

Effective from 23rd August 2008



MATCHING BONUS

It Pays To Be Platinum!

MATCHING BONUS FOR PLATINUM PACESETTER CREATORS

Creating Platinum PaceSetters will put you on the fast track to success in your USANA business. And with the Matching Bonus for Platinum PaceSetter Creators, USANA makes earning money even easier!

INCREASE YOUR EARNING POTENTIAL

Earn a weekly bonus that matches a proportion of the Commission Volume Points (CVP) of each Platinum PaceSetter you sponsor for their first **32 weeks** in the business, starting from their first Friday. Payouts begin when your new Distributors' Platinum PaceSetter status is finalized after the 8 weeks qualification period.

Status of Sponsor	Status of New Distributor	CVP Matching Bonus for the Sponsor
Platinum PaceSetter		100%
PaceSetter		50%
Neither		25%

RULES:

1. A sponsor earns a Matching Bonus from the first week he or she enrolls someone who qualifies to become a Platinum PaceSetter, but the match will only be paid when the new Distributor finalizes his or her Platinum PaceSetter status.

For example:

Your personally sponsored Platinum PaceSetter-qualified Distributor Bob earns 40 CVP in his sixth week with USANA, 100 CVP in his eighth week, and 200 CVP in his 12th week. He finalizes as a Platinum PaceSetter in his 12th week. You are a PaceSetter, thus, you will receive the accumulated 50 percent Matching Bonus of (20 + 50 + 100 =) 170 CVP all at once in the 13th week, but not before.

The Message Center on the home page of USANAtoday will show the sponsoring Distributor the Matching Bonus amount banked, but not paid out, for each potential Platinum PaceSetter he or she sponsors. More details can be found in the Matching Bonus Bank Report in DLM (Downline Management).

2. A sponsor earns only a match of the Platinum PaceSetters' basic commission (CVP), and not any other cash bonuses or incentives they receive (e.g., Fast-Start bonus, front-line commission, Matching Bonus, Leadership Bonus, etc.)
3. A sponsor receives a Matching Bonus only when he or she is commission-qualified. If the sponsor becomes commission-ineligible, he or she will not earn the Matching Bonus, and he or she lose all Matching Bonus amounts that were "banked" but not paid out. The sponsor starts earning Matching Bonus when he or she becomes commission-qualified again, but does not recover any "banked" amount previously lost.
4. The sponsor enjoys a level of Matching Bonus (25, 50, or 100 percent) based on his or her own finalized (not qualified) status. Sometimes, a Distributor can finalize as a Platinum PaceSetter before his sponsor does. In such cases, payment will be held back until that the sponsor's finalized status is certain.

For example:

Mary, a finalized Platinum PaceSetter you sponsored, earns 200 CVP during the week in which you finalize your status as a PaceSetter; however, you could still possibly achieve finalized Platinum status three weeks later. In this case, you will not receive your 50 percent match on Mary's commission. Your match on Mary's commission will be paid three weeks later, depending on whether you are successful in finalizing your Platinum PaceSetter status. If so, you will receive a 100 percent match on Mary's 200 CVP. If not, you will be paid your 50 percent match then. If, however, you had no possibility of becoming Platinum, then you would have received a 50 percent match of Mary's commission straight away.

5. If a Distributor's total earnings for a week are less than 40 CVP (e.g., a 25 percent match of 100 CVP), USANA will withhold the payout until such time that his or her earnings accumulate to 40 CVP or more, or when the Distributor's distributorship is terminated. This avoids the high cost of paying out small amounts through checks or direct credit.
6. If, for any reason, a Distributor's Platinum PaceSetters status is revoked (e.g., a return of products, termination of a downline distributorship, or violation of USANA's Policies & Procedures), USANA reserves the right to withhold or reverse the Matching Bonus paid to the sponsor.

FREQUENTLY ASKED QUESTIONS:

Q1: Why did USANA introduce this bonus?

A: Matching Bonus rewards all Distributors for helping people they sponsor get off to a fast start—a critical success factor in network marketing. As an added bonus, Distributors can now start earning commissions without necessarily balancing two legs.

Q2: Will I earn a Matching Bonus only from Distributors I sponsor who become Platinum PaceSetters?

A: Yes. Distributors you sponsor must become Platinum PaceSetters in order for you to earn a Matching Bonus.

Q3: If I sponsor three Distributors who all become Platinum PaceSetters, will I earn a Matching Bonus from all three at the same time?

A: Yes. For example, if all three are earning 1,000 CVP in a week, then you will receive 3,000 CVP on top of your own commission if you are a Platinum PaceSetter.

Q4: Will I earn a Matching Bonus even if I am not a Platinum PaceSetter?

A: Yes. You can be a PaceSetter and earn a 50 percent match or you could be neither a PaceSetter nor Platinum PaceSetter and earn a 25 percent match. However, if you are a Platinum PaceSetter, you will earn a 100 percent Matching Bonus.

Q5: If I sponsor someone before August 23, 2008, but he becomes a Platinum PaceSetter after August 23, will I receive a Matching Bonus?

A: No, the promotion applies only to Distributors you enroll on or after August 23, 2008.

Q6: When a Platinum PaceSetter I sponsor earns a Matching Bonus, do I get to match her Matching Bonus?

A: No. You only match the weekly commission (CVP) of a Platinum PaceSetter you sponsor, not other components of her USANA earnings, such as Leadership Bonus, contest winnings, etc.

Q7: When does the CVP begin to match?

A: Matching Bonus starts to bank from the week the Distributor who later becomes a Platinum PaceSetter enrolls.

Q8: A friend I sponsored has just qualified as a Platinum PaceSetter, and he earns a 100 CVP cheque this week. Why don't I see the matching amount in my commission?

A: You will receive the matching payment after he finalizes his Platinum PaceSetter status. USANA banks all the commissions he earns in the weeks before finalization and pays you in one lump sum upon his finalization as a Platinum PaceSetter. Thereafter, you will receive the Matching Bonus weekly.

Q9: How do I track how much Matching Bonus I have banked?

A: The Message Center on the USANAtoday Web site lists the total amount of Matching Bonus or potential Matching Bonus banked. You may also access the Matching Bonus Bank Report in DLM.

Q10: Do I need to subscribe to DLM (Downline Management System) to view this information?

A: No. Your total earned and potential banked amounts will be posted on the USANAtoday home page with a link to a report that breaks those amounts down by individual Distributors you have sponsored. However, a DLM subscriber will get more details, including a week-by-week banked amounts report as well as the contact information for those Distributors.

Q11: What if my new, personally sponsored Distributor qualifies as a Platinum PaceSetter but fails to finalize his status?

A: You only earn a Matching Bonus from finalized Platinum PaceSetters. So any banked amount will be lost. Therefore, it is important to work closely with new Distributors you sponsor to encourage them to finalize.

Q12: I earned a 25 CVP Matching Bonus. Why wasn't it paid to me?

A: When your total earnings for a week are under 40 CVP, USANA banks that total and pays it as a lump sum with your next commission cheque (as is the case with all commissions earned).

Q13: Do I have to be commission-qualified to earn a Matching Bonus?

A: Yes. To earn a Matching Bonus, your Business Center must be active, i.e., you must generate at least 100 PSV every four weeks.

Q14: My banked Matching Bonus amount from last week has disappeared. What happened?

A: It may be due to one of the following reasons:

- (a) The Distributor you sponsored failed to qualify as a Platinum PaceSetter
- (b) The Distributor you sponsored failed to finalize as a Platinum PaceSetter
- (c) Your Business Center became inactive because you did not maintain 100 PSV every four weeks.

Q15: Can I recover my “lost” Matching Bonus by re-activating my Business Center?

A: No. However, by becoming commission-eligible and re-activating your Business Center, you will again be eligible to immediately start earning and accumulating Matching Bonus.

Q16: The Distributor I sponsored finalized her Platinum PaceSetter status BEFORE I did. Do I still earn a 100 percent match of her commission?

A: Yes, as soon as you also finalize your Platinum status. In such cases, your Matching Bonus will be banked until your final status is confirmed.

Q17: I am at the rank of a Builder. I receive a Matching Bonus cheque of 600 CVP because a Platinum Pacesetter I sponsored has just earned her first Director cheque. Does that advance my rank to a Director too?

A: No. What you receive by matching another Distributor’s commission does not affect your rank

Q18: My very first cheque from USANA is a matching bonus cheque of 100 CVP. Will I still be eligible to a 40-CVP commission at the Sharer level?

A: Yes. Since the 100-CVP cheque does not advance your rank to a Believer, you will still be entitled to earn your Sharer cheque of 40 CVP.