

## **Waiora's Compensation Plan**

*(This is not intended to be a replacement of the official Waiora compensation plan)*

### **4 WAYS to join:**

1. **\$29.95 distributor kit** (non commissionable) allows you to buy at wholesale, and receive a Waiora self-replicating site for 12 months
2. **\$ Kit + 100 product package**
3. **\$ Kit + 200 product package**
4. **\$ Kit + 500 Pacesetter product package** (recommended to participate in the Pace Setter Bonus, which is a cut of 6% of total company worldwide volume for recruiting at least 5 people with any product package. The bigger the package the more the share - See below).

Note: You can choose from pre-set packages or build your own package on the Waiora site.

**RETAIL Profit** – Natural Cellular Defense wholesales at \$36.00 and retails at \$49.95. Retail profit is \$13.95 (about 27%).

**CUSTOMER Rebates** - If a customer signs up as Preferred Customers to buy direct from your Waiora website & you earn rebates on his/her purchases.

From 100 CV to 499 CV = 5%

500CV and above = 10%

It is better to keep customers as “retail” rather than “preferred” as often as possible. However, in many cases, there are large volume purchasers you may want to introduce this preferred customer status.

### **FASTSTART Bonuses (Paid Weekly):**

If you start with \$100 and maintain \$100 autoship thereafter you earn:  
10% on you first level.

If you start with \$200 and maintain \$100 autoship thereafter you earn:  
25% on first level.  
10% on second level - If you maintain \$200 autoship.

If you start with \$500 and maintain \$100 autoship thereafter you earn:  
25% (of the first \$200, the remainder \$300 is paid upline) on first level.  
10% (of the first \$200) on second level - If you maintain \$200 autoship.

Note: Whatever autoship you are on in the present month determines the Fast Start Bonus amount for the following month.

**Earning Example:**

If personally recruit 5 new people at \$500 you earn:

\$500 x 25% of \$200 = \$50 x 5 = \$250 as FAST-START earning.

Plus, 10% (First Level organizational commission of \$200) = \$20 x 5 = \$100 as UNILEVEL earning (see below).

Plus, you accumulate 25 point in the pace setter bonus (see below)

The pace setter pool varies. It has been as low as \$13 and as high as \$25 per point.

At \$25 x 25 points = \$625 as PACE SETTER earning.

**Total:**

\$250 FAST START – Paid weekly

\$100 UNILEVEL – Paid monthly

\$625 PACE SETTER – Paid monthly

**= \$1075**

**PACESETTER Bonuses (Global Bonus Pool – Paid Monthly):**

Share (based on points) of 6% of company global volume (with exception of Taiwan)

You earn this bonus if you:

- Entered the business with a one-time \$500 Pace Setter product package
- Sponsor 5 people during the month with a minimum \$100 PV order.
- You are on \$100 PV or above autoship.

When you personally enroll distributors with any of these packages you are awarded points:

\$100-\$199    1 points

\$200-\$499    2 points

\$500+        5 points

Your points accumulate and at the end of the month they are calculated along with Organizational Commissions.

**RUBY Bonus**

First time Ruby’s can participate in a “one-time” cut of a 2% global pool divided equally among each “newly qualified Ruby.”

To participate in this Bonus:

- Reach \$5000 volume in 5 levels.
- Have two Gold Level distributors in two separate gold legs (they don’t have to be personally sponsored).
- Be on a minimum autoship order of \$100.

## **Organizational Commission (Heart of compensation plan)**

You earn commissions on 9 compressed levels growing on the scale from Bronze to Diamond.

- You must be on a minimum \$100 autoship.
- There is no personal sponsoring required.

REVERSE FEATURE: Power bands (7%, 8%, 10%) “float” down in the DEEPER levels to pay you more as you move up in positions from Bronze to Diamond – *This maximizes your LEVERAGED COMMISSIONS.*

### **1. Bronze**

- a. Personal volume of 100
- b. No organization
- c. Earn 5% on their first level

### **2. Silver**

- a. Personal volume of 100
- b. They have two Bronze Distributors on their first level
- c. Earn 10% on their first level

### **3. Gold**

- a. Personal volume of 100
- b. They have two legs with a Silver Distributor in each leg within their first three levels
- c. A total of 1,000 in Organizational Volume (OV) in their first three levels
- d. Earn on three levels of volume; 7%, 8%, 10%

### **4. Ruby**

- a. Personal volume of 100
- b. They have two legs with a Gold Distributor in each leg within their first five levels
- c. A total of 5,000 in OV in their first five levels
- d. Earn on five levels of volume; 3%, 5%, 7%, 8%, 10%

### **5. Emerald**

- a. Personal volume of 200
- b. They have three legs with a Ruby Distributor in each leg within their first seven levels
- c. A total of 30,000 in OV in their first seven levels
- d. Earn on seven levels of volume; 1%, 3%, 4%, 5%, 7%, 8%, 10%

### **6. Diamond**

- a. Personal volume of 200
- b. They have three legs with a Emerald distributor in each leg within their first nine levels

- c. A total of 150,000 in OV in the first nine levels
- d. Earn on nine levels of volume; 1%, 2%, 3%, 4%, 5%, 6%, 7%, 8%, 10%

### **Emerald and Diamond Equity Bonus**

Reach Emerald by end of June 2006, you'll get a share in 1% of total company net volume for as long as you remain Emerald in good standing with Waiora.

Reach Diamond by end of 2007, you'll get a share in 2% of total company net volume for as long as you remain Diamond in good standing with Waiora.

### **Diamond Bonus Position (DBP)**

Once you achieve Diamond, you'll get another earning contract, which will be put frontline to your existing position. Your 4<sup>th</sup>, 5<sup>th</sup>, 6<sup>th</sup>, etc. legs will be positioned in under the new 2<sup>nd</sup> earning contract which allows you to earn twice on that volume.

See official Waiora Compensation Plan for details not explained here  
No incomes are guaranteed or implied.