

Contest Period: November 25, 2013 – August 24, 2014

# \$50,000 NEW Director Bonus 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 \$50,000 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	2/2/2014	7	5	2
2	2/9/2014	6	5	1
3	2/16/2014	8	5	3
4	2/23/2014	6	5	1
Personal Monthly Net Cycle Growth:				7

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

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

See contest rules for details.



# Frequently Asked Questions



## Directors Pool

### What are the criteria for participating in the pool?

1. All Associates, regardless of join date, can participate.
2. The pool is open to U.S., Canada and Puerto Rico Associates only.
3. You must be on Autoship.
4. You must be Paid-As Director each day of the week for a minimum of one week in the month.
5. 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?

1. Your Net Cycle Benchmark is created by averaging your 4 previous weeks' paid cycles.
2. 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.
3. We add your Weekly Net Cycle Growth for each week in the month to determine your Monthly Net Cycle Growth.
4. 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.
5. The Director Pool share value is determined by dividing \$50,000 by the total number of shares earned by all Paid-As Directors for the month.

### Who can participate?

1. 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
  - RAB's 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
DECEMBER	November 25, 2013	December 29, 2013	5	October 14, 2013	November 10, 2013	January 13, 2014
JANUARY	December 30, 2013	January 26, 2014	4	November 11, 2013	December 8, 2013	February 17, 2014
FEBRUARY	January 27, 2014	February 23, 2014	4	December 9, 2013	January 5, 2014	March 17, 2014
MARCH	February 24, 2014	March 30, 2014	5	January 6, 2014	February 2, 2014	April 14, 2014
APRIL	March 31, 2014	April 27, 2014	4	February 10, 2014	March 9, 2014	May 12, 2014
MAY	April 28, 2014	May 25, 2014	4	March 10, 2014	April 6, 2014	June 16, 2014
JUNE	May 26, 2014	June 29, 2014	5	April 7, 2014	May 4, 2014	July 14, 2014
JULY	June 30, 2014	July 27, 2014	4	May 12, 2014	June 8, 2014	August 18, 2014
AUGUST	July 28, 2014	August 24, 2014	4	June 9, 2014	July 6, 2014	September 15, 2014
SEPTEMBER	August 25, 2014	September 28, 2014	5	July 7, 2014	August 3, 2014	October 13, 2014
OCTOBER	September 29, 2014	October 26, 2014	4	August 11, 2014	September 7, 2014	November 17, 2014
NOVEMBER	October 27, 2014	November 23, 2014	4	September 8, 2014	October 5, 2014	December 15, 2014
DECEMBER	November 24, 2014	December 28, 2014	5	October 6, 2014	November 2, 2014	January 12, 2015



## Directors Pool

1. Only members in U.S., Canada and Puerto Rico 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:
 

QNCG MAXIMUM	
QNCG	AMOUNT
1-9	\$500
10-20	\$1000
21+	\$2,500
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, August 24, 2014.
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 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.
 

*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 2014.*
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: 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 pay-out from the Director Pool and the Executive Pool based on the number of shares he earned.*

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.