

## Customer and Sales Associate Ranks:

- **Preferred Customers: (PRE's)** are those who have registered with Healing America for the right to purchase products at discount for their own use. Any and all personal purchases they make will accumulate towards future participation in the Healing America sales and compensation plan if, in the future, they choose to become Retail Sales Associates.
- **Sales Associates: (SA's)** are those who have;
  - personally purchased a \$100 in products
  - **SA's are eligible to receive if qualified;**
    - Retail sales commissions
    - 5% **BASE PAY**
- **Active Business Associate Qualifications**
  - A Business Associate who has "personal retail sales and purchases" totaling \$40 or more (at wholesale) during the previous moving month. (less than one month from "today's date") This maintains activity for Base Commission earnings only.
  - **Active Business Associate Qualifications (For MSA, ESA and SESA):**
    - A Business Associate who has "personal retail sales and purchases" totaling \$80 or more (at wholesale) during the previous moving month. (less than one month from "today's date"). This maintains activity for Base Commissions and Fast Start Commissions.
- **Managing Sales Associates: (MSA's)** are those who have;
  - Met SA qualifications (above) - and,
  - accumulated \$800 in retail sales or purchases,
    - **or** purchased a \$299.95 MSA FasTrac product pack (MBA and starter kit included)
    - **and**, have personally sponsored a minimum of two new associates

MSA's are eligible to receive if qualified;

- 20% Retail sales commissions
- **FAST START PAY** on new orders. No Fast Track Pay for re-orders
- 5% **BASE PAY**

- **Executive Sales Associates: (ESA's)** are those who have;
  - Met MSA qualifications (above) - and,
  - accumulated \$1,200 in retail sales or purchases,
    - **or** – purchased an \$599.95 ESA *FasTrac* product pack (complete business starter kit included)
    - **and** - met MSA minimum sponsorship requirements
  - **ESA'S are eligible to receive if qualified;**
    - 20% Retail sales commissions
    - **FAST START PAY** on new orders or on the sales of *FasTrac* packs
    - 5% **BASE PAY**
    - Roll up of any unpaid *FasTrac* **FAST START PAY**s from their associate group
    - Silver and Gold Crown Director Matching Bonus
  - **Active ESA Qualifications:**
    - Meets active MSA qualifications and,
    - Additional qualifications (as set forth below) for Silver and Gold Crown Director status
  
- **Senior Executive Sales Associates: (SESA's)** are those who have;
  - Met MSA qualifications (above) - and,
  - accumulated \$2,400 in retail sales or purchases,
    - **or** – purchased an \$999.95 ESA *FasTrac* product pack (complete business starter kit included)
    - **and** - met MSA minimum sponsorship requirements
  - **SESA'S are eligible to receive if qualified;**
    - 2 FREE computer income tracking centers placed directly below their 001 income tracking center themselves as an 002 and 003 income tracking centers
    - 20% Retail sales commissions
    - **FAST START PAY** on new orders or sales of *FasTrac* packs
    - 5% **BASE PAY**
    - Roll up of any unpaid *FasTrac* **FAST START PAY**s from their associate group
    - Silver and Gold Crown Director Matching Bonus
  - **Active SESA Qualifications:**
    - Meets active MSA qualifications and,
    - Additional qualifications (as set forth below) for Silver and Gold Crown Director status

### **Silver Crown Director**

.....is an **Executive Sales Associate** who has completed the following qualifications;

- (1) personally sponsored 6 SA's (or higher) (in the tracking center which is qualifying for the bonus), and
- (2) generated personal retail sales of \$200 within the previous month; and
- (3) personally earned at least one **BASE PAY** Commission check in their 001 tracking center *during the previous month*
- (4) personally earned at least \$125 from **BASE PAY** in the tracking center which is qualifying for the bonus *during the previous month*

**Silver Crown Director Bonus** When you reach this level, you receive 25% of base checks earned by the people you sponsor and all of the downline following the line of sponsorship until you reach the first downline Silver tied to you by line of sponsorship. You also receive the Silver Bonus part of the Fast Start Product Packages ordered in the same distributors group.

## **Gold Crown Director**

.....is a fully qualified **Silver Crown Director** who has completed the following qualifications;

- (1) personally sponsored 10 **Sales Associates** (or higher) (in the tracking center which is qualifying for the bonus) each of whom have reached and collected at least one (1) **BASE PAY** check in their 001 Income Tracking Center.
- (2) generated personal retail sales of \$200 within the previous month; and
- (3) personally earn at least one **BASE PAY** check in your 001 tracking center *during the previous month*
- (4) personally earned at least \$250 in the tracking center which is qualifying for the bonus *during the previous month*

**Gold Crown Director Bonuses:** When you reach this level, you receive 50% of the base checks earned by the people you sponsor and all of their downline that is tied to you by line of sponsorship until you reach the first downline that is tied to you by line of sponsorship until you reach the first downline Gold or Silver tied to you. You receive 25% of base checks of the Silvers downline checks tied to you by line of sponsorship and 50% of their base checks. You also continue to receive the 50% bonus of all the rest of the people in your downline and the Silver and Gold Bonus part of the Fast Start Product Packages ordered in that same distributors group and paid in the same ways as described above.

## **Ruby Crown Director**

.....is a fully qualified **Gold Crown Director** who has completed the following qualification;

- (1) personally earn a minimum of \$2,500 in **BASE PAY** during the previous calendar month;

**Ruby Crown Director Luxury Car Bonus:** receive up to \$300 per month towards the lease (or purchase) of the car of your choice. (must qualify two consecutive months to begin lease payments)

+ **Ruby Crown Director Bonus:** receive access to Rapid Expansion Centers as described below.

## **Emerald Crown Director**

.....is a fully qualified **Ruby Crown Director** who has completed the following qualification;

- (1) personally earn a minimum of \$5,000 **BASE PAY** during the previous calendar month;

**Emerald Crown Director Luxury Car Bonus:** receives up to \$500 per month towards the lease (or purchase) of the car of your choice. (must qualify two consecutive months to begin lease payments)

## **Diamond Crown Director**

.....is a fully qualified **Emerald Crown Director** who has completed the following qualifications;

- (1) personally sponsored a minimum of 2 Gold Crown Directors  
(in the center which is qualifying for Diamond Crown Director bonus - minimum 1 in each leg)
- (2) personally generate a minimum of \$10,000 in **BASE PAY** (in the center that is qualifying for this bonus) during the previous calendar month;

**Diamond Crown Director Luxury Car Bonus** receive up to \$1200 per month towards lease (or purchase) of luxury car of choice.

**Diamond Crown Director Bonus** participate in a corporate leadership pool up to 1% of worldwide sales.\*

**Special Diamond Crown Director Benefits:** From time to time, the company (at it's discretion) may elect to extend additional benefits to Diamond Crown Directors.

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## Compensation Plan Terms:

- **Income Tracking Center:** The term used to describe the company's act of tracking all sales activities and applying them to the particular associate for commission credit.
- **No minimum order required by a distributor to receive wholesale pricing**
- **Fast Start Pay:** Starting with the 1st person and every person after that you bring into the company, you receive a commission on the products or product packages they order. You receive a Fast Start Bonus as listed below:

### FasTrac pack Fast Start Pay

	Product Pack Sold			
	SA	MSA	ESA	SESA
<b>Seller's Rank</b>	<b>\$100.00</b>	<b>\$299.95</b>	<b>\$599.95</b>	<b>\$999.95</b>
<b>MSA, ESA, SESA</b>	<b>20%</b>	<b>\$100</b>	<b>\$200*</b>	<b>\$300*</b>
<i>* All unpaid Fast Start Pay rolls to 1st upline ESA in line of sponsorship</i>				
<b>Crown Directors split</b>			<b>\$100.00</b>	<b>\$200.00</b>
<b>Business Volume for each pack</b>	<b>\$75.00</b>	<b>\$100.00</b>	<b>\$150.00</b>	<b>\$250.00</b>

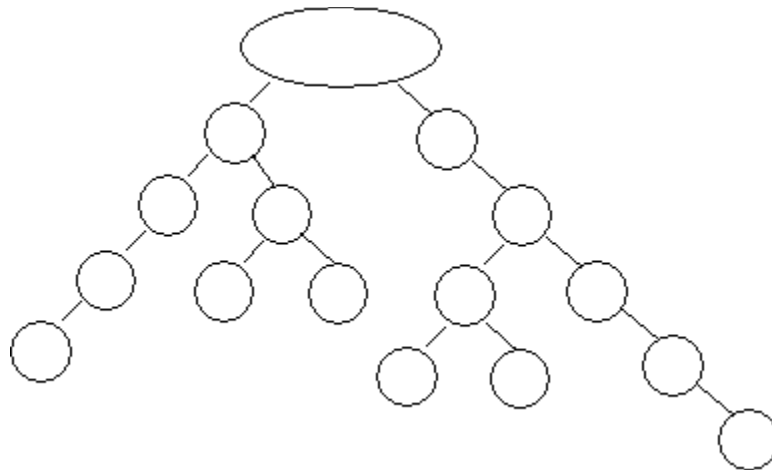
- **Business Volume (BV):** is defined to be the dollar value assigned to each product for purposes of calculating Base Pay. Business Volume is calculated at 50% of the wholesale cost of the product unless otherwise indicated. Business Volume accumulates for active income tracking centers ONLY.
- **Active Business Associate Qualifications:** A Business Associate who has "personal retail sales and purchases" totaling \$40 or more (at wholesale) during the previous moving month. (less than one month from "today's date") This maintains activity for Base Commission earnings only.
- A Business Associate (MSA or Higher) who has "personal retail sales and purchases" totaling \$80 or more (at wholesale) during the previous moving month. (less than one month from "today's date"). This maintains activity for Base Commissions and Fast Start Commissions.
- **In-Active Business Associate:** A Business Associate who has NOT met activity qualifications will go to an inactive status. At this time, volume accumulation ceases until the center is reactivated with the proper order.

- **Base Pay:** 5% of the *Business Volume* of all downline group sales, through infinity, shall be tallied at the end of each pay period for the purpose of distributing this bonus. The only stipulations other than qualified active status are:

### Example 1:

**Left Sales BV \$600**

**Right Sales BV \$1200**



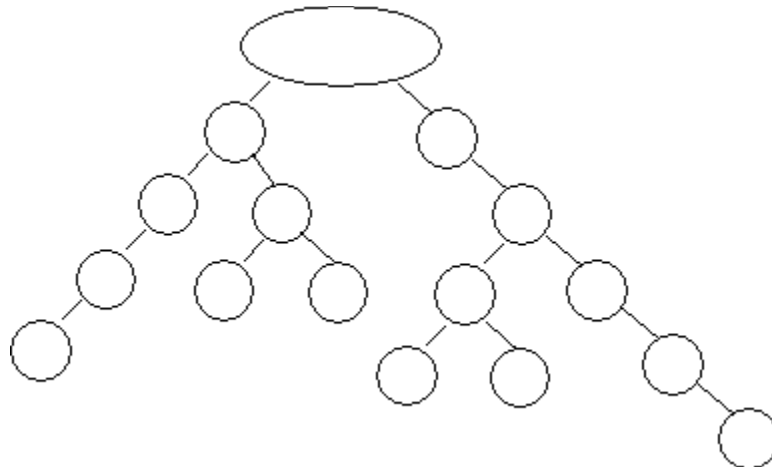
**Total 1800 BV**

**Left is 1/3 of the total so you get 5% of \$1800 BV that day on a check for \$90.**

### Example 2:

**Left Sales BV \$1000**

**Right Sales BV \$5000**



**Total \$6000 BV**

**Left is not 1/3 of total so it pays you on \$3000 BV, \$1000 from left and \$2000 from right.**

**\$3000 x 5% = \$150.00**

**You start the next pay day with \$3000 on the right.**

- This part of the plan can pay you \$1000.00 a day 5 days a week with no lost BV or BV being reset to (0) after a pay out. You can get paid 5% on every order placed in your group all the way down no matter how big your group gets. If you earn more than \$1000 a day, it carries forward to the next pay day. To receive this pay, you must be active and have 2 active personals whose orders at least \$40 during the previous 30 days.
- **Pay Period:** A pay period is completed five days per week at 5:00 pm CST. At that time, Business Volumes are tallied, commissions are calculated and distributed. ALL earnings are calculated and paid (subject to minimum check amount)
- **Unused BV:** Any Bonus Volume that cannot be paid upon today shall be rolled forward to the next pay period.
- **Commission Checks:** are calculated 5 days per week and issued once per week for accumulated earnings that exceed \$25.00.

**Easy Pay Express Orders:** Those wishing to guarantee their bonus qualifying orders, or those who wish to automatically receive their favorite products at a regular time each month, *this is the program for you.* These type orders permit savings by featuring EXTREME DISCOUNTED products of your choice with each order.

- **\$40- - \$79.99** For orders totaling between \$40.00 and \$79.99 the buyer receives no EXTREME DISCOUNTED products.
- **\$80 - \$199.99:** For orders totaling between \$80 and \$199.99, you may choose one (1) product of your choice at EXTREME DISCOUNT.
- **\$200+:** For orders totaling \$200, or more, you may select two (2) products of your choice at EXTREME DISCOUNT

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## ***Ruby Crown Director Rapid Expansion Bonus Centers explanation***

Once you have qualified as detailed above, you may choose to automatically receive a 2nd Tracking Center -- **LITERALLY PLACED ABOVE YOUR ENTIRE GROUP**<sup>1</sup>. That means that ALL of the distributors in your ENTIRE group and ALL of their ORDERS are now running up through YOUR major (or 2/3) leg in your new center. In other words, so long as your original group is continuing to produce you may NEVER have to worry about that side of your new position ever again. And yes, once you achieve Diamond Crown Director status in your new center, you will automatically receive a third Tracking Center above yourself -- and on and on.