

# Q COMPENSATION PLAN & PROMOTIONS

## 4 WAYS OF INCOME



1 Customer Sales Commission (Monthly) CV	
CV Amount	Percentage
101-500	15%
501-1000	25%
1001+	30%
2,000+	35% and \$50 Additional FFM**

Part Time & Full Time Income Potential



One Time Rank Advancement Bonuses



Incentive Trips



Team Building Income



Great Tax Benefits



Customer Bonuses



2 Rank Name	PV	PA	Qualified OV	Max Percentage From Each Leg	Max OV From Each Leg	Monthly Team Commission
Builder	100	2	300	60%	180	\$50
Pro	100	2	600	60%	360	\$100
Executive	100	2	1,500	60%	900	\$250
Elite	100	2	4,500	50%	2,250	\$750
Bronze	100	2	10,000	50%	5,000	\$1,700
Silver	200	2	25,000	40%	10,000	\$4,000
Gold	200	2	50,000	40%	20,000	\$8,000
Platinum	200	2	100,000	40%	40,000	\$15,000
Ruby	200	2	200,000	40%	80,000	\$25,000
Emerald	200	2	350,000	40%	140,000	\$45,000
Diamond	200	2	500,000	40%	200,000	\$65,000
Blue Diamond	200	2	750,000	40%	300,000	\$90,000
Black Diamond	200	2	1,000,000	40%	400,000	\$120,000
Royal Diamond	200	2	1,500,000	40%	600,000	\$160,000
Presidential Diamond	200	2	2,000,000	40%	800,000	\$220,000
Crown Diamond	200	2	3,000,000	40%	1,200,000	\$350,000

3 Promotional Rank Bonus*	TOTAL \$500
\$100	TOTAL \$500
\$100	
\$300	
\$1,500	2&2
\$2,500	
\$4,000	
\$8,000	3&3
\$17,500	
\$30,000	
\$50,000	4&4
\$75,000*	
\$100,000*	
\$150,000*	5&5
\$200,000*	
\$350,000*	
\$500,000*	

**Must reach rank during first 30 days to earn rank bonus paid weekly.**

**2&2** Earn rank for 2 consecutive months, and maintain rank during the 2 payout months thereafter. Promotional Rank Bonuses will be paid out in 2 equal monthly installments.

**3&3** Earn rank for 3 consecutive months, and maintain rank during the 3 payout months thereafter. Promotional Rank Bonuses will be paid out in 3 equal monthly installments.

**4&4** Earn rank for 4 consecutive months, and maintain rank during the 4 payout months thereafter. Promotional Rank Bonuses will be paid out in 4 equal monthly installments.

**5&5** Earn rank for 5 consecutive months, and maintain rank during the 5 payout months thereafter. Promotional Rank Bonuses will be paid out in 5 equal monthly installments.

4 Financial Freedom Movement Monthly Bonus
Builder \$0
Pro \$0
Executive \$0
Elite \$100
Bronze \$200
Silver \$300
Gold \$400
Platinum \$400
Ruby \$400
Emerald \$400
Diamond \$400
Blue Diamond \$400
Black Diamond \$400
Royal Diamond \$400
Presidential Diamond \$400
Crown Diamond \$400

Total commission payout is capped at 50% of total Monthly Product Sales.

### Promotional Rank Bonus

Builder - Emerald Ranks: Payout concurrently.

\*Diamond - Crown Diamond Ranks: Payout consecutively, with highest paid first.

\*\*Ambassadors cannot qualify for the FFM in both CV and QOV categories.

# Q SCIENCES

## Q COMPENSATION PLAN & PROMOTIONS GLOSSARY OF TERMS

**Active Ambassador:** An Ambassador who maintains a monthly minimum of 100 / 200 PV as per the compensation plan.

**Ambassador:** An affiliate of Q Sciences who is an Independent Business Owner who has the potential to earn commissions under the Q Compensation Plan.

**AutoShip:** A pre-set, recurring monthly order filled, shipped, and charged to an Ambassador or Preferred Customer.

**Customer Volume (CV):** Total Volume purchased by an Ambassador's Retail and Preferred Customers. An Ambassador's CV is included in the calculation of Ambassador's Personal Volume (PV). See the definition of Personal Volume (PV).

**Downline:** The network of Ambassadors who exist under an Ambassador either by sponsorship or placement.

**Leg:** Each individual Ambassador, and the entirety of their respective Organization, that is enrolled or placed immediately underneath or front line to an Ambassador representing one "Leg" in the Ambassador's Organization.

**Max Leg Percentage (ML%):** Maximum percentage of volume from any one leg in an Ambassador's organization that counts towards rank qualification, which determines monthly team commissions.

**Monthly Product Sales:** The combined total of sales generated through commissionable products totaled on a monthly basis.

**Organization:** See Downline.

**Organizational Volume (OV):** Total volume of all Q Sciences products generated by an Ambassador's Organization that qualifies for commissions under the Q Compensation Plan. Organizational Volume for an Ambassador, however, does not include their Personal Volume or their Customer Volume.

**Paid Rank:** The rank an Ambassador has currently achieved and for which the Ambassador is currently paid pursuant to the Q Compensation Plan.

**Personal Volume (PV):** An Ambassador's Personal Volume includes a) the volume generated by purchases of Q Sciences products by the Ambassador; and b) the CV generated by the Ambassador's Personal Retail Customers and Personal Preferred Customers. An Ambassador's CV is included in his or her PV. For example, if a Silver Ambassador personally purchases 100 PV of products and has CV of 100 in a month, the Ambassador's PV for the month is 200. Similarly, if an Ambassador makes no purchases during the month but has 200 CV, his or her PV for the month is 200 and the Ambassador meets the PV requirement for Silver Ambassador.

**Personally Active (PA):** An Ambassador, personally sponsored, who maintains a monthly minimum of 100 PV.

**Placement Suite:** Upon enrollment, a Sponsor has 7 days to place their newly enrolled Ambassador within their organization (such 7-day period will be referred to as the "Placement Suite"). New Ambassador enrollees that have not been placed by their Sponsor within 7 days of enrollment will, by default, be placed by The Company, in its sole discretion, farthest downline in the leg of their Sponsor's organization with the least organizational volume. In the event that a newly enrolled Ambassador is placed by The Company, the Sponsor shall have 48 hours to replace the newly enrolled Ambassador.

*(See Policies and Procedures sections 4.7.3 and 5.3 for more information.)*

**Preferred Customer (PC):** A customer who pays an annual fee of \$10 in order to be eligible to access Q Rewards.

**Promotional Rank Bonus (PRB):** An additional promotional bonus that pays concurrent through Emerald. Diamond and higher PRB is paid consecutive thereafter, with highest rank paid first. Once an Ambassador has achieved the required qualification period, they are eligible for the full bonus payout in equal monthly installment amounts if ranks are earned in consecutive months and maintained consecutively throughout each monthly installment thereafter.

### **Q Lyfe Financial Freedom Movement:**

A one-of-a-kind rewards program in which Q Sciences pays out additional bonuses, depending on rank, towards helping Ambassadors pay off qualified debt or contribute to an approved, long-term savings plan.

**Qualified Organizational Volume (QOV):** An Ambassador's resulting Organizational Volume after Max Leg Percentages are applied to qualify an Ambassador for rank. An Ambassador's Personal Volume and Customer Volume are not included in their Qualified Organizational Volume.

**Retail Customer:** An individual who purchases Q Sciences products from an Ambassador or directly from the company at the retail price.

**Sponsor:** An Ambassador who personally sponsors a new Ambassador and places them within their Downline.

**Upline:** Your Sponsor, your Placement Sponsor, and all Ambassadors above a particular Ambassador in the line of sponsorship extending to The Company.