



Representative Compensation Plan

1.0 General Field Positions

1.1 Marketing Representative (MR) - The basic entry level position carrying an initial entry cost of \$299.00. MR's can earn commissions on all products they sell.

1.2 Certified Marketing Representative (CMR) - Is an MR who has an active PWP and who has a minimum of 3 Product Points (see section 2.14 for description of Product Points). QCMR's can be eligible for FOB (Field Organization Bonus) that pays a monthly residual of \$1.00 per month for each QCMR in their first 4 Levels. A Qualified CMR (QCMR) is a CMR who (as of the last day of the previous month) has an active PWP, and a minimum of 3 product points.

1.3 Senior Marketing Representative (SMR) - Is a CMR who has 10 Product Points, has personally sponsored 3 CMR's and has at least 12 CMR's in their 8 level organizations. (See Paragraphs 2.3, 2.4, 2.5 for additional income streams available to SMR's) A Qualified SMR (QSMR) is a SMR who (as of the last day of the previous month) has a minimum of 10 product points.

1.4 Regional Marketing Representative (RMR) - Is a SMR who has 15 Product Points, has developed at least six QSMR's anywhere in their SMR organization, and has a minimum of 90 CMR's in their SMR organization. (See Paragraphs 2.3, 2.4, 2.5 for additional income streams available to RMR's) A Qualified RMR (QRMR) is a RMR who (as of the last day of the previous month) has a minimum of 15 product points.

1.5 National Marketing Representative (NMR) - Is a RMR who has 20 Product Points, developed six QRMR's anywhere in their RMR organization, and has a minimum of 540 CMR's in their RMR organization. (See Paragraphs 2.3, 2.4, 2.5 for additional income streams available to NMR's) A Qualified NMR (QNMR) is a NMR who (as of the last day of the previous month) has a minimum of 20 product points.



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1.6 Sales Representative (SR) - A person or business entity that agrees to sell product only under the Sales Representative commission plan. SR's cannot sponsor other Representatives.

SR's pay an initial refundable fee of \$74.95 and are entitled to offer product for sale via phone orders and/or written order processes. Sales representatives earn a 5% commissions on personal sales. As an option, SR's may secure a PWP by paying the \$19.95 monthly recurring fee. Sponsors, upline, and promoted reps earn commissions according to the table below:

<i>Level</i>	<i>Sales Commissions</i>
Sales Representative	5.00%
Sponsor	2.00%
Upline 1	2.00%
Upline 2	2.00%
Upline 3	2.00%
Upline 4	2.00%
Upline 5	2.00%
Upline 6	2.00%
Upline 7	2.00%
Upline 8	2.00%

Note: Product Sales Bonuses will be paid out to upline SMR's, RMR's & NMR's in accordance with Paragraph 2.5 below.

2.0 Nussentials Income Streams & Associated Rules and Regulations

2.1 QuickStart Bonus 1-8 (QS1, QS2, etc.) and Quickstart Personal Sponsor Bonus 3 and 5 (QSPS3 and QSPS5)- An MR or higher rank can earn a one time \$75.00 bonus (in two parts) when a new MR is **personally sponsored** and that new MR gathers 5 Product Points within 30 days of their start date (QSPS3 and QSPS5).

3 Points	5 Points
\$ 25.00	\$ 50.00

A QCMR or higher rank can earn a one time \$2.00 bonus when a new MR is sponsored anywhere in their 8 levels and that new MR gathers 3 Product Points within 30 days of their start date (QS1-8).



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Level	Payout
Level One	\$ 2.00
Level Two	\$ 2.00
Level Three	\$ 2.00
Level Four	\$ 2.00
Level Five	\$ 2.00
Level Six	\$ 2.00
Level Seven	\$ 2.00
Level Eight	\$ 2.00

2.2 Quick Start Bonus Start Date - The start date shall be defined as the date the new MR's application is received by Nussentials either over the Nussentials Sponsor's PWP or the date stamp receipt on a paper application that is received with the appropriate payments. In the event a paper application is received without payment the start date shall be the date of receipt of appropriate payment.

2.3 Field Organization Bonus (FOB) - QCMR's or higher in rank will earn a \$1.00 monthly residual bonus for each QCMR in their downline up to and including their 8th level (To the extent they are eligible).

In addition QSMR's and above will receive FOB to unlimited levels according to the table below. SMR's receive 1 bonus, RMR's receive up to 2 bonuses and NMR's receive up to 3 bonuses.

FOB	<u>SMR</u>	<u>RMR</u>	<u>NMR</u>
Bonus	\$0.25	\$0.25	\$0.25
Gen 1	\$0.25	\$0.25	\$0.25
Gen 2	\$0.25	\$0.25	\$0.25

Note: CMR's or higher do not earn an FOB on their own PWP.



2.4 Leadership Building Bonuses (LBB) - QSMR's, QRMR's and QNMR's can earn LBB's whenever a new MR enters their corresponding organization and gathers 3 and/or 5 Product Points within 30 days of the new MR's start date. These bonuses are paid to unlimited levels. QSMR's receive 1 LBB. QRMR's receive up to 2 LBB's. QNMR's receive up to 3 LBB's.

Promotion Level	3 Points	5 Points
SMR	\$ 20.00	\$ 40.00
RMR	\$ 15.00	\$ 30.00
NMR	\$ 10.00	\$ 20.00

Generation Breakaway Bonuses (GBB's called SMR1, SMR2, RMR1, RMR2, NMR1, NMR2) are also available and paid to unlimited levels to the corresponding Leader. (example: The QRMR listed for the QRMR receiving the primary LBB will receive the RMR1 bonus. That QRMR's stated QRMR will receive the RMR2 Bonus, etc).

GBB	5 points
SMR1	\$ 10.00
SMR2	\$ 5.00
RMR1	\$ 10.00
RMR2	\$ 5.00
NMR1	\$ 10.00
NMR2	\$ 5.00

2.5 Product Sales Bonuses - SMR's, RMR's and NMR's can earn Product Sales Bonuses whenever a customer purchases a product or service from a Representative in their downline to unlimited levels. The payout will follow the method as defined above in "Section 2.4 Leadership Building Bonuses" and will be in accordance with the table below.

Product Sales Bonus	SMR	RMR	NMR
Bonus	2%	2%	2%
GBB1	1%	1%	1%
GBB2	1%	1%	1%



2.6 Product commissions - Below is the commission structure for the Nussentials Products.

Paid To:	Sales Commision
Personal Sales	5%
Sponsor	2%
Level One	2%
Level Two	2%
Level Three	2%
Level Four	2%
Level Five	2%
Level Six	2%
Level Seven	2%
Level Eight	2%

Note: In order to receive the sales commissions listed above, a representative must have achieved a rank of QSMR or higher.

2.7 Eligibility and Qualification Requirements - In order to earn income on the activity of your downline, an MR must be promoted to CMR or higher.

2.8 Downline Payment Eligibility - In order to earn income from downline activity the following eligibility requirements are necessary:

Marketing Representative - MR's earn product commissions on personal sales. Personal sales commissions are 5%. They may also earn QuickStart Personal Sponsorship Bonuses 3 and 5.

Certified Marketing Representative - CMR's may qualify for the following downline income streams by gathering 3 Product Points:

- 1) QuickStart 1-8
- 2) Field Organization Bonus on levels 1 thru 4
- 3) QuickStart Personal Sponsorship Bonuses 3 and 5

Senior Marketing Representative - SMR's may qualify for unlimited level FOB, LBB and unlimited level Product Sales Bonuses by maintaining 10 Product Points, and thus being QSMR's.

Regional Marketing Representative - RMR's may qualify for unlimited level FOB, LBB and unlimited level Product Sales Bonuses by maintaining 15 Product Points, and thus being QRMR's.



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National Marketing Representative – NMR's may qualify for unlimited level FOB, LBB and unlimited level Product Sales Bonuses by maintaining 20 Product Points, and thus being QNMR's.

2.14 Product Points - To be eligible for receipt of the various Nussentials income streams, CMR's or higher must maintain minimum monthly "Product Point" levels. These Product Points are awarded by the quantity and sales volume of a Representative's customers. In the event point count falls below the required minimum for a particular payout for a month, Representatives will have a grace period at the beginning of the succeeding month to make up missing points with equivalent product volume necessary to achieve required point minimums.

The current "product vs. points" is shown in the table below but please note these values are subject to change. Please check the Nussentials web site for current point values.

<i>Product/Service</i>	<i>Auto Ship Purchase Price</i>	<i>Auto Ship Purchase Points</i>
<i>More! (monthly canister)</i>	<i>\$49.95</i>	<i>2</i>
<i>More! (monthly packets)</i>	<i>\$89.95</i>	<i>2</i>
<i>Run! (monthly bottle)</i>	<i>\$29.95</i>	<i>1</i>
<i>Instead! (monthly supply)</i>	<i>\$99.95</i>	<i>2</i>
<i>Less! (monthly canister)</i>	<i>\$49.95</i>	<i>2</i>
<i>Rep PWP</i>	<i>\$19.95</i>	<i>1</i>



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<i>Product/Service</i>	<i>One-Time Purchase Price</i>
<i>More! (monthly canister)</i>	<i>\$59.95</i>
<i>More! (monthly packets)</i>	<i>\$99.95</i>
<i>Run! (monthly bottle)</i>	<i>\$39.95</i>
<i>Instead! (monthly supply)</i>	<i>\$109.95</i>
<i>Less! (monthly canister)</i>	<i>\$59.95</i>

Note: Points are awarded for auto ship products only. However, Sales Commissions are still paid on one-time purchases.

3.0 Nussentials Forced Matrix Building Program

3.1 The 3x8 Makeup – At the time of signup, the personal sponsor of a rep is recorded and they are placed into the next available slot in the matrix. The next slot in the matrix below the sponsor is determined according to the table below.

Matrix Level	Maximum Rep Count Before “Spillover”
Level One	3
Level Two	9
Level Three	27
Level Four	81
Level Five	243
Level Six	729
Level Seven	2187
Level Eight	6561



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4.0 Definitions

CMR – Certified Marketing Representative.

Downline – the organization beneath a representative.

FOB – Field Organization Bonus.

GBB – Generational Breakaway Bonus.

LBB – Leadership Building Bonus.

MR – Marketing Representative.

NMR – National Marketing Representative.

Product Points – A point value associated with a product purchase. Product Points are awarded on auto ship purchases.

PWP – Personal Web Page. A web site to be used by a Marketing Representative to sell product and manage their business.

QCMR – Qualified Certified Marketing Representative.

QNMR – Qualified National Marketing Representative.

QRMR – Qualified Regional Marketing Representative.

QS1 - QS8 – QuickStart Bonuses 1 thru 8.

QSMR – Qualified Senior Marketing Representative.

QSPS3 and QSPS5 – QuickStart Personal Sponsor 3 and 5.

Rep – Member of the Nussentials business organization.

Representative – Member of the Nussentials business organization.

RMR – Regional Marketing Representative.

RTR – Regional Training Representative.



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SMR – Senior Marketing Representative.

SR – Sales Representative. A member who can only sell product (cannot build downline and earn bonuses).