



# US\$20,000 LEADERSHIP POOL

**EXTENDED**

**September 25, 2017  
through  
January 28, 2018**

We are proud to announce a new, simplified Leadership Pool that is easier for you to qualify and earn a share of the **US\$20,000 Leadership Pool!**

## 1. Meet the qualifications

**Check the boxes as you meet each qualification!**

- To participate in the Director's portion of the pool, must be paid-as Director for a minimum of one week in the month.\* Can ONLY participate in this portion of the pool for 3 consecutive months.
- Must be a Member in Taiwan, Hong Kong, Indonesia, Malaysia, or Singapore
- Enroll at least one (1) new Associate per month
- Must have a minimum of one (1) personally enrolled rank advancement per month
- Increase monthly net cycles by two or more over 13-week benchmark each month
- To participate in the Executive's portion of the pool, must be paid-as Executive for a minimum of one week in the month\*

## 2. Earn Points

**Write down your number of new enrollments, personally enrolled rank advancements, and cycle growth!**

New Enrollments

Earn 1 point for each new PE Associate who enrolls with 100BV or more (capped at 5 points per month)

PE Rank Advancements

Earn 1 point the first time your PE Associate rank advances (capped at 5 points per month)

Cycle Growth

Earn 1 point for every "net cycle increase" above your 13-week benchmark.\*\*

## 3. Calculate your shares!

$$\begin{array}{ccccccc}
 \text{Net Cycle Growth} & & & & & & \\
 (\text{Min. of 2 to qualify}) & \times & \text{PE Rank Advancements} & \times & \text{New Enrollments} & \times & \text{Weeks as paid-as Director or Executive depending on your portion of pool.} & = & \text{Monthly Shares} \\
 & & (\text{Min. of 1 to qualify, max. of 5}) & & (\text{Min. of 1 per month, max. of 5 per month}) & & (\text{Min. of 1 week to qualify}) & & \\
 \end{array}$$

## 4. Determine your pay

Your payment is based on your shares multiplied by the share value. **The maximum payout for any participant is \$3000 USD.**

LEADERSHIP POOL CALENDAR				NET CYCLE BENCHMARK DATES (13-WEEK PERIOD)		
BONUS POOL MONTH						
Month	Monday Start	Sunday End	# of Weeks in Month	Monday Start	Sunday End	Monday Bonus Payment Date
October	September 25, 2017	October 22, 2017	4	June 12, 2017	September 10, 2017	November 13, 2017
November	October 23, 2017	November 19, 2017	4	July 10, 2017	October 8, 2017	December 18, 2017
December	November 20, 2017	December 31, 2017	5	August 7, 2017	November 5, 2017	January 15, 2018
January	January 1, 2018	January 28, 2018	4	September 17, 2017	December 17, 2017	February 12, 2018

\*Must be paid as Director for all seven days of the commission week to participate in the Director's portion of the pool. Must be paid as Executive for all seven days of the commission week to participate in the Executive's portion of the pool. Must be enrollments with unique payment and contact information to qualify. All payments are subject to compliance checks.

\*\*An Associate's benchmark average is calculated as the average number of paid cycles over a 13-week period prior to the calendar month in which the points were earned. A minimum of two points in growth is required.





# Frequently Asked Questions

## Who can qualify and participate in the Leadership Bonus Pool?

- All Paid-as Director and Paid-as Executive regardless of join date, from Malaysia, Singapore, Indonesia, Taiwan and Hong Kong are eligible to participate in the Leadership Bonus Pool.

## What is Net Cycle Benchmark?

- Your Net Cycle Benchmark is created by averaging your 13 previous weeks' paid Team Bonus cycles.
- Each week, we will take the difference of your paid Team Bonus Cycles and your Net Cycle Benchmark to determine your **Weekly Net Cycle Growth** (Total no. Weekly Paid Cycles - Net Cycle Benchmark). We add your Weekly Net Cycle Growth for each week in the month to determine your **Monthly Net Cycle Growth**. Each weekly Net Cycle change for the month (both positive and negative) will be used for calculation regardless of member's weekly paid-as rank.
- Must increase monthly net cycles by two or more over 13-week benchmark each month
- **The maximum payout for any participant is \$3000 USD.**
- For Directors/Executives who are qualifying for Director portion of the pool but do not have 13 paid weeks available for use in the Net Cycle Benchmark calculation, we will use the maximum number of available paid weeks. (Can ONLY participate in this portion of the pool for 3 consecutive months.)

## How will the pool be paid out?

We will divide the number of total shares earned by all Associates during the month into US\$20,000 to calculate the value of one share. We will then multiply that value by the number of shares you earned to calculate how much you earn. This will be calculated in US and paid out in Singapore Dollar based on the current exchange rate.

## How long can I participate?

Paid-as Director who qualify for the Leadership Pool can participate in the Director's portion of the pool for a maximum of 3 consecutive months. The first month a Paid-as Director participates in the Director's portion of the pool will count as month 1. After 3 consecutive months are complete, the Director will no longer be eligible to participate in the Director's portion of the pool. After that, he/she may advance his rank to Executive and maintain Paid-as-Executive each day during the commission week, to enjoy the Executive portion of the pool as long he/she meet the requirement.

Example: Paul participated in the Leadership Pool in 22 May 2017 as a Director for the first time. Regardless of his participation over the next months, the last month he can participate in the Leadership Pool as a Director will be August 2017.

## Helpful Information

Daily paid-as rank and Team Bonus Cycles will be used to determine eligibility. Members must be paid-as Director or above each day during the commission week, for all seven days.

Team Bonus Cycles generated from BV accumulated in your two teams during the commission week is counted for the qualification.

Team Bonus Cycles do not include the following:

- Executive Matching Team Bonus
- PIB Equivalent Cycles
- Retail Profit Equivalent Cycles
- Rank Advancement Bonus or Leadership Pool

## Terms & Conditions

Contest rules are subject to change by Isagenix at any time without prior notice. Isagenix reserves the right to audit, adjust, or deny any volume, compensations, recognition, or other incentives awarded during or as a result of this contest to ensure the spirit of the contest is achieved.

Associate sponsorships and product orders that are deemed by the sole discretion of Isagenix to be solely for contest advancement may not be counted in the contest. If Isagenix re-purchases any product, Isagenix may deduct volume and any resulting compensation as a result of that order.

This promotion/program is based on Isagenix's 4-4-5 commission calendar (Please refer to Leadership Pool Calendar).