

Compensation Plan

6 Ways to Earn with Your Immunotec Business



Immunotec[®]

OPTIMIZING YOUR IMMUNITY, WELL-BEING, AND WEALTH



Compensation Plan

1. RETAIL SALES

Purchase products at wholesale, sell at retail, and earn the difference.

2. IMMUNODIRECT

Customers you refer to Immunotec who subscribe to a monthly Autoship program, called ImmunoDirect, receive a **20%** discount off the retail price. You then earn the price spread between wholesale and what your customer pays.

3. BUSINESS BUILDER BONUS

All new Consultant* volume will pay Business Builder (BB) bonuses** during the first month (commission period). All Business Builder bonuses will be paid out in the following manner:

- Sponsor one Consultant in a month and receive **5%** of qualified volume.
- Sponsor two Consultants in a month and receive **10%** of qualified volume of both recruits.
- Sponsor three Consultants in a month and receive **20%** of qualified volume of all three recruits.

	SPONSOR 1 CONSULTANT	SPONSOR 2 CONSULTANTS	SPONSOR 3 CONSULTANTS
CONSULTANT 1	5%	10%	20%
CONSULTANT 2		10%	20%
CONSULTANT 3			20%

* Must meet the minimum qualification of 400 PV.

** To earn Business Builder Bonus, Consultants must be paid as Associate or higher.

4. RANK ADVANCEMENT and RESIDUAL COMMISSIONS

	ASSOCIATE	VENTURE	SILVER	GOLD	DIAMOND	EXEC. DIAMOND	PLATINUM
	QUALIFICATION REQUIREMENTS		QUALIFICATION REQUIREMENTS & MAINTENANCE				
	400 PV in any 1 Commission Month	2,000 PGV of which 400 must be personal in any 1 Commission Month	6,000 TOV + 3 qualified venture legs, with no more than 2,400 points per leg†	30,000 TOV + 3 qualified venture legs, with no more than 10,500 points per leg†	125,000 TOV + 4 qualified venture legs, with no more than 45,000 points per leg†	500,000 TOV + 4 qualified venture legs, with no more than 175,000 points per leg†	1,500,000 TOV + 4 qualified venture legs, with no more than 525,000 points per leg†
	MAINTENANCE		400 PV	400 PV	400 PV	400 PV	400 PV
	180 PV	400 PV	600 PGV	800 PGV	1,200 PGV	1,800 PGV	2,000 PGV
G1	5%	5%	5%	5%	5%	5%	5%
G2		5%	10%	10%	10%	10%	10%
G3		5%	5%	7%	7%	7%	7%
G4			5%	7%	7%	7%	7%
G5				7%	7%	7%	7%
G6					7%	7%	7%
G7						2%	2%
G8							2%

† A leg is all first level Consultants and their downlines.

5. MOVING UP BONUS and ACCELERATED MOVING UP BONUS

MOVING UP BONUS*		OR	ACCELERATED MOVING UP BONUS**						
MOVE UP TO	YOUR MOVING UP BONUS		MOVE UP IN YOUR FIRST	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6	TOTAL
SILVER	\$200		2 MONTHS	\$200	\$200				\$400
GOLD	\$500		4 MONTHS	\$500	\$500				\$1,000
DIAMOND	\$2,500		8 MONTHS	\$2,500	\$1,250	\$1,250			\$5,000
EXECUTIVE DIAMOND	\$5,000		12 MONTHS	\$5,000	\$5,000	\$5,000	\$5,000		\$20,000
PLATINUM	\$10,000		24 MONTHS	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$100,000

* To earn Moving Up or Accelerated Moving Up Bonuses, you must maintain your new rank (paid as) for 2 consecutive months.

Example: Promote in February, maintain in March, earn Moving Up Bonus.

** The Accelerated Moving Up Bonus pays out across several months, associated with your "paid-as" rank, and it must be maintained (each rank) to earn your bonus for that period.

6. UPLINE MOVING UP BONUS and ACCELERATED MOVING UP BONUS

UPLINE MOVING UP BONUS*			AND	ACCELERATED UPLINE MOVING UP BONUS**					
A CONSULTANT IN YOUR DOWNLINE MOVES UP TO	YOUR RANK (PAID AS)	MONTH 2		A CONSULTANT IN YOUR DOWNLINE MOVES UP IN THEIR FIRST	MONTH 3	MONTH 4	MONTH 5	MONTH 6	MAXIMUM EARNINGS
GOLD	1st qualified Gold or higher	\$250		4 MONTHS	\$250				\$500
DIAMOND	1st qualified Diamond or Higher and next Qualified Executive Diamond or higher†	\$1,000		8 MONTHS	\$1,000	\$1,000			\$3,000
EXECUTIVE DIAMOND	1st qualified Executive Diamond or Higher and next qualified Platinum††	\$2,500		12 MONTHS	\$1,666	\$1,666	\$1,668		\$7,500
PLATINUM	1st qualified Platinum and next qualified Platinum†††	\$10,000		24 MONTHS	\$6,250	\$6,250	\$6,250	\$6,250	\$35,000

* To earn Upline Moving Up Bonus, Consultants in your downline must maintain their new rank (paid as) for 2 consecutive months.

Example: A personally sponsored Consultant promotes in February, maintains in March, you earn Upline Moving Up Bonus.

** The Accelerated Moving Up Bonus pays out across several months, associated with your Consultant's "paid-as" rank, and it must be maintained (each rank) to earn your bonus for that period.

† In addition, the next qualified Executive Diamond in your Upline will also receive \$1,000 Moving Up Bonus or \$3,000 Accelerated Moving Up Bonus.

†† In addition, the next qualified Platinum in your Upline will also receive \$2,500 Moving Up Bonus or \$7,500 Accelerated Moving Up Bonus (if applicable).

††† In addition, the second qualified Platinum in your Upline (if applicable) will also receive \$10,000 Moving Up Bonus or \$35,000 Accelerated Moving Up Bonus.

Note: Moving Up, Accelerated Moving Up, Upline Moving Up and Accelerated Upline Moving Up bonuses can only be earned once per rank and apply to new promotions only.

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Rank Glossary

Customer: A Customer is an individual who purchases at retail price but does not participate in the business opportunity. Customers may also benefit from the Customer Referral Program.

ImmunoDirect Customer: A Customer who subscribes to a monthly ImmunoDirect program and receives a 20% discount. ImmunoDirect Customers may also benefit from the Customer Referral Program.

Entrepreneur Consultant: An Entrepreneur Consultant is a Consultant who has purchased a Consultant Kit but has not met the requirements for Associate rank or higher. An Entrepreneur Consultant is eligible for a 20% discount.

Associate Consultant: An Associate Consultant is a Consultant that has accumulated 400 PV within one commission period. Associate Consultants qualify for the maximum 30% discount and are eligible to be paid down one generation (G1) on Customers and other Associates. Associate Consultants must maintain 180 PV monthly to maintain their paid as Associate status.

Venture Consultant: A Venture Consultant is a Consultant that has accumulated 2,000 PGV, of which 400 points must be PV within one commission period. This can be achieved with the purchase of either an Action Pack or individual Immunotec products. Venture Consultants are eligible to be paid down three generations (G1-G3). Venture Consultants must accumulate 400 PV monthly to maintain their paid as Venture status.

Silver Consultant: A Silver Consultant is a Consultant that has accumulated 6,000 TOV with 3 qualified Venture Legs, of which no more than 2,400 can come from any one leg, and has a PGV of 600 of which 400 must be PV. Silver Consultants are eligible to be paid down four generations (G1-G4).

Gold Consultant: A Gold Consultant is a Consultant that has accumulated 30,000 TOV with 3 qualified Venture Legs, of which no more than 10,500 can come from any one leg, and has a PGV of 800 of which 400 must be PV. Gold Consultants are eligible to be paid down five generations (G1-G5).

Diamond Consultant: A Diamond Consultant is a Consultant that has accumulated 125,000 TOV with 4 qualified Venture Legs, of which no more than 45,000 can come from any one leg, and has a PGV of 1,200 of which 400 must be PV. Diamond Consultants are eligible to be paid down six generations (G1-G6).

Executive Diamond Consultant: An Executive Diamond Consultant is a Consultant that has accumulated 500,000 TOV with 4 qualified Venture Legs, of which no more than 175,000 can come from any one leg, and has a PGV of 1,800 of which 400 must be PV. Executive Diamond Consultants are eligible to be paid down seven generations (G1-G7).

Platinum Consultant: A Platinum Consultant is a Consultant that has accumulated 1,500,000 TOV with 4 qualified Venture Legs, of which no more than 525,000 can come from any one leg, and has a PGV of 2,000 of which 400 must be PV. Platinum Consultants are eligible to be paid down eight generations (G1-G8).

Glossary

Active Consultant: A Consultant who has made a purchase of products with associated volume points, in the current month, or who is qualified as an Associate Consultant or higher.

Autoship: The automatic monthly shipping system for Independent Consultants. Autoship may be cancelled at any time.

Commissionable Volume (CV): Dollar base assigned to a product on which commissions are paid.

Downline: All Independent Consultants and Customers who are below you in your organization.

Generation: A generation is the relationship between a qualified Upline Consultant and a qualified Consultant in their Downline. Qualification is dependent on the Consultant being "paid as" their rank title during a given monthly period.

ImmunoDirect: The automatic monthly shipping system for Customers.

Leg: A leg is all first level Consultants and their Downline.

Leg Qualification: For a Consultant to be paid Silver or Gold rank, the Consultant must have sales volume coming from at least one Qualified Venture in each of three "legs" of their Downline organization. For a Consultant to be paid Diamond rank or higher rank, the Consultant must have sales volume coming from at least one Qualified Venture in each of four "legs" of their Downline organization.

Personal Group Volume (PGV): Includes personal volume, retail and Customer volume and all volume of personally sponsored Consultant lines that haven't promoted to Associate or higher in the prior month.

Personal Sponsorship: A Consultant you personally sponsored into the Immunotec business.

Personal Volume (PV): Is the sum of all volume points developed from personal use orders placed by a Consultant.

Qualified Venture: A Consultant who is paid at the rank of Venture or above.

Qualifying Volume: Is the sum of all personal volume (PV), personal customer volume and the volume of all legs up to the maximum volume allowed for rank achievement.

Rank: Your rank depends on your sales volume (total, personal and group) as well as the number of qualified Venture Legs.

Residual Income: This is payment for work you did in the past. You get a commission based on what the Consultants you sponsored are doing today.

Retail Sales: These are any sales you make to Customers at the suggested retail price.

Sponsor: The person who introduced you to this business is your sponsor. You'll be the sponsor of the people you bring into the business.

Total Organizational Volume (TOV): Includes all personal volume (PV) plus the total volume of all Downline Consultants and Customers.

Upline: Either your Sponsor or the person your Sponsor "placed you under" on their team.

Volume Points: Are used for rank advancement and qualification purposes.