



Compensation Plan



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Contact us! We'd love to hear from you.
cs@yoli.com
Toll Free 888.295.9009

If you're reading this, congratulations! You're now taking the first steps toward your own financial transformation with Yoli.

In this booklet, you'll learn how you can be rewarded financially for sharing the Yoli Transformation System. Looking to offset the cost of your personal Yoli purchases? We've got you covered. Want to supplement your household income? We can help. Does a luxury vacation sound like fun? We can help make that a reality. If you put in the work, the potential rewards are limitless!

If you have any questions regarding the Yoli Compensation Plan, please feel free to talk to your Sponsor or contact our Customer Service department. We'll be happy to help in any way we can. In the meantime, take a few minutes to go through this booklet and get ready to begin your financial transformation!

Active vs. Qualified

QUALIFYING FOR COMMISSIONS

Some commissions require you to be Active, others require you to be both Active and Qualified.

A ACTIVE MEMBER

There are two ways to meet product volume qualifications to be considered Active:

1. Purchase 50 PV (Personal Volume) every four weeks.
2. Through Customers or Subscribers, who generate at least 50 PV every four weeks.

Q QUALIFIED MEMBER

To be Qualified to earn commissions, you must sponsor two Active Members. One Active Member must be placed on each leg (one on the left and one on the right) of your Binary Tree organization.

TERMS AND DEFINITIONS

PV

Personal Volume, which comes from product you purchase yourself or generate through Subscribers and/or Customers.

CV

Commissionable Volume, which is the volume you receive from a product purchase. This is the amount upon which commissions are calculated.

GV

Group Volume, which is the total product volume purchased by a specific team or group of Members.

SPONSOR

The person who receives commissions from enrolling Members, Subscribers, or Customers.

PLACEMENT

The position in the Sponsor's Binary Tree Organization in which an enrolled Member is placed.

Hybrid Compensation Plan

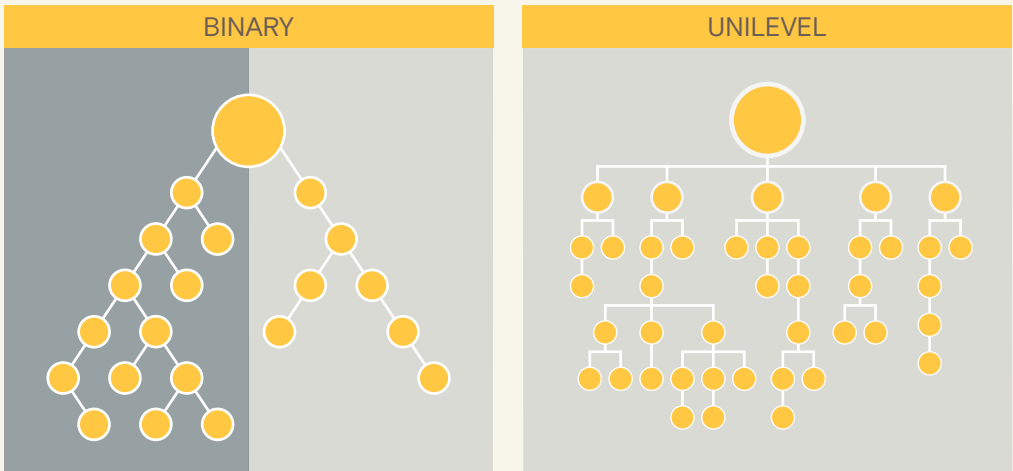
Most compensation plans are either binary plans or unilevel plans, and each one has its advantages. The Yoli Compensation Plan is a hybrid, so it offers the benefits of both binary and unilevel structures.

BINARY

A binary structure splits your organization into two legs: your left leg and your right leg. This fosters teamwork because you'll share in the volume from everyone placed in your binary structure.

UNILEVEL

A unilevel structure rewards team-building because it places the Members you've personally enrolled below you in your Personal Enrollment Tree. This encourages teamwork and allows you to be rewarded for your own efforts and the efforts of your Members, so it can be a great source of residual income.



How do I get paid?

Commission weeks run from Saturday to Friday. Commissions are paid through Direct Deposits or Yoli Pay, which offers immediate access to your commission payouts and free transfers to your bank. Yoli Cash funds, which are earned through the Yoli Cash Bonus, and the Refer 3 program, are accessible in the Team Office and can be used to purchase Yoli products.

Color Weeks

The Yoli Compensation Plan is based on a twenty-eight day cycle focusing on four-week periods. Each week* in the four-week cycle is assigned one of four colors—blue, orange, yellow, or green—to make it easy for you to distinguish them. It's important to remember the color of the week that you joined Yoli, as it will determine the four-week period in which you can earn. The Ruby Bonus also uses color weeks, as you will always receive the bonus on the same color week as when you first qualified.



*In the Compensation Plan, each week begins on a Saturday and ends on a Friday. Scan the Color Week Calendar QR Code on the back cover.

Retail Profits A

The Retail Profit Bonus Program is simple: As an Active Member, you can purchase products at a wholesale price. You can then sell them to your customers at the retail price found in the product catalog and keep the difference as your profit!

- All Active Members are eligible to participate in the Retail Profit Program.
- Retail Profit is paid on all retail orders placed online or over the phone with Yoli Customer Service.
- Retail Profit is calculated on a per order basis and is paid to the personal Sponsor only.

EXAMPLES ON HOW TO EARN RETAIL PROFIT:

If I walk to my neighbor's house and sell them a Transformation Kit at a retail price:

	\$ 373.97 Retail
-	\$ 299.97 Wholesale
	<hr/>
	\$ 74.00 RP

If my neighbor orders directly from Yoli with my ID number and purchases a Transformation Kit as a Customer:



*This bonus is paid out weekly

Silver Bonus A Q

The Silver Bonus is a great incentive for working hard to build your business, and it couldn't be simpler: Once you reach the rank of Silver, you will receive a one-time bonus of \$100!

20/20 Customer Compensation Plan A

The 20/20 bonus allows Active Members to earn a 20% bonus from the total accumulated Commissionable Volume from your Subscriber and Customer orders. Both initial orders and recurring orders count towards this bonus.

Notes

- All Kits and individual product will count towards this bonus.
- The CV that goes into the Binary Tree Volume will be reduced to 60%

EXAMPLE

5 Subscribers purchase from me this week with a total of 800 CV.

$$\begin{array}{r} 800 \text{ CV} \\ \times 20 \% \\ \hline \text{\$ 160 Bonus} \\ 480 \text{ CV} \end{array}$$

Fast Start Bonus A

The Fast Star Bonus (FSB) is a bonus paid to Active Members who enroll new Members. You'll receive 20% of the Commissionable Volume on the initial order placed by your new Members.

- All Active Members are eligible to participate in the Fast Star Bonus.
- The FSB payout percentage is 20% of CV on all Members' initial orders with volume.
- FSB commissionable volume is not included in the Binary Tree Volume. That means when you receive the Fast Start Bonus, 80% of the volume goes into your Binary Tree on the leg in which the enrolling member was placed.
- FSB is not paid out on Subscribe and Save or reoccurring orders.
- The FSB is paid to the Active Sponsor only.

EXAMPLE

I enrolled three new Members, and they placed their first order with the following CV:

$$\begin{array}{r} \text{New Member 1} \\ 1,200 \text{ CV} \\ \times 20 \% \\ \hline \text{\$240 FSB} \end{array}$$

$$\begin{array}{r} \text{New Member 2} \\ 200 \text{ CV} \\ \times 20 \% \\ \hline \text{\$40 FSB} \end{array}$$

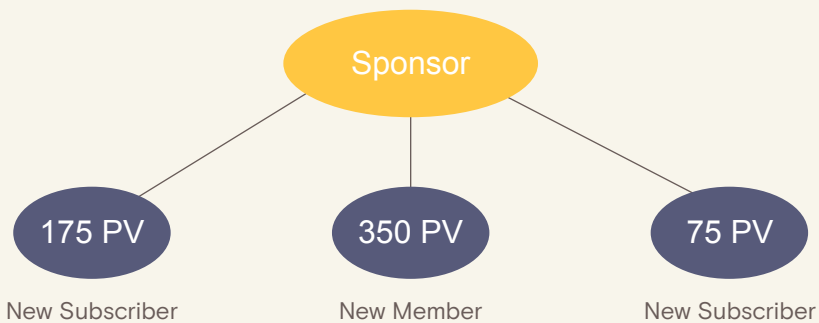
$$\begin{array}{r} \text{New Member 3} \\ 800 \text{ CV} \\ \times 20 \% \\ \hline \text{\$160 FSB} \end{array}$$

Refer 3 Program A

Through the Refer 3 Program, Members can earn Yoli Cash by enrolling at least three Members and/or Subscribers within a four-week period.

To earn Yoli Cash, a Member will need to enroll at least three Subscribers and/or Members with a total of at least 600 QV and they will need to have an Subscribe & Save order of at least 50 PV within the four-week eligibility period. The QV of the enrollees' initial orders determine the amount of Yoli Cash a member earns. This is calculated by taking the total QV of the qualifying new Member's and Subscriber's initial orders and dividing it by three. Please see the table below:

@Total Enrollment QV / 3	@Earnings
0-199.99	\$0
200.00-200.99	\$290
201.00-225.99	\$330
226.00-250.99	\$370
251.00-275.99	\$410
276.00-300.99	\$450
301.00-325.99	\$490
326.00-350.99	\$530
351.00-375.99	\$570
376.00+	\$610



During your eligible period, you have enrolled 2 Subscribers and 1 Member. The PV of these orders comes to a total of 600 PV, after the total amount has been divided by 3 you will be able to use the graph provided above to calculate your earnings.

In this specific example the total earnings in Yoli Cash would be \$290.

This is not a perpetual program. The member will need to sign up three new Members and/or Subscribers every four weeks in order to qualify for the Refer 3 Program. The Member must also maintain all requirements until commissions are processed on the Wednesday after their eligibility period ends.

Yoli Cash Bonus A

The Yoli Cash Bonus is one of the first bonuses you'll earn when you start building your Yoli business. It's a great way to offset your own product purchases.

The way it works is simple. Individual products are each assigned a Yoli Cash value (see Yoli Price Sheet).

[Yoli Price Sheet](#)

As your personally-sponsored Members purchase eligible products within a four-week period, you will be eligible to earn the Yoli Cash Bonus.

Each week, we'll look back over the past four weeks and use the price of your product orders and the Yoli Cash value of the eligible orders of your Members in the same period to determine your Bonus. Your Yoli Cash Bonus will cap at the wholesale purchase price of your purchased products (up to \$400).

NOTE

- Yoli Cash may be used toward product purchases.
- Your personally-enrolled Members' initial orders are not eligible for the YoliCash Bonus.
- Yoli Cash is only paid out on individual items, Kits will not count towards Yoli Cash.

EXAMPLE:

YOU PURCHASE 2 INDIVIDUAL ITEMS

1 Alkalete \$35.47 and 1 Flex \$38.47 during your color week.

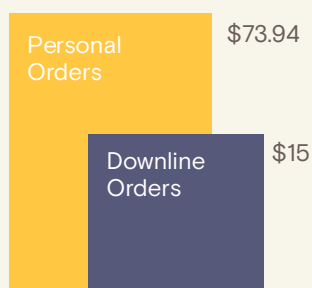
YOU ARE ELIGIBLE TO EARN UP TO \$73.94 IN YOLI CASH

If your Members purchase individual items.

Your first Member purchases 1 Glow (YOLI CASH VALUE \$5)

Your second Member purchases 2 Defend (YOLI CASH VALUE \$10)

You will earn **\$15 YOLI CASH** from the two purchases.



*This bonus is paid out every 4 weeks (based off your color week).

Binary Team Commissions* A Q

The Binary Team Commissions (BTC) can be a source of residual income for Yoli Members. You will be placed in your Sponsor's Binary Tree when you first join Yoli, and as you sponsor your own Members, you will begin to build your own tree with two legs: the left leg and the right leg. The leg with more Group Volume (GV) at the end of the commission week is your Power Leg, and the leg with less GV at the end of the commission week is your Pay Leg.

In addition to your personally-sponsored Members, the Members they sponsor and train will become a part of your Binary Tree. Your Sponsor may also choose to place their own Members below you in your Binary Tree, and their volume will also count for your commissions as long as you remain Active and Qualified.

BTC payout is 10% of Pay Leg volume in a given period. This is the equivalent of 5% from both legs down to the volume depth of the Pay Leg. Personally sponsored customer and subscriber volume is applied to your Pay Leg. Power Leg volume is reduced each week by the same amount used from the Pay Leg.

Rankings are largely calculated based on Binary Team Commission and, in addition to other requirements, you may be required to increase your PV to qualify for other ranks. View page 12-13 for more information.

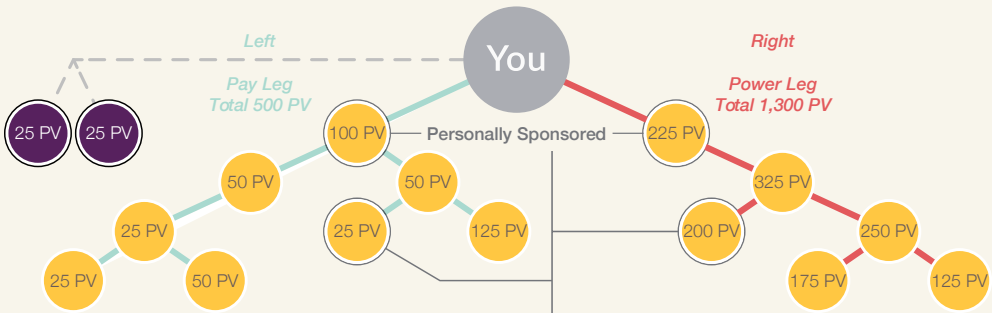
VOLUME LIMITS (AS LONG AS YOU REMAIN ACTIVE):

- Unused Power Leg volume drops off after 53 weeks.
- Unused Pay Leg volume drops off after 4 weeks.
- Unused Pay Leg volume due to the Bonus Cap does not carry forward.

WEEKLY BINARY BUSINESS CENTER CAP

No more than \$12,500 can be earned per week per Member Business Center in the Yoli Binary Team Commission portion of the compensation plan. This cap is \$2,500 per week higher than the average Binary Hybrid plan.

Other earning caps apply. See pages 12-13 for more information.



*This bonus is paid out weekly.

Unilevel Executive Matching Bonus*

The Unilevel Executive Matching Bonus (UEMB) is a great way for our leaders to earn an additional matching bonus after the FSBs, BTCs, Yoli Cash Bonuses, and Global Bonus Pools are determined for the period.

Here's how it works: if you qualify for the UEMB, Yoli will match a floating percentage of the Binary Team Commission checks of your personally-enrolled Members, as well as their personally-enrolled Members using the Personal Enrollment Tree. Your paid-as rank will determine how many levels you are paid for, as well as the maximum percentage you'll receive for each level.

LEVELS

Everyone you personally enroll is on your first "level." Everyone they enroll will be your second level (barring dynamic compression, which is explained below). Everyone they enroll will be your third level, and so on. Be sure to look at the chart on the next page to see which levels you are eligible to receive the UEMB on, based on your paid-as ranking.

DYNAMIC COMPRESSION

To help you maximize your UEMB, we use what we call dynamic compression. Dynamic compression allows you to compress your Personal Enrollment Tree so that your personally-enrolled Members that are ranked as 4-Star Gold or below are moved to the highest possible level. The compression ends once you have a Member who is paid as 5-Star Gold or higher.

For example, if someone on your second level personally enrolls a Member and neither have a ranking of 5-Star Gold or higher, they will both be considered to be on your second level. But if the Member on your second level is a 5-Star Gold or higher, the compression will stop after them and their personally-enrolled Member will be on your third level.

The easiest way to grasp the idea of dynamic compression is to understand that your levels are flexible and will stretch down until they reach a Member who is paid as a 5-Star Gold or above. Take a moment to look at the chart on the next page and study it so you can see how the compression works.

REQUIREMENTS

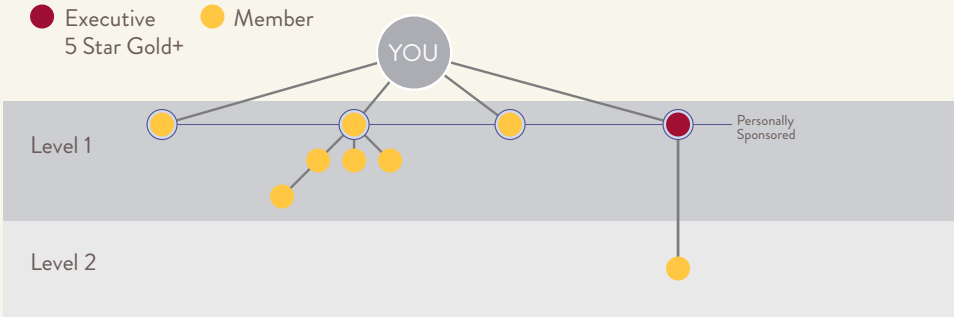
To receive the UEMB, you must be Active, Qualified, and have a paid-as ranking of 5-Star Gold or above.

NOTES

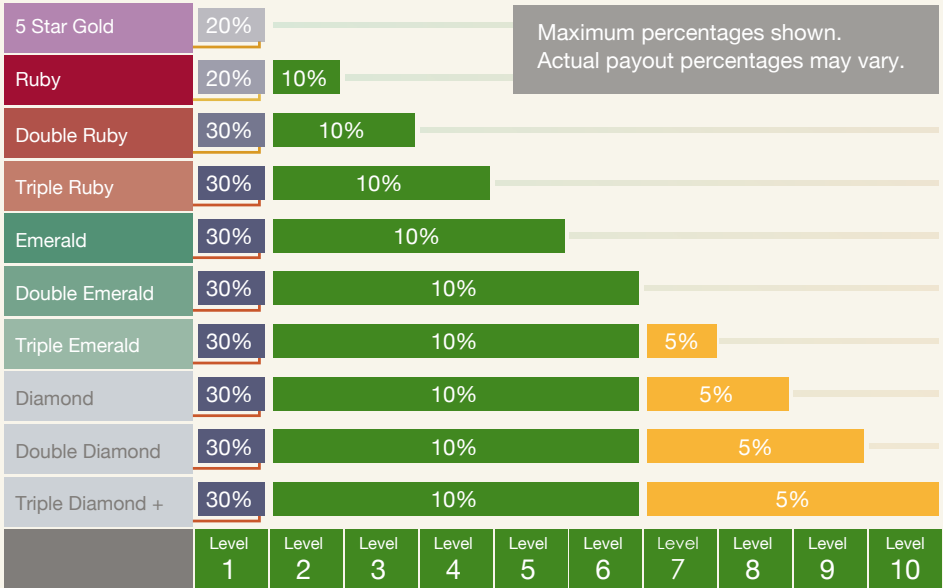
- The UEMB can never exceed the volume on your Pay Leg on the Binary Tree.
- The UEMB is paid on all of the personally-enrolled Members for which you qualify, regardless of their ranking.
- The percentages paid in the UEMB are floating, which means they will fluctuate based on the other commissions that you receive. The percentages shown in the chart are maximum percentages.

Your personally-enrolled Members that are 4-Star Gold or lower are moved to the highest possible level. The compression ends once you have a Member who is paid as 5-Star

UEMB Sample Chart—With Dynamic Compression



Gold or higher.



*Percentages listed are the maximum that can be earned at the indicated level. Actual percentages earned are dependent upon the number of participants in the shared pool, and may fluctuate up to the maximum percentage.

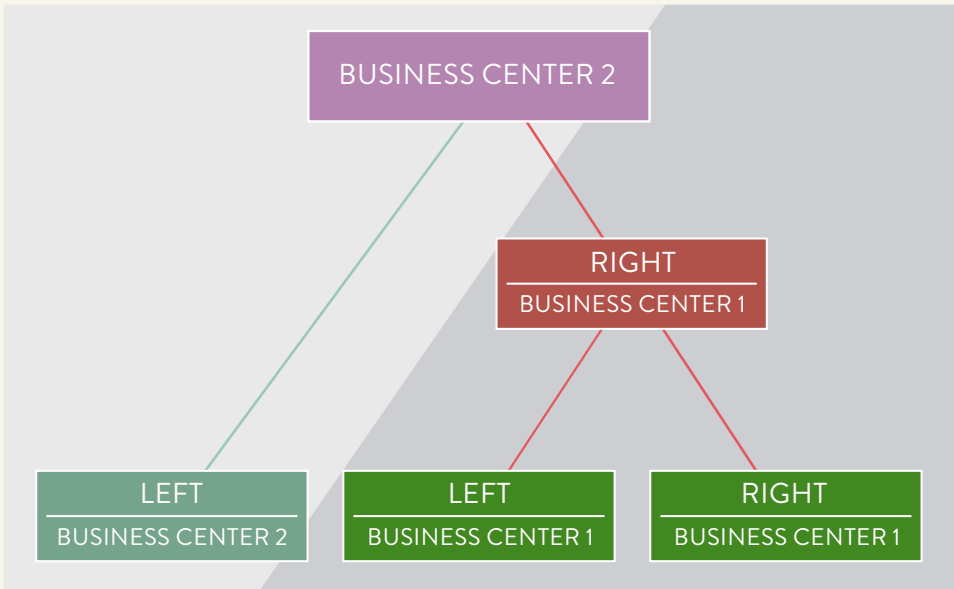
**Note: The chart represents the division of the total dollar amount paid out in UEMBs per period, not 100% of commissions.

*This bonus is paid out weekly.

Multiple Business Centers

Yoli Members have the option to add an additional business center above their original Binary Tree Structure. This new business center will be inserted between you and your Sponsor and will have the same earning potential as your original business center. Your original business center will still function on its own, but will also become the fully-maximized leg of your new business center.

To qualify for an additional business center, you must maximize your Binary Team Commission at \$12,500 per week for four consecutive weeks. If you qualify and would like to add an additional business center above your own, please contact Yoli Customer Service.



Global Bonus Pool A Q

The Global Bonus Pool is a quarterly reward system for our most elite leaders. Each quarter, we put ½% of the company's total PV into three pools: one for the Diamonds, one for the Blue Diamonds, and one for the Black Diamonds. If you qualify for one of the pools for 10 out of the 13 weeks in a quarter, you can earn shares of the ½% in your pool according to the guidelines on the next page.

Note: Members are paid in only one pool group. This pool is determined by their highest qualifying pool for a minimum of 10 of the 13 weeks. Rank-based earning caps apply to the Global Bonus Pool.

DIAMOND POOL

The ½% pool for Diamond, Double Diamond, and Triple Diamond Members will have the shares divided as follows:

- A Diamond receives a base of one share per week for qualifying and an additional share for every 10,000 GV in their Personal Enrollment Tree per week. A Diamond can earn a maximum of 10 shares per week.
- A Double Diamond receives a base of 1.25 shares per week for qualifying and an additional 1.25 shares for every 10,000 GV in their Personal Enrollment Tree per week. A Double Diamond can earn a maximum of 10 shares per week.
- A Triple Diamond receives a base of 1.50 shares per week for qualifying and an additional 1.50 shares for every 10,000 GV in their Personal Enrollment Tree per week. A Triple Diamond can earn a maximum of 10 shares per week.

BLUE DIAMOND POOL

The ½% pool for Blue Diamond, Double Blue Diamond, and Triple Blue Diamond Members will have the shares divided as follows:

- A Blue Diamond receives a base of one share per week for qualifying and an additional share for every 25,000 GV in their Personal Enrollment Tree per week. A Blue Diamond can earn a maximum of 10 shares per week.
- A Double Blue Diamond receives a base of 1.25 shares per week for qualifying and an additional 1.25 shares for every 25,000 GV in their Personal Enrollment Tree per week. A Double Blue Diamond can earn a maximum of 10 shares per week.
- A Triple Blue Diamond receives a base of 1.50 shares per week for qualifying and an additional 1.50 shares for every 25,000 GV in their Personal Enrollment Tree per week. A Triple Blue Diamond can earn a maximum of 10 shares per week.

BLACK DIAMOND POOL

The ½% pool for Black Diamond, Double Black Diamond, and Triple Black Diamond Members will have the shares divided as follows:

- A Black Diamond receives a base of one share per week for qualifying and an additional share for every 100,000 GV in the enroller tree per week. A Black Diamond can earn a maximum of 10 shares per week.
- A Double Black Diamond receives a base of 1.25 shares per week for qualifying and an additional 1.25 shares for every 100,000 GV in the enroller tree per week. A Double Black Diamond can earn a maximum of 10 shares per week.
- A Triple Black Diamond receives a base of 1.50 shares per week for qualifying and an additional 1.50 shares for every 100,000 GV in the enroller tree per week. A Triple Black Diamond can earn a maximum of 10 shares per week.

Ranks and Qualifications

BINARY

Rank*	4 Week PV Min	Weekly GV Pay Leg	Active Enrollees Per Leg	Weekly Cap**
Future Star	50	50	1	\$500
STAR	100	100	1	\$1,000
2 Star	100	200	1	\$1,000
3 Star	100	300	1	\$1,000
4 Star	100	400	1	\$1,000
5 Star	100	500	1	\$1,000
BRONZE	100	600	1	\$1,000
2 Star Bronze	100	700	1	\$1,000
3 Star Bronze	100	800	1	\$1,000
4 Star Bronze	100	900	1	\$1,000
5 Star Bronze	100	1,000	1	\$1,000
SILVER	100	1,100	1	\$1,000
2 Star Silver	100	1,200	1	\$1,000
3 Star Silver	100	1,300	1	\$1,000
4 Star Silver	100	1,400	1	\$1,000
5 Star Silver	100	1,500	1	\$1,000

*RANK QUALIFICATION

In order to qualify at a given rank, a Member must achieve all leg structure requirements for the preceding rank(s). For example, in order to qualify as a Gold Star, a Member must also meet the one Active Enrollee per leg requirement for a 5 Star Silver.

**WEEKLY EARNING CAP EXPLANATION

Much of the volume-paying Member commissions is shared volume, making weekly earning caps essential. Caps help assure Members receive fair and lucrative incentives, while also protecting the company. Earning caps have been implemented in all Binary/Unilevel hybrids as a safety net and are applied to all bonuses. These modern-day advances have stabilized the plan to the point that the new hybrid has no competition.

All currency conversions are determined automatically in your Team Office. Weekly caps are shown in USD.

BINARY AND UNILEVEL

Rank*	4 Week PV Minimum	Weekly GV Lesser/Pay Leg	Enroller Tree	Consecutive Weeks	Weekly Cap**
GOLD	100	1,600	1-1 Star	1	\$1,000
2 Star	100	1,700	1-2 Stars	1	\$1,100
3 Star	100	1,800	1-3 Stars	1	\$1,200
4 Star	100	1,900	1-4 Stars	1	\$1,300
5 Star	200	2,000	1-5 Stars	1	\$1,400
RUBY	200	3,000	2-5 Stars	1	\$1,500
Double	200	4,000	2-5 Stars and 1-3 Stars	1	\$2,000
Triple	200	5,000	3-5 Stars	1	\$2,500
EMERALD	200	6,000	3-5 Stars and 1-1 Star	1	\$3,000
Double	200	7,000	3-5 Star and 1-2 Stars	1	\$3,500
Triple	200	8,000	3-5 Stars and 1-3 Stars	1	\$4,000
DIAMOND	200	10,000	4-5 Stars	2	\$5,000
Double	200	20,000	5-5 Stars	2	\$10,000
Triple	200	30,000	6-5 Stars	3	\$20,000

UNILEVEL

Rank*	4 Week PV Minimum	Weekly Group Volume	Enroller Tree Separate Legs	Consecutive Weeks	Weekly Cap**
BLUE DIAMOND	200	50,000	25,000 max per leg	4	\$25,000
Double	200	100,000	50,000 max per leg	4	unlimited
Triple	200	150,000	50,000 max per leg	4	unlimited
BLACK DIAMOND	200	250,000	50,000 max per leg	4	unlimited
Double	200	500,000	75,000 max per leg	4	unlimited
Triple	200	750,000	75,000 max per leg	4	unlimited

Travel Incentives A Q

One of the best parts of being a Yoli Member is the opportunity to join us on luxury, world-class vacations. Each year, we sponsor trips to exotic locations and provide our top Members with the opportunity to earn portions of their accommodations at luxury resorts. For information about upcoming travel incentives, visit us at yoli.com/events.

Ruby Bonus* A Q

Through the Ruby Bonus, Members have the potential to earn \$300 in Yoli Bonus within a four-week period. This is a great way to compensate a Member for growing their business.

REQUIREMENTS FOR THE RUBY BONUS PROGRAM:

- Have a paid-as ranking of Ruby or higher for three out of four weeks
- Have a Personal Enrollment Tree Volume greater than 8,000 GV for three out of four weeks
- Have purchased a 400 volume order or higher at some point during the life of your Yoli account.

EXAMPLE:

The Member in this example met the Ruby Bonus qualifications 3 out of the 4 weeks.

Commission Week	400 CV Order	Ruby Rank	Group Volume (8,000)
Week 1	✓	✓	✓
Week 2	✓	✓	✓
Week 3	✓	✗	✗
Week 4	✓	✓	✓

*This bonus is awarded according to the color week calendar. For example, if you first received the Ruby bonus in a blue week, you would always receive it in a blue week.

Note: You must continue to qualify every four weeks to continue receiving the bonus.

Compensation Plan Glossary

PV/QV: Personal Volume, which comes with product you purchase yourself or generate through Preferred Customers and/or Subscribers.

CV: Commissionable Volume, which is the volume you receive from a product purchase. This is the amount upon which commissions are calculated.

GV: Group Volume, which is the total product volume purchased by a specific team or group of Members.

CARRY FORWARD VOLUME: Volume that the Member hasn't been paid on that carries into the next week as long as they remain Active.

WHOLESALE: Price available for Members and Subscribers.

RETAIL: Price recommended for sale to Customers.

AUTOSHIP: Automatic shipment of product every twenty-eight days.

MEMBER: Someone who builds a Yoli business and buys their product at wholesale price.

WELLNESS COACH: Same as a Member except this person is part of the Co-Op Marketing Program.

SUBSCRIBER: A customer who buys at wholesale price and has an Autoship.

CUSTOMER: Customer who buys at retail price either from Yoli or from a Yoli Member.

ACTIVE MEMBER: A Member who has purchased 50 PV or higher in the last month.

QUALIFIED MEMBER: A Member who has personally enrolled one Active Member on their left leg and one Active Member on their right leg.

PAID-AS RANK: The rank for which you qualify given a certain time period. This may not reflect your named rank, which will not decrease even if you no longer qualify.

FLOATING PERCENTAGES: Commission percentages, such as in the UEMB, that fluctuate due to other commission payments.

COLOR WEEK: The color a given week is assigned. There are four rotating colors: blue, orange, yellow, and green.

POWER LEG: The leg with more Group Volume at the end of the commission week.

PAY LEG/LESSER LEG: The leg with less Group Volume at the end of the commission week

Overall Payout Caps

Along with the Binary Business Center cap and the individual rank caps, there is a general payout cap of 50% of CV on the collective payout through the entire commission plan.

Compensation Plan Success and Responsibilities

Generating income as an Independent Yoli Member requires a considerable amount of time, effort, and commitment. These figures are mathematical projections based on hypothetical, optimal conditions and should not be considered guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings, whether made by Yoli or an Independent Yoli Member, would be misleading. Success with Yoli results from successful sales efforts, which requires hard work, diligence, and leadership. Your success depends on how effectively you exercise these qualities.

*The Member earnings examples are neither guaranteed, nor are they necessarily representative of the actual income, if any, that a Member can or will earn through Yoli's Compensation Plan. A Member's earnings will depend on individual diligence, work effort and market conditions.

* At times there are additional promotional incentives offered. These are not considered a direct component of the Compensation Plan and may be changed, modified, or discontinued by Yoli at any time.

*Yoli reserves the right to modify, amend, or discontinue the Compensation Plan, or any part of it, at any time.

Color Week Calendar

Yoli, LLC
2080 South Industrial Road, Suite B
Salt Lake City, UT 84104
yoli.com