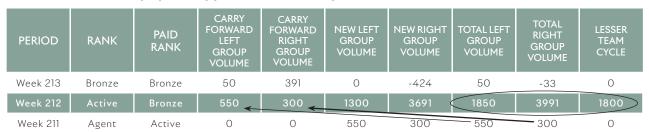
A Team Commission is generated every time an Agent accumulates 300 CV in one team (it does not matter which one) and 600 CV in the other one. This is called a Cycle. Qualified Active Agents earn \$30 USD Per Cycle. Qualified Bronze and higher Agents earn \$45 USD per cycle. Agents can earn up to 555 cycles in a single week or \$24,975 USD in Team Commission Earnings. Any unused commissionable volume (CV) is carried forward to the next week as long as the Agent maintains Qualified status. If an Agent loses Qualified status, then they have until the end of that particular week to rectify and regain the Qualified status, otherwise their Lesser Volume Leg CV will flush away and reset to zero.

Unqualified Agents who are Active accumulate unused CV on their Greater Volume Leg, but not on their Lesser Volume Leg. Non Active Agents do not accumulate any volume at all on either leg.

Should an Agent become inactive, they have one commission week to become Active again for CV to restore automatically. The volume will flush and reset to zero in the second week of inactivity.

Please Note: The CV generated from your Customers Orders and your own Personal Orders does not count toward Team Commission, and as a result does not accumulate or carry forward.

## Team commission payout hypothetical example



In Week 211 of the above example, the Agent is not eligible to receive a Team Commission, because a cycle was not achieved, nor were the minimum volume requirements. The volume for both legs then carries forward to Week 212.

In Week 212, the Agent's left and right legs increased their volume by 1,300, and 3,691, respectively. This new volume is then added to the carry forward volume from the previous week, making the total Left Group Volume 1,850 and the total Right Group Volume 3,991. The Agent is now eligible for a Team Commission as multiple Binary Cycles were achieved. Since Binary Cycles are in increments of 300 / 600, the Agent in this example will have CV equal to 6 Cycles of 300 / 600, as a Bronze Qualified Agent the Agent will receive \$45 for each cycle, for a Total of \$270 USD.

## 6 CYCLES X \$45 USD = \$270 TEAM COMMISSION

Since 1,800 Left Group Volume and 3,600 Right Group Volume was used for the Binary Cycle in Week 212, those amounts are deducted from the total left and right group volumes and the remainders carry forward to Week 213 (50 volume and 391 volume, respectively). Team Commission is paid out each week there is a Binary Cycle.

## Negative/Dropped Volume

In the example on the previous page, the Agent had a new Right Group Volume of -424 in week 213. Negative volume, or a decreased amount of volume, is due to a return somewhere in the Agent's Binary Tree.

When an order in the Binary Tree is placed, the CV is deposited into the appropriate leg. When an order is returned, the CV is debited from the appropriate leg, which creates a drop in the Agent's volume and sometimes creates a negative number.



#### **BINARY TREE**

The Binary Tree begins with the Agent and includes their entire downline. An Agent can have a maximum of 2 legs in the Binary tree—referred to as a Left Leg or Left Group and a Right Leg or Right Group. When an Agent enrolls a New Agent, they can be placed into either the Left Group or the Right Group.

## THE SQUARED BONUS

The Squared Bonus is designed to create stable, monthly and significant residual earnings as your customer base grows. It's awarded for having active customers or members within your lineage (enrollment) organization who are generating 100QV or more per month in spending. Both Customers or Club Seacret Members can help you achieve this: Either a Club Seacret Member who is active for the month and generates 50QV or a Customer or Agent who generates 100QV or more in a month counts towards qualification. As you achieve Customer/Member counts on your left lineage and your right lineage groups at the tiers below, you'll earn monthly residual commissions. The higher the tier, the higher the Squared Bonus residual.

TIERS	PAYOUT
10 Members on Right Leg / 10 Members on Left Leg	<del>\$100</del> <b>\$200</b>
25 Members on Right Leg / 25 Members on Left Leg	<del>-\$250-</del> <b>\$500</b>
50 Members on Right Leg / 50 Members on Left Leg	\$1,000
100 Members on Right Leg / 100 Members on Left Leg	\$2,000
250 Members on Right Leg / 250 Members on Left Leg	\$5,000

## LEADERSHIP CHECK MATCH BONUS

Paid As Bronze or higher Agents are eligible to receive a Leadership Check Match for simply helping other Agents achieve success. The Leadership Check Match enables you to earn up to 20% on the Team Commission of Agents that you help achieve Bronze Rank or higher within your enroller tree.

## Requirements for Leadership Check Match Bonus

- Be an Active and Qualified Seacret Agent
- Be Paid As Bronze or higher
- Have a paid Bronze or higher in your enroller tree

## Leadership Checkmatch Payout

Earn up to 20% on the dollar amount earned from the Team Commission Binary Cycle of Agents that are ranked Bronze or higher in your openline tree in accordance to the chart below.

GENERATION	BRONZE	ROYALE	SILVER	GOLD	PLATINUM	RUBY	DIAMOND & HIGHER
1	20%	20%	20%	20%	20%	20%	20%
2			10%	10%	10%	10%	10%
3					10%	10%	10%
4							10%

## Leadership Checkmatch Example

In Week 215, Tom is a Gold Agent, who is the direct enroller of Bronze Agent Jill. Jill directly enrolled Royale Agent Mary, who directly enrolled Bronze Agent John.

For Week 215, Royale Agent Mary has a Binary Match of 900 to 1,800 which produces her a Team Commission of \$135. In the same week, Bronze Agent John has a Binary Match of 2,100 to 4,200 which produces him a Team Commission of \$315 (see Team Commissions).

As a "paid as" Gold Agent, Tom is eligible for a Leadership Check Match Bonus. Since Tom is a Gold Agent and eligible to receive this bonus for 2 generations, he will receive 20% of the dollar amount of Mary's payout, and 10% of the dollar amount of John's payout.

Payout from Mary:  $$135 \times 20\% = $27$  Leadership Check Match Payout from John:  $$315 \times 10\% = $31.50$  Leadership Check Match

Total Leadership Check Match Payout for Tom = \$58.50

In the above example, if Tom were only ranked Bronze or Royale, he would still receive a \$30 Leadership Check Match Bonus for Mary's Team Commission payout, but not for John. This is because Bronze and Royale Agents are only eligible for 1 generation of Leadership Check Match Bonuses.

GOLD AGENT TOM BRONZE AGENT JILL ROYALE AGENT MARY BRONZE AGENT JOHN

## **CUSTOMER GROUP COMMISSION**

### Requirements

Paid as Royale or Higher Agent in the previous week with 500 TPQV.

#### Earn

- Earn an extra percentage of ALL QV from all customer orders in your Enroller Tree, down to the next paid as Royale Agent (from the previous week) in your team
- As you advance in rank you qualify for a higher percentage per the chart below
- At the SILVER rank, you unlock a commission on a 1st Generation Royale or higher Agent
- As you advance in rank, the Generation Bonus percentage increases per the chart below

CUSTOMER GROUP COMMISSIONS					
ROYALE 1 <sup>ST</sup> GEN	PERSONAL GROUP %	1 <sup>ST</sup> GEN %			
Royale	7%				
Silver	8%	3%			
Gold	9%	4%			
Platinum+	10%	5%			

(Your personal volume doesn't count)

## RANK ADVANCEMENT

Achieve Crown Royale for the First time and earn \$1,000,000 as a rank attainment bonus. The bonus is paid in 12 equal installments for every 4 weeks qualified following the first installment. Agents have 104 weeks or approximately 24 months to qualify for the additional installments.

## Requirements for Rank Advancement Bonus

- Be an Active and Qualified Seacret Agent
- Close a pay week with the volume requirements of the Crown Royale rank
- Have the leadership requirement in enrollment tree

RANK	TOTAL RANK BONUS	INSTALL AMOUNT	INSTALL	INSTALL QUALIFICATIONS
Crown Royale	\$1,000,000	12	\$83,333	1st Installment – Earned on Achievement  2nd-12th Installment – Earned with every additional weeks qualified. *104 weeks to qualify

## **GETTING STARTED**

## Earn up to \$200 for every agent you help get started!



## **Enroll a New Agent**

The only requirement to participate is that you are an Active Agent!



## **Get Them Started**

Help your New Agent generate 400+ TPQV\* in their first four weeks.



### Get a Bonus

Receive bonuses totaling up to \$200 per New Agent per the tiers below.

TIER	NEW AGENT TPQV	GETTING STARTED BONUS CUMULATIVE	
1	400-699	\$40	
2	700-1999	+\$30 = \$70	
3	2000+	+\$130 = \$200 total	

# ANNUAL TRIPS, CONFERENCES & LEADERSHIP

## **Annual Trips**

Qualify and enjoy exotic vacations around the world.



## **Global Training Events**

Attend Seacret Global Training events throughout the year and receive leadership development and product training.



All commissions are processed on a weekly basis. A "Commission Week" is considered the period of time between 12:00 AM CT on a Tuesday, through 11:59 PM CT the following Monday. All bonuses earned during that period of time will pay out together.

## COMMISSION PAYMENT METHODS

Agents receive their commissions through Seacret Pay. With Seacret Pay, we will transfer your commissions directly to your Seacret Pay account, however, a minimum of \$22 must be earned before it can be transferred. Once the funds are in your account, you may elect to transfer the funds directly to your bank account, or load the funds onto a pay card that can be used like a debit card.

## SIGNING UP FOR SEACRET PAY

To sign up for Seacret Pay, log in to your Backoffice and select the Gear Icon in the upper left corner near your name. From the menu that appears, select Seacret Pay (FIGURE A) From here, you will see a series of on-screen prompts that will guide you through the process.

## COMMISSION PAYOUT

Weekly Payout - All commission is paid out through weekly Seacret Pay transfers. All commissions earned during a commission week are added together and paid to the Agent in one lump sum. Commissions are processed on the 2nd Friday following the close of the commission week.\*

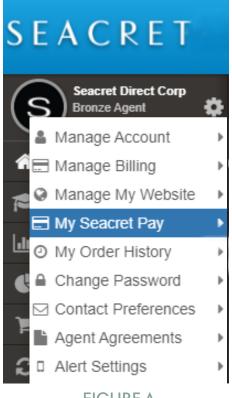


FIGURE A

<sup>\*</sup>The maximum payout percentage of commissionable revenue derived from the total sales of products (and commissionable services) by agents. This is calculated by individual country weekly. In the event the Cap is exceeded, a reduction in payout for that country can be applied to bring the payout percentage into compliance.

## **UNDERSTANDING YOUR COMMISSIONS**

Should you have questions regarding your commissions, you can simply log in to your Backoffice to see what you're being paid. Once you log in, click on the "My Business" tab on the left side of your Backoffice. From there, you can either click "My Commissions" or "My Earnings." (FIGURE B)

You will see a week-by-week breakdown of your weekly earnings. Selecting a specific week in the "Weekly Commissions" viewer will allow you to see a further breakdown of the types of bonuses and commissions you earned during that week.

Please note that fluctuation may occur in "Real-time Commissions" as a result of changes in your team, returned or canceled orders, and other factors. Commission and Bonus payout amounts are not final until a commission period is closed and accepted.

Should you have any additional questions about your commissions, please contact your Agent or our support team at support@seacretdirect.com.

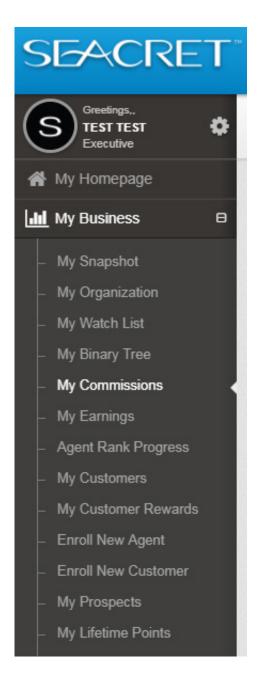


FIGURE B

## **INFLUENCER PROGRAM**

Influencers are Customers who host Seacret Events for Agents and they can receive special rewards.

Influencers are eligible for rewards when an Event has a minimum of 3 buying guests. Influencers are rewarded 3 different ways.

- Free Product Credit
- Monthly Influencer Offer
- Half Price Items

Influencers receive an incentive of free product credit with no purchase necessary.

Monthly Influencer Bonus Offers are available to our Influencers who host an event. These special product offerings are priced at more than 50% off VIP pricing. Influencers can receive Seacret products at half price.

INFLUENCER REWARDS							
EVENT SALES*	FREE PRODUCT CREDIT**	MONTHLY INFLUENCER BONUS	HALF PRICE ITEMS***	NEW VIP CUSTOMER BONUS			
\$1 - \$249	\$O	1	0				
\$250 - \$499	\$30	1	1	One-time \$10 Wallet Credit			
\$500 - \$749	\$60	1	2	for each new VIP  Customer referred			
\$750 - \$999	\$140	1	3	who purchases \$99 USD or more.			
\$1000 - \$1249 *Every \$250 over \$1249=	\$190* Additional \$50!	1	5 max	(On Future Orders)			

#### LIMIT ONE INFLUENCER BONUS PER EVENT WITH A MINIMUM OF 3 BUYING GUESTS. LIMITED QUANTITIES, WHILE SUPPLIES LAST.

All events must close within the same month the first order is placed. Cut off is the last day of the month @ 11:59 PM CT. The Influencer Order with free, half-price and Influencer Bonus Offer product redemptions will incur standard shipping fees.

<sup>\*</sup>Before tax, shipping & handling. Additional exclusions may apply. Maximum of \$490 reward dollars for party totals over \$2,500. \*\*Redeemed on VIP price. \*\*\*Half-price items may be any product or collection in the line not including promotional items.

#### **ACTIVE AGENT**

To be considered Active, an Agent must either maintain 100 Total Personal Qualifying Volume (TPQV) in a 4-week period or have an active Club Seacret Membership.

#### **AGENT**

A person or business entity that is enrolled in SEACRET. Agents are entered in the database with their own user ID number. An Agent may enroll other Agents into SEACRET and acquire Retail Customers and VIP/Elite

#### **NFR AGENT**

A person that is enrolled in Seacret and entered in the database with their own ID number. An NFR Agent is the importer of record on purchases of product for their personal consumption, and/or the personal consumption of an immediate family member (should local laws allow). An NFR Agent may not engage in the reselling of products after purchased. An NFR Agent may direct other individuals to their replicated website who wish to enroll in Seacret as an NFR Agent as well in a NFR market to place order for themselves.

#### **AUTO-SHIP**

This is a future recurring order Agents typically have scheduled at a frequency of their choosing.

#### **BINARY CYCLE**

A Binary Cycle occurs when a minimum of 300 lesser group volume is produced with 600 greater group volume—an Agent is paid \$45. An Agent must be Active and Qualified. Binary Cycles are in increments of 300 on the lesser leg and doubled on the greater leg. Possible cycles: 300 to 600; 600 to 1,200; 900 to 1,800; and so on.

#### **BINARY TREE**

The Binary Tree begins with the Agent and includes their entire downline. An Agent can have a maximum of 2 legs in the Binary tree—referred to as a Left Leg or

Left Group and a Right Leg or Right Group. When an Agent enrolls a New Agent, they can be placed into either the Left Group or the Right Group.

#### **BINARY TREE DOWNLINE**

All first-level Agents in the Binary Tree and their first-level Agents, and so on, until the end of the Binary Tree is reached.

#### **COMMISSION WEEK**

A weekly Commission Period begins Tuesday morning at 12:00 AM Pacific Time and ends the following Monday night at 11:59 PM Pacific Time.

# COMMISSIONABLE VOLUME (CV)

Commissionable Volume are points assigned to each product/ set and is the volume that goes into the left group and right group volumes and is used for determining bonuses and commissions. CV does not always equal QV, as CV is reduced for products sold at a reduced price. CV Volume flushes every week for everyone on the lesser leg over 299 CV for Active or Qualified.

#### **CUSTOMER GROUP**

All personally enrolled customers (retail and VIP) and customers of those customers to the end of the line of enrollment.

# CUSTOMER GROUP VOLUME

The sum of all QV over the last 4 weeks from an Agent's Customer Group Retail and VIP Customer orders.

#### **EASY REORDER**

This is a future recurring order Customers typically have scheduled at a frequency of their choosing.

#### **ENROLLER TREE**

The Enroller Tree begins with the Agent and includes anyone enrolled below them. An Agent can have an unlimited number of legs in the Enroller tree.

## ENROLLER TREE DOWNLINE

All first-level Agents in the Enroller Tree and their first-level Agents, and so on, until the end of the Enroller Tree is reached.

#### LEFT GROUP VOLUME (LGV)

The accumulation of CV from all product orders placed by Retail Customers, VIP/Elite Customers, and Agents that are placed in the downline of the Agent's left leg (in the Binary Tree, excluding personally enrolled Retail and VIP/Elite Customers). An Agent must be Active to accumulate LGV.

#### **LESSER VOLUME LEG**

The left leg or right leg of an Agent's Binary Tree that has the lesser amount of CV in a given period.

#### **GREATER VOLUME LEG**

The left leg or right leg of an Agent's Binary Tree that has the greater amount of CV in each period.

#### PERSONAL VOLUME (PV)

The sum of QV over the last 4 weeks (the current week plus the previous 3) from an Agent's personal transactions. PV does NOT include QV from VIP/Elite Customers.

#### **QUALIFIED AGENT**

An For an Agent to become Qualified and maintain Qualified status, they can either have two Active Agents (in any team) that are Personally enrolled, or produce 200 TPQV every four weeks.

## QUALIFYING VOLUME (QV)

These are points assigned to each product/set and is used to determine Active status and Rank Advancement and other promotions and bonuses. One (1) QV does not correlate to a specific dollar amount, as QV is used across all markets and currencies.

#### RIGHT GROUP VOLUME (RGV)

The accumulation of CV from all product orders placed by Retail Customers, VIP/Elite Customers, and Agents that are placed in the downline of the Agent's Right Leg (in the Binary Tree, excluding personally enrolled Retail and VIP/Elite Customers). An Agent must be Active to accumulate RGV.

#### TOTAL PERSONAL QUALIFYING VOLUME (TPQV)

The sum an Agent's QV from VIP/ Elite Customers, Retail Customers, and personal purchases of the Agent. This does not include QV derived from your enrolled Agents' purchases. (Includes all customers in your customer group) in the current week.

#### TPQV 4

The sum an Agent's QV from VIP/ Elite Customers, Retail Customers, and personal purchases of the Agent at the wholesale price. (Includes all customers in your customer group) in the previous 4 week (current week + previous 3).

#### TPOV 7

The sum an Agent's QV from VIP/ Elite Customers, Retail Customers, and personal purchases of the Agent at the wholesale price. Includes all Customers in your customer group for current week plus first full 7 weeks (week of enrollment + full 7 weeks).

#### PAYOUT PERCENTAGE CAP

The maximum payout percentage of commissionable revenue derived from the total sales of products (and commissionable services) by agents. This is calculated by individual country weekly. In the event the Cap is exceeded, a reduction in payout for that country can be applied to bring the payout percentage into compliance.

The income representations and examples set forth in this document are hypothetical examples that are intended to explain the components and operation of the Seacret Direct Compensation Plan. These hypothetical examples are not representative of the income, if any, that you may earn as a Seacret Agent through the Seacret Direct Compensation Plan. These figures should not be considered as guarantees or projections of your actual earning or profits. Any guarantee of earnings, whether made by Seacret Direct or a Seacret Agent, would be misleading. Success with Seacret Direct results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend upon how effectively you exercise these qualities.