



A NEW YOU!

Our Compensation Plan

The Anovite compensation plan was designed to provide you with multiple streams of income. With the Anovite opportunity, you get to choose how big your business will become.

We want to pay you quickly. That's why all commissions and bonuses are paid weekly.

Fusion Binary Compensation Plan

Anovite uses a fusion binary compensation plan.

What does a Fusion Binary mean?

14 ways of making MONEY, fused with just 2! We have 14 bonuses built into our binary, which allows you to secure your future and dreams by working with just two people!

A fusion is a union of two elements. When you enroll as an Associate, you will be placed into two organizations. We call them a binary downline and an enrollment downline.

"Bi" means "two." In the binary downline, each Associate can have two legs, a left leg and a right leg.

As a new Associate, you will be placed into the left leg or right leg of your sponsor's binary downline. Like your sponsor, you will build two legs, a left and a right. A leg includes the one Associate at the top of your left or right leg and all of the Associates in that leg.

Together, both legs are your binary downline. When you personally enroll an Associate, that Associate will be placed into your left or your right leg. The system will choose the leg for you and place the new Associate into the first open spot in that leg.

Your sponsor and others in your upline may also place people into your binary downline. As you and your binary downline Associates and customers place orders with Anovite, bonus volume will be generated upon which commissions and bonuses are paid.

In addition to the binary downline, each Associate also has an enrollment downline. Your enrollment downline is not limited to two legs. In the enrollment downline, each Associate you enroll is placed into your first level, and each Associate that your first level Associate's enroll is placed into your second level.

14 WAYS TO GET PAID

As an Anovite Associate, there are 14 ways for you to earn money. You can be paid...

- 1 Retail Sales:** Enables you to earn income by purchasing products at wholesale and then selling them at retail.
- 2 First Order Bonus:** Active Associates may earn a one-time first order bonus on every new first order with BV (excluding Fast Start Pack Orders).
- 3 Customer Advantage Bonus:** Every time a Customer makes a purchase of product the associated Bonus Volume (BV) is placed into the payleg; increasing the number of pay cycles for the Associate. BV helps you to earn Team Bonuses.
- 4 Smartship Advantage Program:** We reward our Associates and their Customers for maintaining a Smartship with accumulated credits. Credits can be used to receive FREE product.
- 5 Fast Start Bonuses:** Active Associates may earn a one-time only Fast Start Bonus from each personally enrolled Associate. Bonuses are: \$75 or \$150.
- 6 Fast Start Mentor Bonuses:** The Active Enroller of the Enroller will earn a Fast Start Mentor Bonus of \$24 or \$25.



Advancement Bonuses

- 7 Star Associate Bonus:** \$100 dollar bonus is paid when you achieve the qualification of Star Associate within 28 days of joining.
- 8 Team Bonuses:** Active Associates, will receive a Binary Commission of \$25.00 for each 100 points of lesser leg volume on the first two cycles of 100 points, additionally \$10.00 on all 100 points beyond the first two cycles every week.
- 9 Matching Team Bonuses:** Getting paid a percentage of the team bonuses earned by others is a great way to increase your income. With Anovite, when you are paid as a director or above, you will earn up to 10% match on the team bonuses earned by all associates in your enroller tree. The amount of the Matching Team Bonuses you earn is limited only by your paid as title. These revolutionary matching bonuses pay on your entire enrollment tree.
- 10 Title Advancement Bonuses:** A one-time payout for growing your team and advancing in titles. When an Associate works with their team and advances from Two-Star to Silver Director paid as titles and above for the first time he/she will receive a one-time cash bonus.
- 11 Ruby Executive Pool:** One percent (1%) of the total BV for the week to be shared proportionally.
- 12 Emerald Executive Pool:** One percent (1%) of the total BV for the week to be shared proportionally.
- 13 Diamond Executive Pool:** One percent (1%) of the total BV for the week to be shared proportionally.
- 14 Car Bonuses:** Paid as title of Bronze Director and above will earn a weekly car bonus; the amount will start at \$100.00 per week up to \$375.00 per week to help Associates drive in style.

Retail Profit

When you purchase Anovite products and resell them to your customers, you will earn retail profit. This is the difference between the price you charge and your cost for Anovite products.

Retailer Bonus

When you as an Anovite Associate enroll Customers who purchase directly from Anovite, you will earn a Retailer Bonus. Customers purchase at retail prices on regular orders.

Your Retailer Bonus is the price paid by your customer less the price you would pay if you made the purchase yourself as an Associate.

Equal Is Good

Whether your retail customers order from you at retail prices or preferred customer prices, or if they order from Anovite through your replicated website, the amount you'll earn is the same.

What Is Active?

To be active and eligible to earn bonuses on the volume on other Associates, Anovite Associates each have 50 points in Personal Qualification Volume (PQV) in total over a rolling 4-week period (the current commission week period plus the previous 3 consecutive commission week periods).

Your PQV is generated from your personal purchases and/or from the purchases of your personally enrolled Customers. All products purchased from Anovite generate volume with the exception of our basic starter kit, sales aids, replicating websites, shipping and handling, sales taxes, and other items for which volume is not applicable.

Smartship Advantage/Customer Advantage—FREE Product For Everyone

Smartship is our automatic monthly ordering program for Associates and your retail customers.

In addition to our lucrative compensation plan, Anovite offers both Associates and retail customers the opportunity to earn FREE product credit as a loyalty reward of our Smartship Advantage Program.

Free product credit is awarded in gift certificates at the beginning of each month, calculated as a percentage of the prices you paid for items on your Smartship orders in the previous month.

What Should I Do With My FREE Product Credit?

We recommend that you use your free product credit to try new products or to order more of the products you love best. You may redeem your free product credit on individual orders placed that are not Smartship orders. Each gift certificate you receive will expire 12 months after its issue date. To maximize your free product, stay on Smartship. The percentage of free product you will earn monthly increases based on the number of consecutive months you have Smartship orders. If you skip a month or more, you'll start over at 10% when your Autoship orders begin again.

Autoship Consecutive Month Count	Months 1-3	Months 4-6	Months 7+
Percentage	10%	20%	30%

EXAMPLES:

1. One bag of LimuZ 6 has a wholesale price of \$47.00; a 25% commission would be \$11.75;
2. Two pounds of Colostrum6 powder has a wholesale price of \$135.00; a 25% commission would be \$33.75.

* all first-orders orders have a one-time 50% BV (Excluding Fast Start Pack Orders)

First Order Bonus

Anovite pays a first order bonus on every new first order with BV (excluding fast start pack orders). Every active associate is eligible to earn first order bonuses on the first product order with BV of every new customer or associate. The first order product commission* is 25% of the wholesale purchase price of the first-order (excluding fast start pack bonuses). *All first-orders have 50% BV.

Fast Start Bonuses and Fast Start Mentor Bonuses

Our Fast Start Packs are a great way to get started with Anovite. These optional packs, available only at the time of enrollment as an Anovite Associate, include a great assortment of items you'll want to help you "fast start" your business!

What Is Fast Start Qualified?

You are Fast Start Qualified when either (a) you have purchased a Fast Start Pack yourself at the time of enrollment or (b) you have generated a total of 100 points of PQV over your career as an Anovite Associate.

As an active and Fast Start Qualified Associate, you will earn Fast Start Bonuses on the purchases of Fast Start Packs by your personally enrolled Associates. You will also earn Fast Start Mentor Bonuses on the purchases of Fast Start Packs by the personally enrolled Associates of your personally enrolled Associates.

Fast Start Pack	Bonus Volume	Fast Start Bonus	Fast Start Mentor Bonus
Total Health Pack	100	\$75	\$24
Colostrum6 Family Pack	100	\$75	\$24
Sampler Builder Pack	100	\$150	\$25

In addition to Fast Start Bonuses, Anovite also pays Team Bonuses on the bonus volume generated from the sales of these items.

Team Bonuses

When you are active, you can earn Team Bonuses weekly that are based on the volume of your lesser leg.

When your lesser volume leg accumulates at least 100 points in volume, you will earn a Team Bonus. Team Bonuses are calculated upon a minimum of 100 points and upon increments of 100 points thereafter in your lesser volume leg. These increments are called "cycles." Upon each cycle of 100 points, you will earn \$25.00 on your first two cycles of 100 points and \$10.00 thereafter on all cycles beyond the first two, every week.

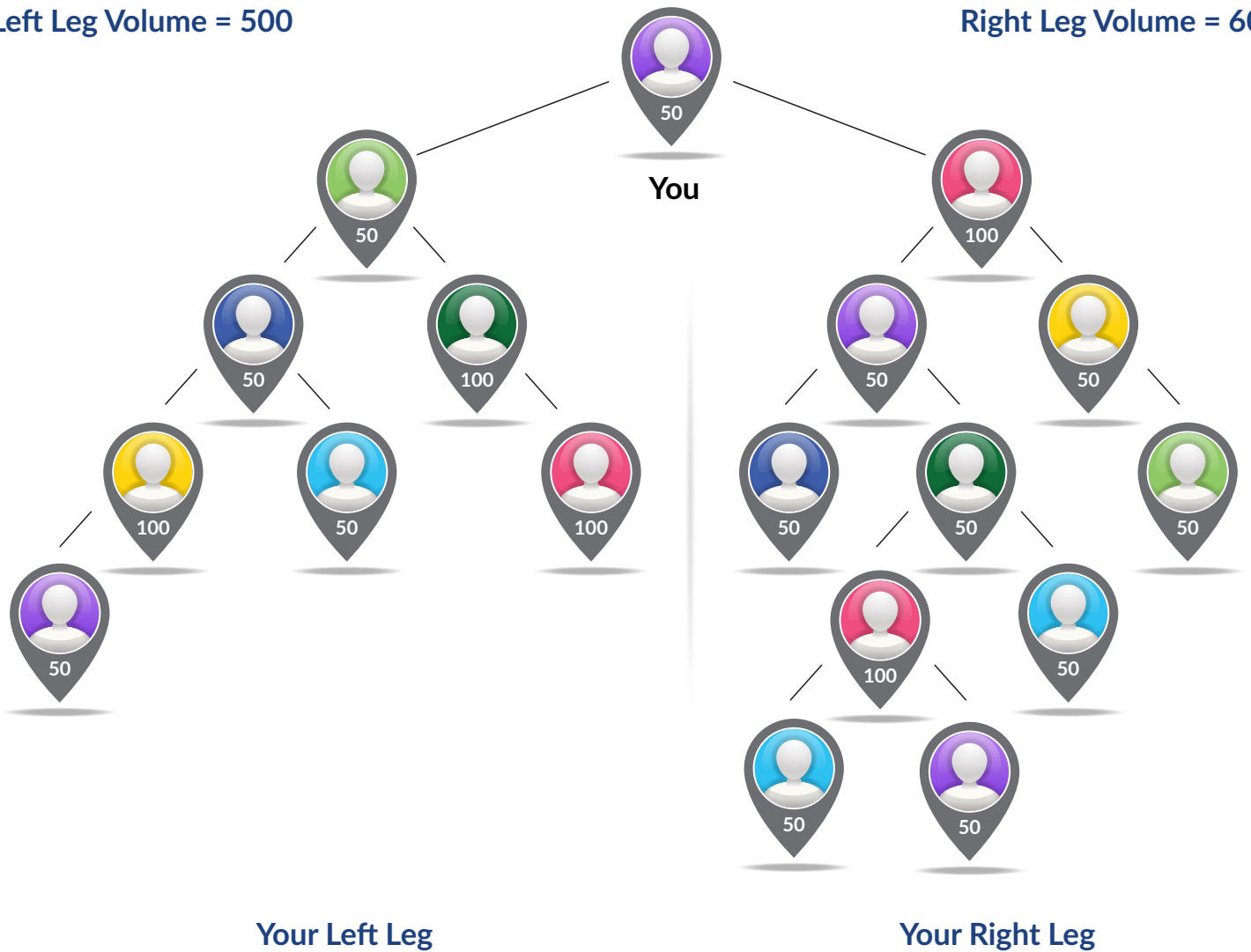
As a Team Bonus is paid, the volume upon which it is paid is subtracted from the accumulated volume in each of your two legs.



Example of Team Bonuses

Left Leg Volume = 500

Right Leg Volume = 600



In the example above, you would earn \$80.00 on your lesser volume leg of 500 points. When you are paid \$80.00, 500 points is subtracted from your leg left and 500 points is subtracted from your right leg. Using the example above, you would begin the next week with 0 points in your left leg and 100 points in your right leg as an active Associate.

As long as you are active with 50 points in Personal Qualification Volume over a rolling 4-week period, the unpaid volume in each of your two legs will roll forward from one week to the next, so you may get paid upon it in future weeks.

Only when you are inactive (less than 50 points in Personal Qualification Volume over a rolling 4-week period) will your left and right unpaid volumes be zeroed.

To help keep volumes balanced, Associates should enroll new Associates into both legs. As needed to strengthen the lesser volume leg, an Associate should place additional newly enrolled Associates into his or her lesser volume leg.

Matching Team Bonuses

When you are active and paid at the rank of Director or higher, you will earn Matching Team Bonuses as a percentage of the Team Bonuses earned by all of the Associates in your enrollment downline.

Matching Team Bonuses are calculated using **two measurements**.

1. The first measurement is 10% of all of the Team Bonus earnings of all the Associates in your enrollment downline.
2. The second measurement calculates your maximum Team Bonuses, which is a percentage of your personal Team Bonuses that varies based on your paid-as rank.

Each week you are active and paid-as a Director or above, your Matching Team Bonuses are the smaller of the two measurements.

Paid As Rank	Maximum Pct of Your Personal Team Bonuses You Can Earn In Matching Team Bonuses
Director	20%
Bronze Director	26%
Silver Director	32%
Gold Director	38%
Executive	44%
Ruby Executive	50%
Emerald Executive	56%
Diamond Executive	62%
Double Diamond Executive	72%
Triple Diamond Executive	84%
Black Diamond Executive	100%

Rank Advancement Bonuses

Our compensation plan encourages and rewards you when you personally advance through the upper ranks. The amount you'll earn for each first-time rank promotion increases as you climb higher.

When you promote and are paid at the rank of Two Star Associate through Silver Director, you will earn a one-time Rank Advancement Bonus based upon the chart below.*

Paid As Rank	Rank Advancement Bonus
Two Star Associate	\$200
Director	\$300
Bronze Director	\$400
Silver Director	\$500

*Rank Advancement Bonuses in the chart are effective January 1, 2017.

Car/Lifestyle Bonuses

If you like to drive, you'll love our Car Bonuses because we pay them weekly. That will keep you on the move. If you don't have a car, you can use your Car Bonus for other purposes. The amount you'll earn in a Car Bonus increases based on your paid-as rank.

Paid As Rank	Weekly Car Bonus
Bronze Director	\$100
Silver Director	\$125
Gold Director	\$150
Executive	\$225
Ruby Executive	\$300
Emerald Executive	\$375
Double Diamond Executive	\$375
Triple Diamond Executive	\$375
Black Diamond Executive	\$375

Star Bonus

It pays to be fast.

When you are active and personally promote to the rank of Star Associate within 28 days of your join date, you will earn a \$100 Star Bonus to recognize your fast promotion.

All you need to do within your first 28 days is:

- Be active with 50 points of PQV
- Personally enroll one Associate who is active that you place into your left leg
- Personally enroll one Associate who is active that you place into your right leg
- Have 200 or more points of accumulated volume in your left leg
- Have 200 or more points of accumulated volume in your right leg

Ruby Executive, Emerald Executive, and Diamond Executive Pool Bonuses

Each week, 1% of the bonus volume generated from product orders placed by Associates and their customers will be placed into our Ruby Executive Pool, our Emerald Executive Pool, and our Diamond Executive Pool.

Active Associates who are paid-as Ruby Executives or above are qualified to earn shares in the Ruby Executive Pool.

When you are paid as an Emerald Executive or higher, you will also be qualified to earn shares in the Emerald Executive Pool.

And, when you are paid as a Diamond Executive or higher, in addition to earning shares in the Ruby Executive and Emerald Executive Pools, you will earn shares in the Diamond Executive Pool.

How These Pools Work

Each of your enrollment downline legs begins with a personally enrolled Associate and includes all of the Associates personally enrolled by that Associate and his or her personally enrolled Associates, all the way down the leg.

Your enrollment downline sales volume (EDSV), adjusted so that no more than 50% is counted from any one of your enrollment legs, is the basis upon which you will earn shares in this pool. For each point of adjusted EDSV, you will earn one share in one, two, or three of the pools.

For each of these three pools, the total number of shares in the pool is the sum of all shares earned by all participants for that pool. Weekly, the amount in each pool will be divided by the total number of shares earned to obtain the value of each share. Each week, all pool participants are then paid the value of his or her shares.



Binary Cap

Binary compensation plans are popular because they do what no other compensation plan type can do, and that is, they pay the upline on an unlimited number of levels of downline volume.

Of course, that doesn't mean that Anovite can pay out an unlimited amount of compensation, because if we did, unfortunately we wouldn't stay in business and neither would you.

To ensure business stability, each week up to 55% of the total Company BV is available for payout of commissions and bonuses. When needed, Anovite may adjust compensation on a prorated basis in order to maintain the 55% cap.

Also, for each Associate, a maximum of 300,000 points of volume per leg each week may carry over to the next week.

Achievement and Recognition

Our Compensation Plan acknowledges your success with recognition ranks which determine your maximum weekly Team Bonus earnings, maximum Matching Bonus earnings, and eligibility for other bonuses.

RANKS & ABBREVIATIONS



Associate (A)

To begin, you'll join us as an Anovite Associate. To join, all you need to do is...

- Complete an Associate Application and Agreement
- Purchase a Basic Starter Kit or a Fast Start Pack (In North Dakota, the kit purchase is optional)

As an Associate, you can earn Retail Profit on products you sell to customers and you will be paid a Retailer Bonus on purchases made directly from Anovite by your personally enrolled Customers.

When you have 50 points of Personal Qualification Volume over a rolling 4-week period, you will be "active."

After you purchase a Fast Start Kit or after you accumulate a total of 100 points of PQV, you will be Fast Start Qualified.

As an Associate, when you are active and Fast Start Qualified, you are eligible to earn Fast Start Bonuses and Fast Start Mentor Bonuses.



Senior Associate (SRA)

When in the same week you are active and have 2 active personally enrolled Associates with at least one in each of your two binary legs, you will be promoted to Senior Associate.

Just like an Associate, you can earn Retail Profit on products you sell to customers and you will be paid a Retailer Bonus on purchases made directly from Anovite by your personally enrolled Customers.

When you are active and Fast Start Qualified, you are also eligible to earn Fast Start Bonuses and Fast Start Mentor Bonuses.

Active Senior Associates may earn up to \$1,000 per week in Team Bonuses.



Star Associate (STA)

When in the same week you are active, have 2 active personally enrolled Associates with at least one in each of your two legs, and have a total of 200 points or more in left leg volume and 200 points of volume in right leg volume, you will be promoted to Star Associate. Your volume in each leg includes the volume generated from orders this week, plus unpaid volume carried over from last week.

Would you like to earn \$100 for being fast? You will earn a Star Bonus of \$100 when you promote to Star Associate within 28 days of your join date.

After you are promoted to Star Associate, you'll be paid as a Star Associate weekly when you are active and meet your rank promotion requirements.

Star Associates may earn Retail Profit and Retailer Bonuses. When you are Fast Start Qualified, you may also earn Fast Start Bonuses and Fast Start Mentor Bonuses.

Star Associates may earn up to \$1,000 per week in Team Bonuses.



Two Star Associate (TSA)

When in the same week you are active, have 2 active personally enrolled Associates with at least one in each of your two legs, and have a total of 500 points or more in left leg volume and 500 points of volume in right leg volume, you will be promoted to Two Star Associate.

After you are promoted to Two Star Associate, you'll be paid as a Two Star Associate weekly when you are active and meet your rank promotion requirements.

Two Star Associates may earn up to \$1,000 per week in Team Bonuses.

As a new Two Star Associate, you'll earn a one-time \$200 rank promotion bonus.



Director (DIR)

When in the same week you are active, have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg*, and have a total of 1,000 points or more in left leg volume and 1,000 points of volume in right leg volume, you'll promote to Director.

* An enrollment downline leg contains a personally enrolled Associate and all of the Associates enrolled by that Associate and everyone beneath that person.

After you are promoted to Director, you'll be paid as a Director weekly when you are active and meet your rank promotion requirements.

Directors may earn up to \$1000 per week in Team Bonuses.

When you are paid as a Director, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 10% of your Team Bonuses.

As a new Director, you'll earn a one-time \$300 rank promotion bonus.



Bronze Director (BD)

When in the same week you are active, have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg, have a total of 2,500 points or more in left leg volume and 2,500 points of volume in right leg volume, and 1,000 points of Enrollment Downline Sales Volume (EDSV) with no more than 500 points from any one enrollment leg, you'll be promoted to Bronze Director.

You may also earn up to \$1,500 per week in Team Bonuses.

When you are paid as a Bronze Director, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 26% of your Team Bonuses.

As a new Bronze Director, you'll earn a one-time \$400 Director rank promotion bonus, including your first week, you'll earn a \$100 weekly car bonus.



Silver Director (SD)

When in the same week you are active, have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg, have a total of 5,000 points or more in left leg volume and 5,000 points of volume in right leg volume, and 5,000 points of Enrollment Downline Sales Volume (EDSV) with no more than 2,500 points from any one enrollment leg, you'll be promoted to Silver Director.

As a new Silver Director, you'll earn a one-time \$500 rank promotion bonus and each week you are paid as a Silver Director, including your first week, you'll earn a \$125 weekly Car Bonus.

You may also earn up to \$2,500 per week in Team Bonuses.

When you are paid as a Silver Director, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 32% of your Team Bonuses.



Gold Director (GD)

When in the same week you are active, have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg, have a total of 7,500 points or more in left leg volume and 7,500 points of volume in right leg volume, and 7,500 points of Enrollment Downline Sales Volume (EDSV) with no more than 3,750 points from any one enrollment leg, you'll be promoted to Gold Director.

Each week you are paid as a Gold Director, you'll earn a \$150 weekly Car Bonus.

You may also earn up to \$4,000 per week in Team Bonuses.

When you are paid as a Gold Director, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 38% of your Team Bonuses.



Executive (E)

When in the same week you are active, have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg, have a total of 10,000 points or more in left leg volume and 10,000 points of volume in right leg volume, and 10,000 points of Enrollment Downline Sales Volume (EDSV) with no more than 5,000 points from any one enrollment leg, you'll be promoted to Executive.

Each week you are paid as an Executive, you'll earn a \$225 weekly Car Bonus.

You may also earn up to \$6,000 per week in Team Bonuses.

When you are paid as an Executive, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 44% of your Team Bonuses.



Ruby Executive (RE)

When you have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg, have a total of 15,000 points or more in left leg volume and 15,000 points of volume in right leg volume, and 15,000 points of Enrollment Downline Sales Volume (EDSV) with no more than 7,500 points from any one enrollment leg, all for 4 consecutive weeks, you'll be promoted to Ruby Executive.

Each week you are paid as a Ruby Executive, you'll earn a \$300 weekly Car Bonus.

You may also earn up to \$8,000 per week in Team Bonuses.

When you are paid as a Ruby Executive, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 50% of your Team Bonuses.

Last, but not least, you will earn shares and be paid Ruby Executive Pool Bonuses each week you are paid as a Ruby Executive.



Emerald Executive (EE)

When you have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg, have a total of 20,000 points or more in left leg volume and 20,000 points of volume in right leg volume, and 20,000 points of Enrollment Downline Sales Volume (EDSV) with no more than 10,000 points from any one enrollment leg, all for 4 consecutive weeks, you'll be promoted to Emerald Executive.

Every week you are paid as an Emerald Executive, you'll earn a \$375 weekly Car Bonus.

You may also earn up to \$10,000 per week in Team Bonuses.

When you are paid as an Emerald Executive, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 56% of your Team Bonuses.

Last, but not least, you will earn shares and be paid Emerald Executive Pool Bonuses and Ruby Executive Pool Bonuses each week you are paid as an Emerald Executive.



Diamond Executive (DE)

When you have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg, have a total of 25,000 points or more in left leg volume and 25,000 points of volume in right leg volume, and 25,000 points of Enrollment Downline Sales Volume (EDSV) with no more than 12,500 points from any one enrollment leg, all for 4 consecutive weeks, you'll be promoted to Diamond Executive.

Every week you are paid as a Diamond Executive, you'll earn a \$375 weekly Car Bonus.

You may also earn up to \$12,000 per week in Team Bonuses.

When you are paid as a Diamond Executive, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 62% of your Team Bonuses.

Last, but not least, you will earn shares and be paid Diamond Executive Pool Bonuses, Emerald Executive Pool Bonuses and Ruby Executive Pool Bonuses each week you are paid as a Diamond Executive.



Double Diamond Executive (DDE)

When you have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg, have a total of 40,000 points or more in left leg volume and 40,000 points of volume in right leg volume, and 40,000 points of Enrollment Downline Sales Volume (EDSV) with no more than 20,000 points from any one enrollment leg, all for 4 consecutive weeks, you'll be promoted to Diamond Executive.

Every week you are paid as a Double Diamond Executive, you'll earn a \$375 weekly Car Bonus.

You may also earn up to \$14,000 per week in Team Bonuses.

When you are paid as a Double Diamond Executive, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 72% of your Team Bonuses.

Last, but not least, you will earn shares and be paid Diamond Executive Pool Bonuses, Emerald Executive Pool Bonuses and Ruby Executive Pool Bonuses each week you are paid as a Double Diamond Executive.





Triple Diamond Executive (TDE)

When you have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg, have a total of 60,000 points or more in left leg volume and 60,000 points of volume in right leg volume, and 60,000 points of Enrollment Downline Sales Volume (EDSV) with no more than 30,000 points from any one enrollment leg, all for 4 consecutive weeks, you'll be promoted to Diamond Executive.

Every week you are paid as a Double Diamond Executive, you'll earn a \$375 weekly Car Bonus.

You may also earn up to \$18,000 per week in Team Bonuses.

When you are paid as a Triple Diamond Executive, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 84% of your Team Bonuses.

Last, but not least, you will earn shares and be paid Diamond Executive Pool Bonuses, Emerald Executive Pool Bonuses and Ruby Executive Pool Bonuses each week you are paid as a Triple Diamond Executive.



Black Diamond Executive (BDE)

When you have 2 active personally enrolled Associates with at least one in each of your two legs, have one paid-as Star Associate enrollment downline leg, have a total of 80,000 points or more in left leg volume and 80,000 points of volume in right leg volume, and 80,000 points of Enrollment Downline Sales Volume (EDSV) with no more than 40,000 points from any one enrollment leg, all for 4 consecutive weeks, you'll be promoted to Diamond Executive.

Every week you are paid as a Double Diamond Executive, you'll earn a \$375 weekly Car Bonus.

You may also earn up to \$25,000 per week in Team Bonuses.

When you are paid as a Triple Diamond Executive, you will earn a 10% Matching Team Bonus on the Team Bonuses earned by all Associates in your enrollment downline. Your total Matching Team Bonus weekly is capped at 100% of your Team Bonuses.

Last, but not least, you will earn shares and be paid Diamond Executive Pool Bonuses, Emerald Executive Pool Bonuses and Ruby Executive Pool Bonuses each week you are paid as a Black Diamond Executive.

Rank Maintenance

Active Associates who do not meet the requirements for their ranks will be paid at the highest rank for which requirements have been met. Each week, an Associate's "paid-as" rank may be the same or lower than the highest rank that Associate has achieved.

Rank Adjustments

It is important to Anovite that the ranks of Associates reflect the ongoing achievements of each Associate. Therefore, if an Associate fails to be paid at the level of his rank for 52 consecutive weeks, the Associate's rank will be lowered to that of the highest rank for which the Associate qualified during the 52 week period. The new rank is effective the first day of the following bonus period.

However, once an Associate achieves the requirements for promotion to a previous rank once again, they will be paid at the level of their rank immediately, that is, effective retroactively to the first day of the week in which the promotion requirements were met.

CAREER PLAN AT A GLANCE

Requirements by Rank

Rank	Personal Sales Volume for Activity ¹	Promotion Requirements				
		Active Personally Enrolled Associates 1 in Left Leg and 1 in Right Leg	1 Paid-As STA Enrollment Leg	Lesser Leg Volume	Enrollment Downline Sales Volume, Maximum 50% Counted From Each Leg	Consecutive Weeks for Rank Promotion
Associate (A)	50 PQV4	-	-	-	-	-
Senior Associate (SRA)	50 PQV4	Yes	-	-	-	1
Star Associate (STA)	50 PQV4	Yes	-	200	-	1
Two Star Associate (TSA)	100 PQV4	Yes	-	500	-	1
Director (DIR)	100 PQV4	Yes	Yes	1,000	-	1
Bronze Director (BD)	100 PQV4	Yes	Yes	2,500	1,000	1
Silver Director (SD)	100 PQV4	Yes	Yes	5,000	5,000	1
Gold Director (GD)	100 PQV4	Yes	Yes	7,500	7,500	1
Executive (E)	100 PQV4	Yes	Yes	10,000	10,000	1
Ruby Executive (RE)	100 PQV4	Yes	Yes	15,000	15,000	4
Emerald Executive (EE)	100 PQV4	Yes	Yes	20,000	20,000	4
Diamond Executive (DE)	100 PQV4	Yes	Yes	25,000	25,000	4
Double Diamond Executive (DDE)	100 PQV4	Yes	Yes	40,000	40,000	4
Triple Diamond Executive (TDE)	100 PQV4	Yes	Yes	60,000	60,000	4
Black Diamond Executive (BDE)	100 PQV4	Yes	Yes	80,000	80,000	4



CAREER PLAN AT A GLANCE

Compensation Rewards by Rank

Rank	Retail Profit ²	Retailer Bonuses ³	Fast Start Bonuses and Fast Start Mentor Bonuses ⁴	Team Bonus Earnings Maximum ⁵	Matching Team Bonus Earnings Maximum ⁶	Star Bonus and Rank Advancement Bonuses	Car Bonuses	Pool Bonuses
Associate (A)	Yes	Yes	Yes	-	-	-	-	-
Senior Associate (SRA)	Yes	Yes	Yes	\$1,000	-	-	-	-
Star Associate (STA)	Yes	Yes	Yes	\$1,000		\$100 within 28 days	-	-
Two Star Associate (TSA)	Yes	Yes	Yes	\$1,000		\$200	-	-
Director (DIR)	Yes	Yes	Yes	\$1,000	10%	\$300	-	-
Bronze Director (BD)	Yes	Yes	Yes	\$1,500	13%	\$400	-	-
Silver Director (SD)	Yes	Yes	Yes	\$2,500	16%	\$500	\$100	-
Gold Director (GD)	Yes	Yes	Yes	\$4,000	19%	-	\$150	-
Executive (E)	Yes	Yes	Yes	\$6,000	22%	-	\$225	-
Ruby Executive (RE)	Yes	Yes	Yes	\$8,000	25%	-	\$300	RE
Emerald Executive (EE)	Yes	Yes	Yes	\$10,000	28%	-	\$375	RE and EE
Diamond Executive (DE)	Yes	Yes	Yes	\$12,000	31%	-	\$375	RE, EE, and DE
Double Diamond Executive (DDE)	Yes	Yes	Yes	\$14,000	36%	-	\$375	RE, EE, and DE
Triple Diamond Executive (TDE)	Yes	Yes	Yes	\$18,000	42%	-	\$375	RE, EE, and DE
Black Diamond Executive (BDE)	Yes	Yes	Yes	\$25,000	50%	-	\$375	RE, EE, and DE



DEFINITIONS

Active

An Associate is active when he or she has at least 50 points in Personal Qualification Volume (PQV) within a rolling 4-week period (the current commission week plus the previous three consecutive commission weeks). The unpaid left and right leg volumes of active Associates are carried forward to the next commission week.

Associate

An Associate is a person who has completed the Anovite Independent Associate Application and Agreement.

Associate Price

Associates are eligible to purchase Anovite products at Associate prices.

Binary Compensation Plan

A binary compensation plan is a compensation plan that compensates Associates based on unpaid accumulated volume in two legs, left and right.

Binary Downline

Binary downline is a term used to describe the Associates in the left and right legs of an Associate. Associates in one's binary downline may be placed there by Associates in your binary downline or by sponsors above you.

Binary Leg

A binary leg is either your left or your right leg in your binary downline.

Bonus Volume

Bonus Volume is the basis for calculation of bonuses. Bonus volume will vary by product. It is not calculated as a fixed percentage of Associate cost or suggested retail price. Bonus volume is generated by product purchases. Basic starter kits, sales aids, shipping and handling, and sales taxes do not generate bonus volume.

Car Bonus

A Car Bonus is a weekly bonus to help fund a car or other expenses.

Customer Volume

The total of all Bonus Volume credited to a single Associate from personally enrolled customer orders placed with Anovite. Retailer Bonus will be paid by Anovite to the Associate who enrolled the Customer. Customer Volume is included in Personal Qualification Volume. Customer volume is also added to the lesser leg volume of an Associate with customers.

Diamond Executive Pool

Associates who are paid at the rank of Diamond Executive or higher earn shares in the Diamond Executive Pool which is funded with 1% of the company's bonus volume for the week.

Emerald Executive Pool

Associates who are paid at the rank of Emerald Executive or higher earn shares in the Emerald Executive Pool which is funded with 1% of the company's bonus volume for the week.

Enrolling Sponsor

Enrolling sponsor is the term given to an Associate who introduces the Anovite opportunity to a new recruit. The enrolling sponsor is identified as the sponsor on the application of the new Associate. The new Associate is personally enrolled by his or her enrolling sponsor.

Enrollment Downline

Enrollment downline is the term used to describe the Associates personally enrolled by an Associate and all of the Associates enrolled by them, etc.

Enrollment Downline Leg

An enrollment downline leg begins with a personally enrolled Associate and includes all of his or her personally enrolled Associates and their personally enrolled Associates, etc., without consideration for any relationship to one's binary downline.

Enrollment Downline Sales Volume (EDSV)

Your Enrollment Downline Sales Volume is the volume generated each week by all of the Associates in your enrollment downline, with no more than 50% of the requirement for your paid-as rank counted from any one of your enrollment downline legs.

Enrollment Upline

Your enrollment upline consists of your sponsor, and you sponsor's sponsor, etc. all the way up to the top of the enrollment downline which is the company.

Fast Start Bonus

A Fast Start Bonus is earned by the enroller of a new Associate who purchases a Fast Start Pack, when the enroller is active and Fast Start Qualified.

Fast Start Mentor Bonus

A Fast Start Mentor Bonus is earned by the enroller of the enroller of a new Associate who purchases a Fast Start Pack, when the enroller of the enroller is active and Fast Start Qualified.

Fast Start Qualified

Fast Start Qualified Associates who are also active are eligible to earn Fast Start Bonuses and Fast Star Mentor Bonuses. To be Fast Start Qualified, an Associate either purchases a Fast Start Pack at the time of enrollment as an Associate or accumulates a total of 100 points of PQV during his or her career as an Anovite Associate.

First Order Bonus

First Order Bonus pays a bonus on every new first order with BV (excluding Fast Start Pack Orders).

Inactive

Inactive is the term used to describe Associates who do not have at least 50 points in Personal Qualification Volume within a rolling 4-week period. The unpaid left and right leg volumes of inactive Associates does not carry forward to the next commission week.

Lesser Leg Volume

Your lesser leg volume is the unpaid accumulated volume in whichever leg, your left or your right, that contains less volume. This is also known as Weaker Leg Volume.

Lifetime Rank

Your lifetime rank is the highest rank you have ever achieved as an Anovite Associate.

Matching Team Bonus

When you are paid at the rank of Director or above, you are eligible to earn a 10% Matching Team Bonuses as a percentage of the Team Bonuses earned by all of the Associates in your enrollment downline, subject to a matching team bonus cap as a percentage of your Team Bonuses that increases based on your paid-as rank.

Organization

An organization includes the Associate and all of the Associates in one of his or her downlines. Anovite's Associates belong to two organizations, a binary downline and an enrollment downline.

Original Sponsor

The sponsor at the time an Associate was entered into the computer.

Paid-As Rank

While an Associate may have previously earned a higher rank, his or her paid-as rank is the highest rank for which an Associate is qualified in a commission week period. The paid-as rank may be the same as or lower than the Associate's actual rank. All Associates are paid weekly based on their paid-as rank.

Personally Enrolled

The sponsor who is identified on the application of a new recruit personally enrolls the new recruit. The new recruit may or may not be placed directly beneath the enrolling sponsor. While due to deactivation, the sponsor of a recruit may change, the Associate who personally enrolled the recruit will not change.

Personally Sponsored

An Associate is personally sponsored by her current sponsor.

Personal Qualification Volume (PQV)

The total of all Bonus Volume credited to a single Associate in a single week.

Personal Qualification Volume over 4 Rolling Weeks (PQV-4)

The total of all Bonus Volume credited to a single Associate in a rolling 4-week period. PQV-4 is used to determine activity status (active or inactive).

Rank

Each Associate has a rank. A rank is a title that designates your having met specific requirements in sales volume and organization structure to advance to that rank. Each week, you are paid based on your paid-as rank.

Rank Advancement Bonus

A rank advancement bonus is a one-time bonus awarded to an Associate for a first-time promotion to a new rank. Rank Advancement Bonuses are provided for promotions from Two-Star through Silver Director.

Retail Profit

Associates may choose to order products at the Associate cost for resale directly to customers. When this occurs, the retail profit earned is the difference between Associate Cost and the price for which products are sold by an Associate to her customers.

Retailer Bonus

Retailer Bonus is the difference between Associate price and the price for which products are sold by the Company directly to the personally enrolled customers of the Associate. Customers may order at retail prices on individual orders and at preferred customer prices on Autoship orders. All Associates, regardless of their rank or activity status, are eligible to earn Retailer Bonus on orders placed with Anovite by their personally enrolled Customers.

Ruby Executive Pool

Associates who are paid at the rank of Ruby Executive or higher earn shares in the Ruby Executive Pool which is funded with 1% of the company's bonus volume for the week.

Sponsor

Sponsor is the term given to the current sponsor (immediate upline) of an Associate. An Associate may be enrolled by one Associate but he may be placed underneath another downline Associate. Also, while an Associate's sponsor may change over time due to a sponsor's deactivation, the enrolling sponsor will not change. An Associate is personally sponsored by her current sponsor.

Star Associate Leg

A personally enrolled leg that contains at least one downline Associate in your enrollment downline who is paid at the rank of Star Associate or above.

Team Bonus

A bonus earned on the volume of the lesser volume leg.

Unpaid Left Leg Volume

Unpaid Left Leg Volume is the sum of new volume and the unpaid volume that is carried over from the previous week, each credited to your left leg.

Unpaid Right Leg Volume

Unpaid Right Leg Volume is the sum of new volume and the unpaid volume that is carried over from the previous week, each credited to your right leg.

Weaker Leg Volume

Your weaker leg volume is the unpaid accumulated volume in whichever leg, your left or your right, that contains less volume. This is also known as Lesser Leg Volume.