



Exponential Infinity Plan: Term Definitions

Q^x Plan: The Exponential Infinity Plan, with all its components.

IBO: A Q Sciences Independent Business Owner.

PV: Personal Sales Volume. Volume from an IBO, his or her personally enrolled customers, and his or her personally enrolled Preferred Customers. PV also refers to the commissionable volume for each Q Sciences product.

CV: Customer Sales Volume. CV is equal to an IBO's PV less 120 per month, and determines qualification for the Customer Sales Bonus.

OV: Organizational Volume. The total sales volume generated by an IBO's organization that qualifies for commissions and bonuses under the Q^x Plan.

Total Qualifying Volume: The total sales volume generated throughout the entire Company that qualifies for commissions and bonuses under the Q^x Plan.

PA: A Personally enrolled, Active IBO.

Active IBO: An IBO who has a minimum of 40 PSV in a month, and at least 1 PA.

Enroller: An IBO who personally enrolls a new IBO.

Enroller Tree: The genealogy tree that reflects IBO enrollment as it actually occurs.

Sponsor: The directly upline IBO in a genealogy tree.

Sponsor Tree: The resulting genealogy tree that is established by the repositioning of new IBOs during the Holding Tank period.

Organization: You and all of the IBOs in your Enroller or Sponsor Tree.

Team: Synonymous with Organization.

Upline: The portion of the Sponsor Tree and the Enroller Tree that precedes an IBO.

Downline: The portion of a Sponsor Tree and an Enroller Tree that is subsequent to an IBO.

Leg: The downline of any personally enrolled IBO.

Non-High Leg(s): The Leg(s) in a Sponsor Tree that do not contain the most qualifying volume of all the Legs in an IBO's organization.

Q Level: The Level in the Unilevel (after the Quick Start Bonus period) where an IBO's PV is accumulated, up to 120 PV per month.

X Level: The Level in the Customer Sales Bonus (after the Quick Start Bonus period) where an IBO's CV is accumulated.

Autoship: A pre-set, recurring monthly product order filled and shipped to an IBO or a Preferred Customer.

Preferred Customer: Either a non-IBO with an Autoship order, or an IBO who does not have at least 120 PV in any given month and who does not have a PA. Volume from a Preferred Customer is attributed to his or her Sponsor's Q Level in the Unilevel. During an IBO's Quick Start period only (their first 90 days), his or her Preferred Customers are considered IBOs for purposes of calculating Quick Start Bonuses.

Holding Tank: The period of a new IBO's first three months of enrollment, during which his or her Enroller may move him or her one time anywhere within the first 3 levels of the Sponsor Tree.

Dynamic Compression: A method of determining commissions and bonuses by removing both inactive and non-qualifying IBOs, and IBOs who do not qualify for commissions on all Levels of their Organization, from the genealogy tree, thereby maximizing payout.

Month 1: An IBO's first month of enrollment. If an IBO enrolls before the 20th day of any calendar month, that month is considered the IBO's Month 1. If an IBO enrolls on or after the 20th day of any calendar month, the next calendar month is considered the IBO's Month 1.

Generation: Refers to an IBO in your organization that has achieved the rank of Q20k or above. The distance in the genealogy tree between you and that IBO is considered your first Generation. The distance between that IBO and the next IBO who has achieved the rank of Q20k or higher is your second Generation, and so forth.

Level: The IBOs you sponsor are on your Level 1. The IBOs they sponsor are on your Level 2, and so forth down the genealogy tree. You are on your Sponsor's Level 1, and his or her Sponsor's Level 2, and so forth up the genealogy tree.

Frontline: Refers to the personally sponsored IBOs on your Level 1.

Paid Rank: The current rank an IBO qualifies for during the current month, which determines commissions and bonuses.

Pin Rank: The highest rank an IBO has ever personally achieved.

Unilevel: A compensation plan that pays commissions on product sales occurring throughout multiple sponsorship and enrollment levels in a sales organization.

Bonus Pools: Synonymous with Global Leadership Bonus Pools.