

**Yoli Distributor Compensation Plan**  
*May 2009*

# Seven Ways to Make Money & Earn Rewards with Yoli!

With the Yoli Compensation Plan, you can earn money and receive exciting rewards seven different ways.

1. **Retail Profits**
2. **Fast Start Bonus**
3. **Break Even Bonus**
4. **Binary Team Commission**
5. **Unilevel Executive Matching Bonus**
6. **Global Leadership Bonus Pools (Paid Quarterly)**
  - a. **Diamond Bonus Pool**
  - b. **Blue Diamond Bonus Pool**
  - c. **Black Diamond Bonus Pool**
  - d. **Presidential Black Diamond**
7. **Elite Leadership Bonus Pools (To Be Announced - Paid Annually At Convention)**

All compensation types except for #6 and #7 are paid as part of the primary bonus, which is paid to qualifying distributors on a weekly basis.

## Qualifying For Commissions

To qualify for your check, you must be on the automatic product shipment program, referred to as "auto-ship". You must also accumulate a minimum of \$10 US in commissions to generate your first check. To activate your commissions, you must also sponsor two distributors. You must have a distributor on the left side and the right side of your organization, however, if you already have a distributor one side of your organization, you may place one or both of your personal sponsorships on your lesser side.

## Collecting Commissions

A small \$2 processing fee will be charged to process each commission payment. All commission will be paid through a special Yoli Bank Debit Card to allow you to access your cash days sooner and to avoid standard financial charges associated with other forms of payment. We will also be offering direct bank deposit in the near future.

## Autoship

Here are Yoli's autoship options. Keep in mind that the \$29.99 and \$23.99 options are for preferred customers only. Preferred customers will receive their automatic order each month at the autoship discounts.

QTY	PRODUCT	W/Sale	CV
1	(12) Yoli blast caps (preferred customers)	\$ 29.99	25
2	(12) Yoli blast caps	\$ 59.99	50
4	(12) Yoli blast caps	\$ 119.99	100
8	(12) Yoli blast caps	\$ 239.99	200
1	(6) Yoli bottles (preferred customer)	\$ 23.99	20
1	(6) Yoli bottles + (12) Yoli blast caps	\$ 53.99	50
1	(12) Yoli bottles + (24) Yoli blast caps	\$ 107.99	100
1	(24) Yoli bottles + (48) Yoli blast caps	\$ 215.99	200

# Commissions Types and Requirements

## 1. Retail Profit

- All active distributors are eligible to receive retail profit.
- Retail profit is paid on all retail orders place online or over the phone.
- Retail profit bonus is the difference between the selling price and the wholesale price. This is calculated on a per order basis.
- Retail profit is paid to the personal sponsor with no compression

## 2. Fast Start Bonus

- All active distributors are eligible to participate in the fast start bonus.
- To qualify for fast start bonus, a distributor must purchase 50 PV within the last 4 commission periods.
- Fast start bonus is paid on each order a distributor places within the first 30 days.
- Fast start bonus is paid to the sponsor with no compression.
- Fast start payout percentage is based on the sponsor's PV in the last 4 commission periods.
  - 5% Payout if the sponsor PV is 50-99 CV (\$100 maximum payout per enrollee)
  - 10% payout if the sponsors PV is 100-199 CV (\$200 maximum payout per enrollee)
  - 20% payout if the sponsors PV is greater than 200 CV (\$400 maximum payout per enrollee)
 On fast start orders, 20% of the CV is reserved to pay fast start commissions as described above and the other 80% of the CV is paid out in the other applicable commission types.

## 3. Break Even Bonus

- The break even bonus is not paid out of CV (See Table 2 below), but is the difference between the wholesale price and the CV The break even bonus is calculated before all other bonuses and is only paid on autoship orders.
- All active distributors with an active autoship are qualified for the break even bonus. Distributors with autoships receive break even bonus on the autoships of the distributors they have personally enrolled.
- A distributor's break even bonus can be no more than the total on their personal autoship.
- The break even bonus is only paid to the personal enroller and is not rolled up or compressed. That which is not paid out is breakage to the company.

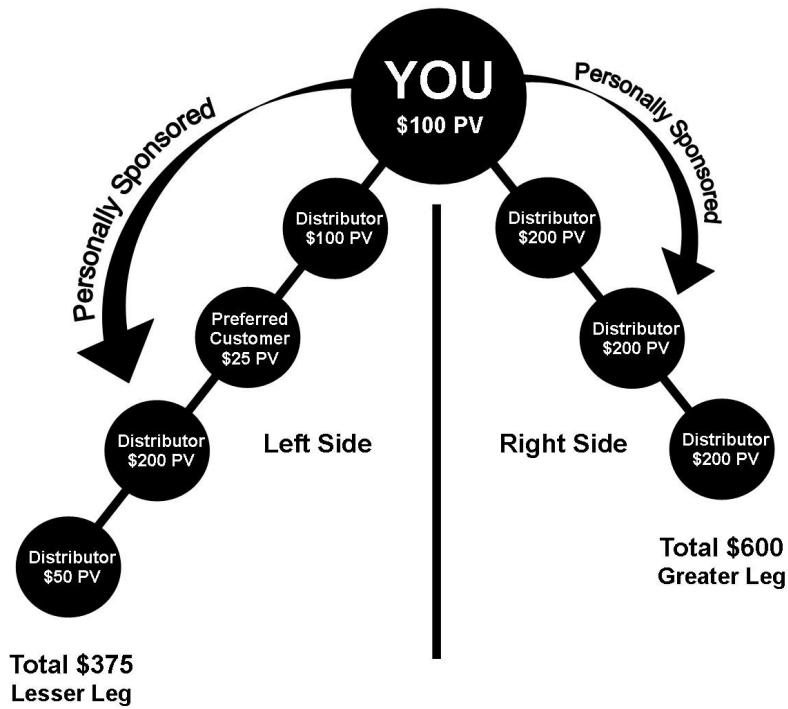
QTY	PRODUCT	W/Sale	CV	Break Even Bonus
1	(12) Yoli blast caps	\$ 29.99	25	\$ 4.99
2	(12) Yoli blast caps	\$ 59.99	50	\$ 9.99
4	(12) Yoli blast caps	\$ 119.99	100	\$ 19.99
8	(12) Yoli blast caps	\$ 239.99	200	\$ 39.99
1	(6) Yoli bottles	\$ 23.99	20	\$ 3.99
1	(6) Yoli bottles + (12) Yoli blast caps	\$ 53.99	50	\$ 3.99
1	(12) Yoli bottles + (24) Yoli blast caps	\$ 107.99	100	\$ 7.99
1	(24) Yoli bottles + (48) Yoli blast caps	\$ 215.99	200	\$ 15.99

## 1.1 4. Binary Team Commission

The Yoli Binary Team Commission is your primary source of residual income as an independent distributor. When you sign up as an independent distributor for Yoli, you will be placed either on the Left, or the Right side of your sponsor's Binary structure. You will earn commission and rewards based upon your ability to sponsor and train distributors in just TWO legs, your left leg, and your right leg as illustrated below. The distributors you sponsor into Yoli may place new distributors below themselves, thus building product volume in your binary organization. Also, your upline may place distributors below you. This volume also counts toward your qualifications and commissions. As you accumulate group volume or GV on both sides of your binary structure, you can qualify for team commissions based on the total weekly volume in your lesser leg. Team commissions are calculated based on your ranks and qualifications found on page 8 and 9.

The following rules apply to your binary team commission payout.

- All active distributors at the rank of Future Star or higher are eligible for binary commissions. Binary commissions are subject to the earnings cap per rank (see page 5).
- A distributor must have at least 100 GV and 50 CV on their weak side to participate.
- Binary payout is 10% of weak side volume in a period. Weak side volume includes all personal volume over 200 CV in a period and all personally enrolled preferred customer volume.
- Binary commissions are not calculated for non-qualified, inactive, suspended, or terminated distributors.
- A distributor cannot earn more than \$12,500 per business center per period
- Carry Forward Volume: Unused strong side volume carries forward from period to period for up to (a rolling) 53 weeks unless:
  - A distributor becomes inactive by not placing an order of 50 PV or more during a rolling 5 week period.
  - A distributor is suspended or terminated.
- Strong side volume is reduced each week by the same amount used from the weak side.
- Weak side volume cannot carry forward for more than 5 weeks; if a distributor becomes inactive by not placing an order of 50 PV or more during a rolling 5 week period, all volume is reset to zero (0).
- Any weak side volume unused because of the \$12,500 dollar binary payout cap does not carry forward.



Here's an example of a binary structure. In this scenario, you are active with \$100 in personal product volume, you're on autoship, you have two personally sponsored, active distributors, and you've accumulated \$600 on your greater leg (your right leg) and \$375 on your lesser leg (your left leg).

According to the rank and qualifications description found on page 3 of this document, you're qualified as a "3 Star" and eligible for a 10% payment on \$300 of your volume on your lesser leg (or a \$30 check). The remaining \$75 on your lesser leg, and the remaining \$300 on your strong leg will carry over until your next commission period.

## 5. Unilevel Executive Matching Bonus

To give special incentives to our top Yoli distributors, we have created the Unilevel Executive Matching Bonus (UEMB). This bonus allows top distributors to earn an additional matching bonus that is based on the performance of distributors you have sponsored, and the distributors they have sponsored in the Binary plan. The UEMB pays ever increasing depth and percentages based on qualifications in the Binary plan. The UEMB pays out according to the chart below. Here are some additional rules associated with this bonus:

- To participate in the Unilevel executive matching bonus, a distributor must be a qualified 5 Star Gold.
- UEMB matches a percentage (see Table below) of the downline distributor's binary bonus payout.
- UEMB can never be more than a distributor's weak side volume.
- UEMB is paid on all distributors, regardless of rank.
- Standard compression will be used for the UEMB, compressing all non 5 Star Gold Distributors (paid rank) out of the tree.

	5 Star Gold	Ruby	Double Ruby	Triple Ruby	Emerald	Double Emerald	Triple Emerald	Diamond	Double Diamond	Triple Diamond
Level 1	15%	20%	25%	30%	30%	30%	30%	30%	30%	30%
Level 2		10%	10%	10%	10%	10%	10%	10%	10%	10%
Level 3			10%	10%	10%	10%	10%	10%	10%	10%
Level 4				10%	10%	10%	10%	10%	10%	10%
Level 5					10%	10%	10%	10%	10%	10%
Level 6						10%	10%	10%	10%	10%
Level 7							5%	5%	5%	5%
Level 8								5%	5%	5%
Level 9									5%	5%
Level 10										5%

**Note:** As you'll notice, the percentages in this chart add up to 100%. Of the X number of dollars paid out in the UEMB, this is how each percentage of that total pool is paid. Don't be confused to think that the plan pays 100% of the money generated in sales. However, since a smaller percentage of the total number of distributors who are active in the Yoli compensation plan ever achieve the UEMB, these percentages are split among the elite distributors in Yoli. These commissions can grow to become quite substantial, and can ultimately pay more to some individuals than the binary plan.

**EXPLAIN COMPRESSION!!**

# Ranks and Qualifications

Yoli's plan is made up of 9 primary ranks and 26 sub-ranks for a total of 36 ranks.

<p><b>Future Star</b>          Future Star Distributor:</p> <ul style="list-style-type: none"> <li>• 50 PV in a rolling 5 weeks</li> <li>• 50 GV in weak side volume in a week</li> <li>• One (1) personally enrolled active distributors (no restrictions on placement or position)</li> </ul>	<p><b>Yoli Silver</b></p> <p><b>1 Star Silver</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 1,100 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>2 Star Silver</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 1,200 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>3 Star Silver</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 1,300 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>4 Star Silver</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 1,400 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>5 Star Silver</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 1,500 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul>
<p><b>Yoli Star</b></p> <p><b>1 Star</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 100 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>2 Star</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 200 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>3 Star</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 300 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>4 Star</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 400 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>5 Star</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 500 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul>	<p><b>Yoli Gold</b></p> <p><b>1 Star Gold</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 1,600 GV in weak side volume in a week</li> <li>• At least one (1) enroller tree leg with a qualified 1 Star distributor</li> <li>• At least one (1) personally enrolled active distributor (no restrictions on placement or position)</li> </ul> <p><b>2 Star Gold</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 1,700 GV in weak side volume in a week</li> <li>• At least one (1) enroller tree leg with a qualified 2 Star distributor</li> <li>• At least one (1) personally enrolled active distributor (no restrictions on placement or position)</li> </ul> <p><b>3 Star Gold</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 1,800 GV in weak side volume in a week</li> <li>• At least one (1) enroller tree leg with a qualified 3 Star distributor</li> <li>• At least one (1) other personally enrolled active distributor (no restrictions on placement or position)</li> </ul> <p><b>4 Star Gold</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 1,900 GV in weak side volume in a week</li> <li>• At least one (1) enroller tree leg with a qualified 4 Star distributor</li> <li>• At least one (1) other personally enrolled active distributor (no restrictions on placement or position)</li> </ul> <p><b>5 Star Gold</b></p> <ul style="list-style-type: none"> <li>• 200 PV in a rolling 5 weeks</li> <li>• 2,000 GV in weak side volume in a week</li> <li>• At least one (1) enroller tree leg with a qualified 5 Star distributor</li> <li>• At least one (1) other personally enrolled active distributor (no restrictions on placement or position)</li> </ul>
<p><b>Yoli Bronze</b></p> <p><b>1 Star Bronze</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 600 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>2 Star Bronze</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 700 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>3 Star Bronze</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 800 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>4 Star Bronze</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 900 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul> <p><b>5 Star Bronze</b></p> <ul style="list-style-type: none"> <li>• 100 PV in a rolling 5 weeks</li> <li>• 1,000 GV in weak side volume in a week</li> <li>• Two (2) personally enrolled active distributors (no restrictions on placement or position)</li> </ul>	

## Ranks and Qualifications Continued

### Yoli Ruby

#### Ruby

- 200 PV in a rolling 5 weeks
- 3,000 GV in weak side volume in a week
- At least two (2) enroller tree legs with a qualified 5 Star distributor

#### Double Ruby

- 200 PV in a rolling 5 weeks
- 4,000 GV in weak side volume in a week
- At least two (2) enroller tree legs with a qualified 5 Star distributor and at least one (1) enroller tree leg with a qualified 3 Star distributor

#### Triple Ruby

- 200 PV in a rolling 5 weeks
- 5,000 GV in weak side volume in a week
- At least three (3) enroller tree legs with a qualified 5 Star distributor

### Yoli Diamond

#### Diamond

- 200 PV in a rolling 5 weeks
- 10,000 GV in weak side volume for two (2) consecutive weeks
- At least four (4) enroller tree legs with a qualified 5 Star distributors

#### Double Diamond

- 200 PV in a rolling 5 weeks
- 20,000 GV in weak side volume for two (2) consecutive weeks
- At least five (5) enroller tree legs with a qualified 5 Star distributors

#### Triple Diamond

- 200 PV in a rolling 5 weeks
- 30,000 GV in weak side volume for three (3) consecutive weeks
- At least six (6) enroller tree legs with a qualified 5 Star distributors

### Yoli Emerald

#### Emerald

- 200 PV in a rolling 5 weeks
- 6,000 GV in weak side volume in a week
- At least three (3) enroller tree legs with a qualified 5 Star distributor and one (1) enroller tree leg with a qualified 1 Star distributor

#### Double Emerald

- 200 PV in a rolling 5 weeks
- 7,000 GV in weak side volume in a week
- At least three (3) enroller tree legs with a qualified 5 Star distributors and one (1) enroller tree leg with a qualified 2 Star distributor

#### Triple Emerald

- 200 PV in a rolling 5 weeks
- 8,000 GV in weak side volume in a week
- At least three (3) enroller tree legs with a qualified 5 Star distributors and one (1) enroller tree leg with a qualified 3 Star distributor

### Yoli Blue Diamond

#### Blue Diamond

- 200 PV in a rolling 5 weeks
- 50,000 GV for four (4) consecutive weeks in enrollment tree volume with no more than 25,000 GV from any single enrollment tree leg.

#### Double Blue Diamond

- 200 PV in a rolling 5 weeks
- 100,000 GV for four (4) consecutive weeks in enrollment tree volume with no more than 50,000 GV from any single enrollment tree leg.

#### Triple Blue Diamond

- 200 PV in a rolling 5 weeks
- 150,000 GV for four (4) consecutive weeks in enrollment tree volume with no more than 50,000 GV from any single enrollment tree leg.

### Yoli Black Diamond

#### Black Diamond

- 200 PV in a rolling 5 weeks
- 250,000 GV for four (4) consecutive weeks in enrollment tree volume with no more than 50,000 GV from any single enrollment leg.

#### Double Black Diamond

- 200 PV in a rolling 5 weeks
- 500,000 GV for four (4) consecutive weeks in enrollment tree volume with no more than 75,000 GV from any single enrollment leg.

#### Triple Black Diamond

- 200 PV in a rolling 5 weeks
- 750,000 GV for four (4) consecutive weeks in enrollment tree volume with no more than 75,000 GV from any single enrollment leg.

## 6. Global Bonus Pools

All bonus pools will be quarterly (every 10 out of 13 weeks). Distributors are paid in only 1 pool group and it is the highest that they qualify 10 of 13 weeks in.

### **Diamond Pool**

- ½ % pool for Diamond, Double Diamond, and Triple Diamond distributors with the shares divided as follows.
- Diamond receives a base of 1 share per week for qualifying and an additional share for every 10,000 GV in the enroller tree per week. A Diamond can earn a maximum of 10 shares per week.
- Double Diamond receives a base of 1.25 shares per week for qualifying and an additional 1.25 shares for every 10,000 GV in the enroller tree per week. A Double Diamond can earn a maximum of 10 shares per week.
- Triple Diamond receives a base of 1.50 shares per week for qualifying and an additional 1.50 shares for every 10,000 GV in the enroller tree per week. A Triple Diamond can earn a maximum of 10 shares per week.

### **Blue Diamond Pool**

- ½ % pool for Blue Diamond, Double Blue Diamond, and Triple Blue Diamond distributors with the shares divided as follows.
- Blue Diamond receives a base of 1 share per week for qualifying and an additional 1 share for every 25,000 GV in the enroller tree per week. A Blue Diamond can earn a maximum of 10 shares per week.
- Double Blue Diamond receives a base of 1.25 shares per week for qualifying and an additional 1.25 shares for every 25,000 GV in the enroller tree per week. A Double Blue Diamond can earn a maximum of 10 shares per week.
- Triple Double Blue Diamond receives a base of 1.50 shares per week for qualifying and an additional 1.50 shares for every 25,000 GV in the enroller tree per week. A Triple Blue Diamond can earn a maximum of 10 shares per week.

### **Black Diamond Pool**

- ½ % pool for Black Diamond, Double Black Diamond, and Triple Black Diamond distributors with the shares divided as follows.
- Black Diamond receives a base of 1 share per week for qualifying and an additional 1 share for every 100,000 GV in the enroller tree per week. A Black Diamond can earn a maximum of 10 shares per week.
- Double Black Diamond receives a base of 1.25 shares per week for qualifying and an additional 1.25 shares for every 100,000 GV in the enroller tree per week. A Double Black Diamond can earn a maximum of 10 shares per week.
- Triple Double Black Diamond receives a base of 1.50 shares per week for qualifying and an additional 1.50 shares for every 100,000 GV in the enroller tree per week. A Triple Black Diamond can earn a maximum of 10 shares per week.

## 7. Elite Leadership Bonus Pools

To Be Announced, Paid Annually.

### **Special Bonus: Multiple Business Centers**

Top leaders will have the opportunity to add additional business centers above their original business center in the binary plan. This business center has the same income potential as the original and one side of the center is already built based on all of the volume in your original organization. Qualifications for multiple business centers will be announced soon.

## 1.2 Earnings Caps Caps

## Weekly Earnings

### Earnings Caps Explained

In the Binary/Unilevel Hybrid, because of the explosive nature of the plan, and the fact that much of the volume that is paying distributor commissions is shared volume, it's necessary to cap weekly earning potential. Caps help assure distributors of both fair and lucrative incentives, while protecting the company from payout out too much. Earnings caps have been implemented in all binary/unilevel hybrids as a safety net. These modern day advances have stabilized the plan to the point that the new hybrid has not competition.

### Weekly Earnings/Individual Rank Cap

In the weekly earning cap, volumes are capped according to the chart to the left.

### Weekly Binary Business Center Cap

Another cap associated with Binary/Hybrid plans is the weekly "Binary" Cap. No more than \$12,500 can be earned per week, per center, in the Yoli Binary Plan. This cap is \$2,500 per week higher than the average Binary/Hybrid plan.

### Overall Payout Caps

Along with the binary business center cap, and the individual rank caps, there is a general payout cap of 50% of CV on the collective payout of the executive matching bonus, the binary team bonus, and the leadership pools.

### Maximizing Your Commissions

Yoli compensation is substantial. However, to continue to earn ever increasing income on shared volume, you must qualify for the next rank. You'll not that Yoli's qualifications are EASIER than most Binary/Hybrid plans on the market by a wide margin. We want our distributors to achieve massive success. At the same time, we make the higher levels challenging so top leaders can be among an elite few who qualify for massive incomes.

For qualification details, see the previous pages.

Yoli Future Star	Weekly Earnings Caps
Future Star	\$ 500
<b>Yoli Star</b>	
1 Star	\$ 1,000
2 Star	\$ 1,000
3 Star	\$ 1,000
4 Star	\$ 1,000
5 Star	\$ 1,000
<b>Yoli Bronze</b>	
1 Star Bronze	\$ 1,000
2 Star Bronze	\$ 1,000
3 Star Bronze	\$ 1,000
4 Star Bronze	\$ 1,000
5 Star Bronze	\$ 1,000
<b>Yoli Silver</b>	
1 Star Silver	\$ 1,000
2 Star Silver	\$ 1,000
3 Star Silver	\$ 1,000
4 Star Silver	\$ 1,000
5 Star Silver	\$ 1,000
<b>Yoli Gold</b>	
1 Star Gold	\$ 1,000
2 Star Gold	\$ 1,100
3 Star Gold	\$ 1,200
4 Star Gold	\$ 1,300
5 Star Gold	\$ 1,400
<b>Yoli Ruby</b>	
Ruby	\$ 1,500
Double Ruby	\$ 2,000
Triple Ruby	\$ 2,500
<b>Yoli Emerald</b>	
Emerald	\$ 3,000
Double Emerald	\$ 3,500
Triple Emerald	\$ 4,000
<b>Yoli Diamond</b>	
Diamond	\$ 5,000
Double Diamond	\$ 10,000
Triple Diamond	\$ 20,000
<b>Yoli Blue Diamond</b>	
Blue Diamond	\$ 25,000
Double Blue Diamond	Unlimited
Triple Blue Diamond	Unlimited
<b>Yoli Black Diamond</b>	
Black Diamond	Unlimited
Double Black Diamond	Unlimited
Triple Black Diamond	Unlimited