

Contest Period: November 25, 2013 – December 27, 2015

\$75,000 USD

NEW Director Leadership Pool!

Grow your business by achieving Director status, and you can score in the leadership pools.

QUALIFY

ALL NEW AND EXISTING ASSOCIATES CAN PARTICIPATE:

- Be on Autoship
- Achieve Director status, and remain Paid-As Director every day of the week
- Increase your average personal cycle by 2 over previous month's benchmark

Visit the "Contests and Promotions" tab in your Back Office for more details!

EARN

UP TO \$75,000 USD WILL BE AWARDED EACH MONTH.

HOW IT WORKS

ONCE YOU HAVE QUALIFIED TO PARTICIPATE IN THE DIRECTOR LEADERSHIP POOL, YOU WILL NEED TO INCREASE YOUR PERSONAL BONUS CYCLES BY A MINIMUM OF 2 OVER THE PREVIOUS MONTH.

Week	Week Ending Benchmark	Personal Cycles	Benchmark	Net Cycle Growth
1	2/2/2015	7	5	2
2	2/9/2015	6	5	1
3	2/16/2015	8	5	3
4	2/23/2015	6	5	1
Personal Monthly Net Cycle Growth:				7

PAID-AS DIRECTORS CAN PARTICIPATE IN THE DIRECTOR LEADERSHIP POOL FOR UP TO 3 CONSECUTIVE MONTHS

In this example, the individual would earn 7 shares in the Director Leadership Pool. The maximum this individual could earn would be \$500 USD.



See contest rules for details.

Frequently Asked Questions



Director Leadership Pool

What are the criteria for participating in the pool?

- All Associates, regardless of join date, can participate.
- The pool is open to U.S., Canada, Puerto Rico, Australia and New Zealand Associates only.
- You must be on Autoship.
- You must be Paid-As Director each day of the week for a minimum of one week in the month.
- You must grow your paid Team Bonus Cycles by at least 2 over the previous month's benchmark to qualify.

How will the pool be paid out?

- Your Net Cycle Benchmark is created by averaging your 4 previous weeks' paid cycles.
- Each week, we'll take the difference of your Paid Team Bonus Cycles and your Net Cycle Benchmark to determine your Weekly Net Cycle Growth.
- We add your Weekly Net Cycle Growth for each week in the month to determine your Monthly Net Cycle Growth.
- Monthly Net Cycle Growth will be divided by the number of weeks in the reporting month, then multiplied by your number of qualifying weeks in the month. This determines how many pool shares you will receive.
- The Director Leadership Pool share value is determined by dividing \$75,000 USD by the total number of shares earned by all Paid-As Directors for the month.

Who can participate?

- All Paid-As Directors or Crystal Directors.

PLEASE NOTE: Associates who have a Recognition rank of Executive but are currently Paid-As Director **WILL NOT** be eligible to participate in this pool.

HOW LONG CAN I PARTICIPATE?

Paid-As Directors can participate in the Director Pool for up to 3 consecutive months.

HELPFUL INFORMATION

- Team Bonus Cycles do not include the following:
 - Executive Match
 - PIB Equivalent Cycles
 - Retail Profit Equivalent Cycles
 - RABs or Leadership Pool

LEADERSHIP POOL CALENDAR

BONUS POOL MONTH				NET CYCLE BENCHMARK DATES (4-WEEK PERIOD)		
MONTH	Monday Start	Sunday End	# of Weeks in Month	Monday Start	Sunday End	Monday Bonus Payment Date
JANUARY	December 29, 2014	January 25, 2015	4	November 17, 2014	December 14, 2014	February 16, 2015
FEBRUARY	January 26, 2015	February 22, 2015	4	December 15, 2014	January 11, 2015	March 16, 2015
MARCH	February 23, 2015	March 29, 2015	5	January 12, 2015	February 8, 2015	April 13, 2015
APRIL	March 30, 2015	April 26, 2015	4	February 16, 2015	March 15, 2015	May 18, 2015
MAY	April 27, 2015	May 24, 2015	4	March 16, 2015	April 12, 2015	June 15, 2015
JUNE	May 25, 2015	June 28, 2015	5	April 13, 2015	May 10, 2015	July 13, 2015
JULY	June 29, 2015	July 26, 2015	4	May 18, 2015	June 14, 2015	August 17, 2015
AUGUST	July 27, 2015	August 23, 2015	4	June 15, 2015	July 12, 2015	September 14, 2015
SEPTEMBER	August 24, 2015	September 27, 2015	5	July 13, 2015	August 13, 2015	October 12, 2015
OCTOBER	September 28, 2015	October 25, 2015	4	August 17, 2015	September 13, 2015	November 16, 2015
NOVEMBER	October 26, 2015	November 22, 2015	4	September 14, 2015	October 11, 2015	December 14, 2015
DECEMBER	November 23, 2015	December 27, 2015	5	October 15, 2015	November 8, 2015	January 18, 2016
JANUARY	December 28, 2015	January 24, 2016	4	November 9, 2015	December 6, 2015	February 15, 2016

Rules



Director Leadership Pool

1. Only members in US, Canada, Puerto Rico, Australia and New Zealand are eligible to participate in the Director Pool.
2. Daily Paid-As Rank and Team Bonus Cycles will be used to determine eligibility. Members must be Paid-As Director each day during the commission week.
3. For the purpose of this promotion, only Team Bonus Cycles generated from BV accumulated in your two teams is counted for qualification. Executive Match, PIB Equivalent and Retail Profit Equivalent Cycles are not included. Rank Advancement or Leadership Bonus are not included. Cycle equivalents are also not included.
4. Team Bonus Cycles are the paid cycles generated during the commission week.
5. The Net Cycle Benchmark is a rolling 4-week average (paid weeks) of your paid Team Bonus Cycles.
6. Weekly Net Cycle Growth is the total number of weekly paid cycles minus the Net Cycle Benchmark.
7. Monthly Net Cycle Growth is the sum of the Weekly Net Cycle Growth for the month. 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.
8. Monthly Net Cycle Growth must be a minimum of 2 to be eligible for payment.
9. Members must qualify for a minimum of one week and be Paid-As Director (this is a qualifying week) during the month to participate in the pool.
10. Commission caps for paid cycles will be used in Weekly Net Cycle Growth.
11. QNCG is a percentage of Monthly Net Cycle Growth based on the member's number of qualified weeks.
12. The maximum bonus is based on QNCG:
13. The 4-4-5 Reporting Calendar will be used. See the previous page for benchmark dates, weeks in pay period, and pay-out dates.
14. The Director Pool will be open Monday, November 25, 2013 until Sunday, December 27, 2015.
15. For members who qualify for the Director Pool but do not have 4 paid weeks available for use in the Net Cycle Benchmark calculation, we will use the maximum number of available paid weeks used.
16. Once an Associate is recognized as an Executive, they are **no longer** eligible to participate in this pool even if the Associate has eligibility left.
17. Autoship Associates who qualify for the Director Pool can participate for a maximum of 3 consecutive months. The first month an Autoship Associate participates in the Director Pool will count as month 1. After 3 consecutive months are complete, the Associate will no longer be eligible to participate in the Director Pool.
18. If an Autoship Associate participates in any of the pools every week during the commission month, they will be paid out based on the specific pool that was participated in.

Example: Paul participated in the Director Pool in December 2013 for the first time. Regardless of his participation over the next months, the last month he can participate in the Director Pool will be February 2015.

Example: Sam participated in the Director Pool for 1 week in December. The other 3 weeks of the commission month, Sam participated in the Executive Pool. Sam will receive a payout from the Director Leadership Pool and the Executive Pool based on the number of shares he earned.

QNCG MAXIMUM	
QNCG	UP TO
1-5	\$500 USD
6-10	\$1000 USD
11+	\$2,500 USD

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.

U.S., Canada, Puerto Rico, Australia and New Zealand only.

This promotion/program is based on Isagenix's 4-4-5 commission calendar.

This promotion is based on commissions earned by December 27, 2015.

All dollar amounts are shown in USD. Local amounts may be subject to the Isagenix Foreign Exchange Policy.

