# Beneve Achieve



At Beneve, our primary focus is on attracting, retaining, and growing our customer base. We believe in bringing together outstanding products and exceptional individuals who share our commitment to the core mission of "People Doing Good Together."

Our dedication to delivering quality is evident in our efforts to help promote healthy lifestyles for both our customers and influencers. We are driven by passion and guided by our unwavering belief in our mission. We understand that starting a business shouldn't break the bank, which is why becoming an influencer with Beneve is accessible for everyone, at just \$39.95 annually.

What sets Beneve apart is our commitment to excellence in network marketing. Unlike many of our competitors, we prioritize compensating our influencers generously, allocating a full 65% of company-wide commissionable volume to our compensation plan. Additionally, we offer our influencers unparalleled social media and business ownership protections through our innovative "Influencer Bill of Rights."

To excel in Beneve's Business model, simply focus on three key behaviors:

## Acquiring Customers. Be Coachable (Focus on Becoming a Leader). Develop Other Leaders.

By consistently practicing and duplicating these behaviors, your potential for success will only be limited by your own drive.

The pages that follow outline the Beneve Compensation Plan, and will show you how the Beneve Business model can work for you. I believe you will find it very lucrative and compelling. My hope, is that you will decide to join our mission of "People Doing Good Together", as we focus on helping individuals from all walks of life achieve both their health and financial goals!\*

I extend a warm invitation for you to join the Beneve family and explore firsthand the transformative possibilities awaiting you.

Sincerely,

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Founder & CEO



\*As a new business, Beneve, LLC lacks sufficient statistical data to provide accurate financials regarding the incomes earned by our Influencers. Therefore, the examples within this manual are solely to illustrate how the Beneve Compensation Plan works, and are not illustrative of the income you can expect to earn as a Beneve Independent Influencer. Beneve, LLC does not warrant the financial success of any Independent Influencer. Your financial success will depend on your effort and dedication, and your ability to effectively gather customers, as well as creating duplication within your team of Influencers. Earning levels or income statements (including claims such as portrayals of luxury lifestyles) discussed herein are not necessarily representative of the success or compensation that any particular Influencer will receive, and should not be construed as typical or average. The ability to earn income under the Beneve Compensation Plan depends on many factors including an individual Influencer's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a network of family, friends, and business contacts. Beneve cannot and does not guarantee any particular level of earnings. Even Influencers who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success.



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## **Simple Tips**

### FOR LAUNCHING YOUR BENEVE BUSINESS: First, take a deep breath and relax. You're not in this alone, we're here to help!

There's no need for you to be intimidated about starting your Beneve business, or even fully understanding every aspect of this compensation plan. Simply use this guide to maximize your earnings while focusing on the following Simple Success Steps:



#### Create your daily habit (Sip, Smile & Repeat!)

Start your day with our Limitless Duo, or Trio (Xcelerate Coffee/Watermelon Berry & Power of 3 capsules)!



#### Be a product, of the product.

Authenticity is critical. People love honesty and transparency, so share your story and the transformational stories of others.



Set a monthly goal to personally enroll a minimum of 10 new Customers each month, and teach your team to do the same. This simple formula is the secret to creating the foundation for the long-term success of your business!



**Coach your Customers** to help them achieve their desired results (weight loss, increased energy, and/or general health goals). Remind them that being consistent in their daily routine with our Limitless Duo, or Trio will be the key to achieving their transformational goals.



Help your happiest Customers become Influencers so they can pay for their products with the income earned from their

customers, and we're here to help you with this!



Help at least one of your personally enrolled Influencers advance to a new rank each month, and teach them to do the same with their team.

By following these simple steps on a consistent basis, you will be well on your way to building a successful Beneve business!





## COMMISSIONABLE VOLUME SPLIT

## **13** Ways To Earn

Within the Beneve platform, Influencers are empowered with **13 distinctive methods** for earning income, each offering unique opportunities for financial growth and sustainability.

#### **Customer Referral Rewards**

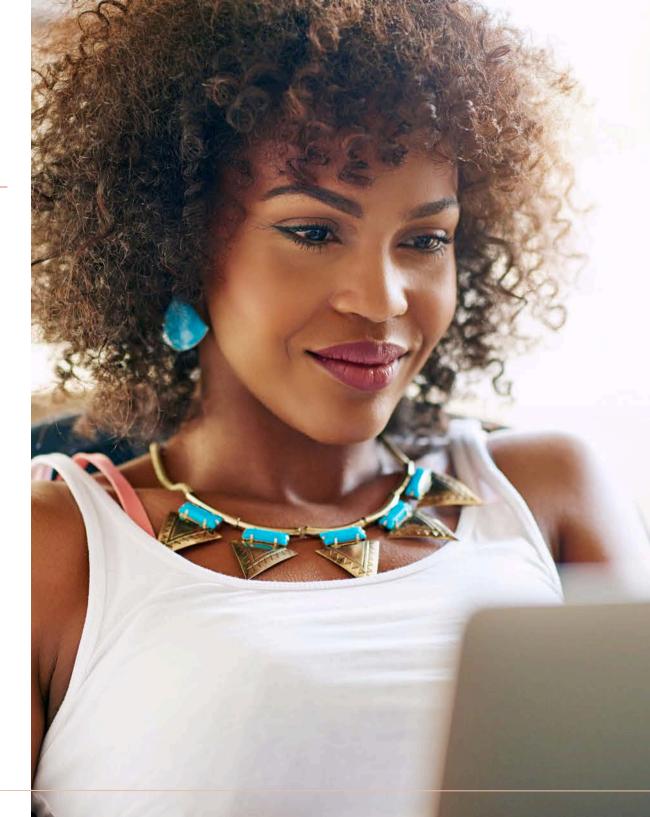
#### Earn when you personally enroll Customers and support them:

- New Customer Bonus (NCB)
  Customer Retention Bonus (CRB)
- 3. Limitless Xperience Seller Bonus

#### **Team Building Rewards**

#### Earn when you build a team of Influencers who personally enroll Customers and support them:

- 4. Limitless Xperience Upline Commissions5. Fast Start Bonuses (FSB)6. Power of 3 Xcelerator Bonuses (First 90 Days)
- 7. Unilevel Commissions
- 8. Unilevel Check Matching Bonuses
- 9. Rank Advancement Bonuses
- 10. Lifestyle Bonus
- 11. Health Benefit Bonuses
- 12. Star Pool Bonus
- 13. Ambassador Pool Bonus



## CUSTOMER PRICING

Customers purchase products either directly from an Influencer or through the Influencer's replicated website. If a purchase is made on an Influencer's replicated website, the Influencer will receive a 50% New Customer Bonus (NCB) on the retail price of the product(s) purchased.

Retail Customers may elect to become Preferred Customers by setting up an automated "Subscribe & Save" monthly Autoship. Preferred Customers receive a 10% discount off the suggested retail price, beginning with their second order.

As an Influencer, you will receive ongoing commissions from your Preferred Customers product orders via the Customer Retention Bonus (CRB).



\*Includes Shipping

\$19.95



The key to growing your business is gathering customers!!! Below is a simple example of how powerful duplication can be...



With tens of thousands of customers experiencing life-changing transformations, we would like to introduce you to just a few who have chosen to change their lives with a simple switch to our Xcelerate coffee or energy drink. Julso our P3 daily supplement.



Results may vary, but will be enhanced if taken in conjunction with a healthy diet and exercise program.

Change your life

Get Happy! Get Healthy! Start your "4-Day LIMITLESS Xperience" today!!!



In today's crazy stress-filled world, your body needs ALL the support it can get. With the proper supplementation that Xcelerate beverages and the Power of 3 provide, your body will be thanking you from the inside out.

Get your A-game BACK with Xcelerate beverages!

Get your BRAIN focused with P3 and start feeling positive again!
 Get your BODY fit and start achieving your weight loss goals!

The one-two punch of our Xcelerate Beverages and Power of 3 provides a full spectrum of benefits: craving control, focus, energy, stress reduction, better sleep, enhanced creativity, recovery, immune support, endurance and so much more.

Once you experience it, you'll never wont to be without it

LEVEL	# OF SAMPLES	COMMISSION PER LEVEL	<b>6</b> SAMPLES MONTHLY	COMMISSION ON 6 SAMPLES	<b>10</b> SAMPLES MONTHLY	COMMISSION ON 10 SAMPLES	
0	YOU	\$5	6	\$30	10	\$50	
1	3	\$1	18	\$18	30	\$30	
2	9	\$1	54	\$54	90	\$90	
3	27	\$1	162	\$162	270	\$270	
4	81	\$1	486	\$486	810	\$810	
		Total	726 =	\$750	1206 = \$1250		

\*\$5.00 seller bonus = <u>Paid Weekly</u>

\*\$1.00 enrollment tree bonus, paid out on 4 levels = <u>Paid Monthly</u>

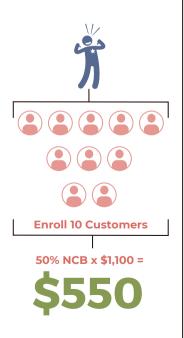
## **NEW CUSTOMER BONUS** Earn 50% on your NEW Customer orders every month! How it works:

When you enroll a NEW Customer, you will receive a 50% Bonus<sup>\*</sup> on the Retail price of every product order placed during their first 30 days (paid weekly)! Plus, you'll receive an ongoing <u>Customer Retention Bonus (CRB)</u> (paid monthly), thereafter whenever your Customer(s) place another product order. See page 10 for details on CRB.

\*\*Below are hypothetical examples based on specific numbers. Your customer gathering numbers will of course vary, as will your earnings.

#### MONTH 1

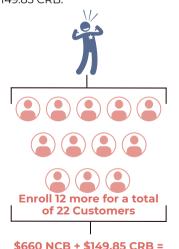
Acquire 10 New Customers ordering a Duo (full retail \$110.00) = \$1,100.00 in retail sales. You earn a 50% NCB on \$1,100.00 (50% x \$1,100.00) = \$550.00 Retail Profit.



#### MONTH 2

Acquire 12 more New Customers ordering a Duo. You earn 50% NCB = \$660.00 Retail Profit.

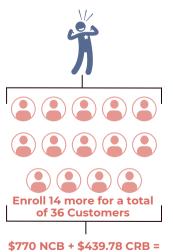
Plus, your 10 customers from month 1 reorder duos again (\$99.95 Subscribe & Save) 15% CRB on \$999.05 (15% x \$999.05) = \$149.85 CRB.



#### MONTH 3

Acquire 14 more New Customers ordering a Duo. You earn 50% NCB = \$770.00 Retail Profit.

Plus, your 22 customers reorder duos again (\$99.95 Subscribe & Save) 20% CRB on \$2,198.09 (20% x \$2,198.09) = \$439.78 CRB.



### **\$1.209**<sup>7</sup>

#### MONTH 4

Acquire 10 more New Customers ordering a Duo. You earn 50% NCB = \$550.00 Retail Profit.

Plus, your 36 customers reorder duos again (\$99.95 Subscribe & Save) 30% CRB on \$3,598.02 (30% x \$3,598.02) = \$1,079.46 CRB.



\*NCB product orders that payout a 50% Retail Bonus have a reduced Unilevel Commissionable Volume (UCV) assigned to them for unilevel commission calculations.

While Unilevel

Commissionable Volume (UCV) is reduced on NCB product orders, the full commissionable volume will be applied to both GV and QRV for Rank Qualification calculations. The aforementioned volume categories will be reflected within an Influencer's Business Progress page in their back-office.

## CUSTOMER RETENTION BONUS

Beginning in your Customer's 2nd month and thereafter, you will earn a "Customer Retention Bonus" (CRB) on their reoccurring monthly product orders. This is yet another way we reward you for gathering, supporting, and most importantly, retaining your customers. Your CRB earning percentage will scale higher as an increasing reward for how well you retain your customers each month. <u>New Customer Bonus (NCB) orders, as</u> <u>well as reoccurring customer orders are BOTH used to determine your</u> <u>total number of customers for CRB % payout determination.</u>

Active Customers Enrolled by You	Customer Retention Bonus (CRB)
1-10	You Earn 15%
11-30	You Earn 20%
31+	You Earn 30%

#### \*Note: CRB product orders are paid at full UCV

#### Example: Based on 30% CRB (Duo orders):

You have gathered and retained 36 Personally Enrolled Customers who each order a Duo (\$99.95) monthly. (36 x \$99.95) for a total of \$3,598.20 x 30% = \$1,079.46 CRB

\*Hypothetical example based on specific numbers. Your customer gathering numbers will of course vary, as will your earnings.

Your goal is to now continue increasing the number of customers each month, as there is no limit to the amount you can earn on their reoccurring orders each month.



All business builder enrollment packs are designed to help new Influencers have enough product on hand to sample Beneve's exciting products with others.







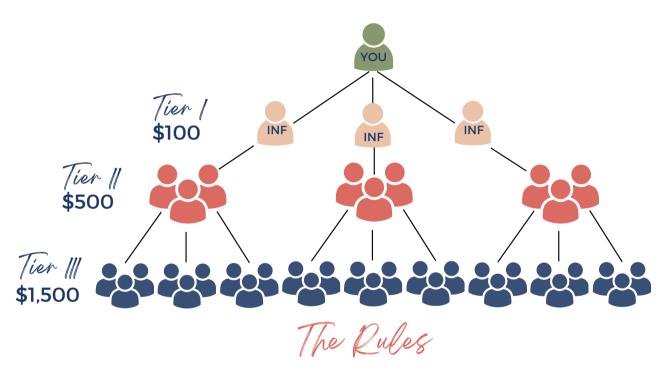
\*For QRV purposes, enrollment packs are a 1 point to 1 dollar ratio.



are paid to the sponsoring Influencer.

After the first 30 days, no FSB is paid on pack orders; However, the UCV is increased as follows \*"Do Good" Pack to 160 UCV and on the \*"Do More" Pack to 320 UCV.

## PONER OF 3 Celerator 90 Day Dash FOR CASH!



- 1. Any Influencer wishing to participate in the Power-of-3 promotion must maintain a minimum of 80 PV (Personal Volume) monthly.
- 2. The Power of 3 Xcelerator Bonus may be earned during your first 90 days, following your date of enrollment with Beneve (90 day rolling calendar). Example: You enroll on May 15th, your first 30 days ends on June 14th, 11:59pm PST and so on for your first 90 days.
- 3. If a qualifying Influencers product order is returned during any qualifying month, it will result in the retraction of the Power of 3 Xcelerator Bonus earned.
- 4. Power of 3 Xcelerator Bonus will be paid monthly on or before the 15th of the following month after which it was earned.
- 5. Power of 3 Xcelerator Bonuses are NOT cumulative. An Influencer may earn either Tier I (\$100), Tier II (\$500), or Tier III (\$1,500), during any 30 day period within the total 90 day time frame.
- 6. Influencers are NOT permitted to use any form of a reward to entice an individual to enroll with Beneve, nor are they permitted to use any form of their own money (credit card etc.), to pay for an Influencer(s) product purchase(s).

\*EARN UP TO \$4,500.00 FROM THE "POWER OF 3 XCELERATOR" IN YOUR FIRST 90 DAYS!!!

In order to qualify for the Tier I bonus (\$100.00), an Influencer must have met the following performance criteria: Enroll a minimum of three (3) new personally sponsored Influencers with a "Limitless Trio" product order (120 UCV), or any larger product order, including the Do Good, Do Better, or Better Together Packs within the same calendar month. Minimum Requirement: 3 NEW Influencers with "Limitless Trio" orders = 360 UCV within the same calendar month.

### Tierll

tier

tier

In order to qualify for the Tier II bonus (\$500), an Influencer must have met the following criteria: Help your three (3) newly enrolled Influencers, EACH enroll three (3) NEW Influencers (Total of 9 Influencers on your 2nd Level), with "Limitless Trio" product orders (120 UCV), or any larger product order including the Do Good, Do Better, or Better Together Packs. **Minimum Requirement: 9 NEW Influencers with "Limitless Trio" orders = 1,080 UCV within the same calendar month.** 

In order to qualify for the Tier III bonus (\$1,500), an Influencer must have met the following criteria: Help nine (9) of your 2nd Level newly enrolled Influencers (Tier II), EACH enroll three (3) NEW Influencers (Total of 27 Influencers on your 3rd Level), with "Limitless Trio" product orders (120 UCV), or any larger product order including the Do Good, Do Better, Better Together Packs. Minimum Requirement: 27 Influencers with "Limitless Trio" orders = 3,240 UCV within the same calendar month.



## THE MOST POWERFUL Unilevel Pryout in the Industry

			PAID AS RANK	Influencer	Star	Rising Star	1 Star	2 Star	3 Star	4 Star	5 Star	6 Star	7 Star	Ambassador	Crown Ambassador
		Minir	num Monthly PV	80	80	80	80	80	100	100	100	100	100	100	100
		Minim	um Monthly GV	N/A	1,000	2,500	5,000	10,000	15,000	35,000	80,000	180,000	350,000	600,000	900,000
		Ad	ctive Customers	N/A	1	2	3	4	5	5	6	6	7	7	7
	Maximum UCV % by Leg		N/A	100%	100%	90%	80%	70%	60%	50%	40%	35%	35%	35%	
Maximum Volume by Leg		N/A	N/A	N/A	4,500	8,000	10,500	21,000	40,000	72,000	122,500	210,000	315,000		
$\succ$	Ma	ax Unilevel	& Check Match	\$500	\$1,000	\$2,000	\$3,000	\$5,000	\$8,000	\$15,000	\$25,000	\$50,000	\$80,000	\$120,000	Unlimited
PAID MONTHLY		1st	10%	10%	10%	10%	10%	10%	10%	10%	5%	5%	3%	1%	
	- - - -	 2nd		5%	7%	7%	7%	7%	7%	7%	5%	5%	3%	1%	
		 3rd			5%	9%	9%	9%	9%	7%	7%	7%	7%	7%	
NO N			4th				5%	7%	7%	7%	7%	7%	7%	7%	7%
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7	PAID N	PAID	6th						3%	5%	7%	7%	7%	7%	7%
P/			 7th							3%	5%	7%	7%	7%	7%
	NTA(	8th								3%	5%	5%	7%	7%	
	PERCENTAGE	9th									3%	3%	5%	7%	
			10th										3%	3%	7%
		•	11th											3%	5%
			12th												3%



## 2-Star & Above

**Level 1 = 15% on Unilevel Commissions** (Your Personally Sponsored Influencers)

## **3-Star & Above**

**Level 2 = 10% on Unilevel Commissions** (Your Personally Sponsored's Directs)

## **4-Star & Above**

**Level 3 = 5% On Unilevel Commissions** (Your Personally Sponsored's Direct-Directs)



# RANK Qualifications

Refer to the table for minimum monthly requirements on Qualified Rank Volume (QRV), which may also be viewed within your back office, on your business progress page.

Active Customer = a 42 UCV or higher order

\*New Customer Bonus (NCB) product orders with reduced Unilevel Commissionable Volume (UCV), will be counted as active customers for rank qualification calculations. Additionally, while UCV is reduced on NCB product orders for Unilevel commission calculations, the full UCV will be applied to both GV and QRV.

**Note:** Your Personal Volume (PV) <u>does not</u> count toward QRV requirements. See page 28 for complete PV details.

While Influencers will be recognized at their highest achieved lifetime rank, monthly commissions, and bonuses will be based on an Influencer's "Paid-As" Rank.

RANK	PV	PERSONAL ACTIVE CUSTOMERS	REQUIRED GROUP VOLUME	MAX GV FROM ANY ONE LEG TOWARDS QRV REQUIREMENTS		
Influencer	80	N/A	N/A	NO LIMIT		
Star	80	1	1,000	NO LIMIT		
<b>Rising Star</b>	80	2	2,500	NO LIMIT		
1 Star	80	3	5,000	4,500		
2 Star	80	4	10,000	8,000		
3 Star	100	5	15,000	10,500		
4 Star	100	5	35,000	21,000		
5 Star	100	6	80,000	40,000		
6 Star	100	6	180,000	72,000		
7 Star	100	7	350,000	122,500		
Ambassador	100	7	600,000	210,000		
Crown Ambassador	100	7	900,000	315,000		

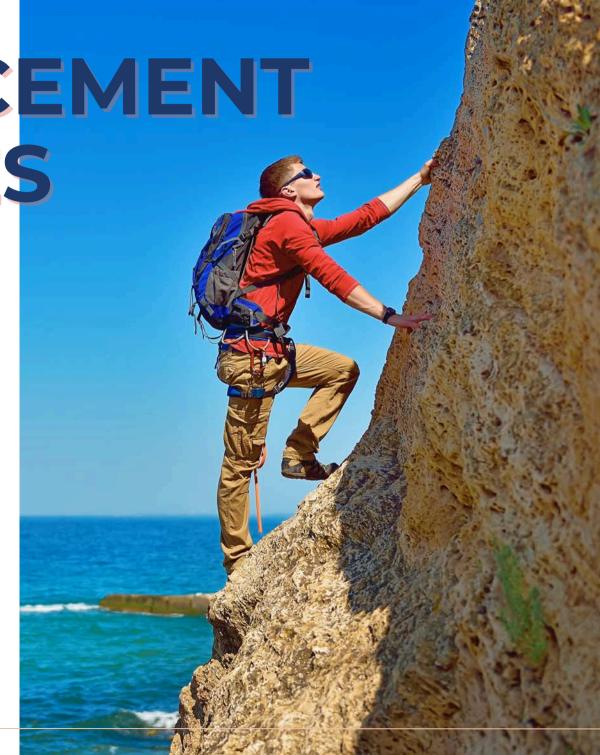
\*Each customer acts as an Enrollment Tree Leg.

## \$513,500° X ADVANCEMENT BONUSES

While Customer gathering is the name of the game, Beneve believes that it's important to celebrate your team-building successes with a very lucrative Rank Advancement Bonus program.

#### Bonuses you can earn!

You have the opportunity to earn \$513,500 in Rank Advancement Bonuses! Each time you advance in rank from Star through Crown Ambassador, you will earn a one-time Rank Advancement Bonus. There are 11 Bonuses available ranging from \$100 at Star to \$250,000 at Crown Ambassador, for a total of \$513,500 in Rank Advancement Bonuses. These bonuses are cumulative, so you can earn multiple Rank Advancement Bonuses each month!



## EARLY RANK ADVANCEMENT BONUSES

Rank Advancement Bonuses are designed to reward team building. You may rank advance without receiving the Rank Advancement Bonus if you fail to meet the following requirements.

<u>ONLY</u> Enrollment Tree leg volume will be used for bonus qualification. Upline placement of Influencers below you (Placement Tree volume) will not be considered for bonus qualifications. \*The use of Enrollment Tree volume alone, ONLY applies to Star through 2-Star ranks.

Star = \$100 Rising Star = \$200 1 Star = \$300 2 Star = \$400

#### Above listed bonuses are one time and cumulative.

Rank Advancement Bonus Stipulation For Star through 2-Star: The reason we only use Enrollment Tree volume for Rank Advancement Bonus qualifications in early ranks (Star through 2-Star), is to prevent an Influencer from unfairly receiving the benefit of a Rank Advancement Bonus without enrolling Customers and/or Influencers into their organization. The generosity of the Placement Tree, wherein an upline may place Influencers below another Influencer could potentially trigger Rank Advancement, as well as Rank Advancement Bonuses without an Influencer personally contributing to their organization.

## RANK ADVANCEMENT

### **BENEVE & ACHIEVE**

As you rank advance within the designated time frames shown, you'll earn Rank Advancement Bonuses. You can achieve any given rank PRIOR to the stated time frame and earn bonuses sooner. If you rank advance AFTER the designated time frame, you will miss the opportunity to earn the rank bonus. All bonuses are cumulative, so you have the opportunity to advance through multiple ranks and earn multiple bonuses during any given month.



Rank Advancement Bonuses are paid on or before the 15th of the following month after which they are earned.

\*Must maintain "Paid-As" rank each month to qualify to receive bonus disbursement. If qualification(s) for any given rank is missed, the Influencer forfeits that month's bonus disbursement. Rank bonuses are cumulative. Get rewarded with Rank Advancement Bonuses as you **achieve & maintain** the ranks shown within the designated time frame

RANK	TIME FRAME AVAILABILITY	RANK BONUS	PAYOUT TIME FRAME		
Star	3 Months	\$100	1 Month		
Rising Star	6 Months	\$200	1 Month		
1 Star	9 Months	\$300	1 Month		
2 Star	12 Months	\$400	1 Month		
3 Star	18 Months	\$2,500	2 Months		
4 Star	24 Months	\$10,000	4 Months		
5 Star	No Limit	\$25,000	8 Months		
6 Star	No Limit	\$50,000	12 Months		
7 Star	No Limit	\$75,000	15 Months		
Ambassador	No Limit	\$100,000	18 Months		
Crown Ambassador	No Limit	\$250,000	24 Months		

example

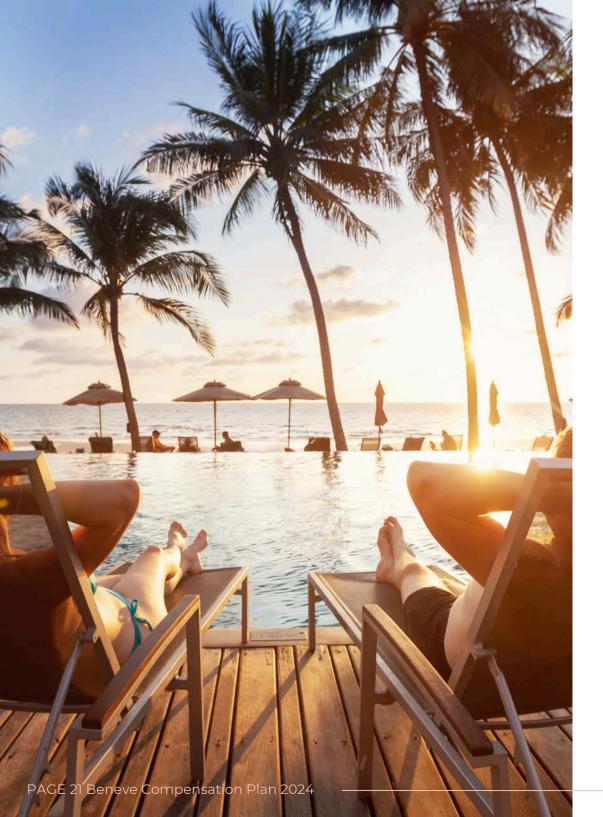


MAINTAIN 5-STAR RECEIVE BONUS \$\$\$ RECEIVE BONUS \$\$\$

Rank Advancement Disbursement: You achieve 5-Star and qualify to

earn the \$25,000 Rank Advancement Bonus, which is paid out over 8 months. For each month you maintain "Paid-As" 5-Star rank, you will receive a disbursement of \$3,125. If however, you fail to maintain "Paid-As" 5-Star during any given month over the 8 month payout, you will forfeit that month's disbursement. Please refer to the calendar images above for a visual example.

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Each month that your "Paid as Rank" is 3-Star through 7-Star, you will earn a Lifestyle Bonus. This bonus is an ongoing monthly reward for your hard work, as we want you to enjoy the fruits of your labor!

3-Star = \$300 4-Star = \$600 5-Star = \$900 6-Star = \$1,2007-Star = \$1,500

\* "Paid-As" Rank.



If an Influencer is enrolled in our crowd-funded health benefits program and has achieved any of the below qualifying ranks, they will be eligible to receive a monthly Health Benefits Bonus up to:

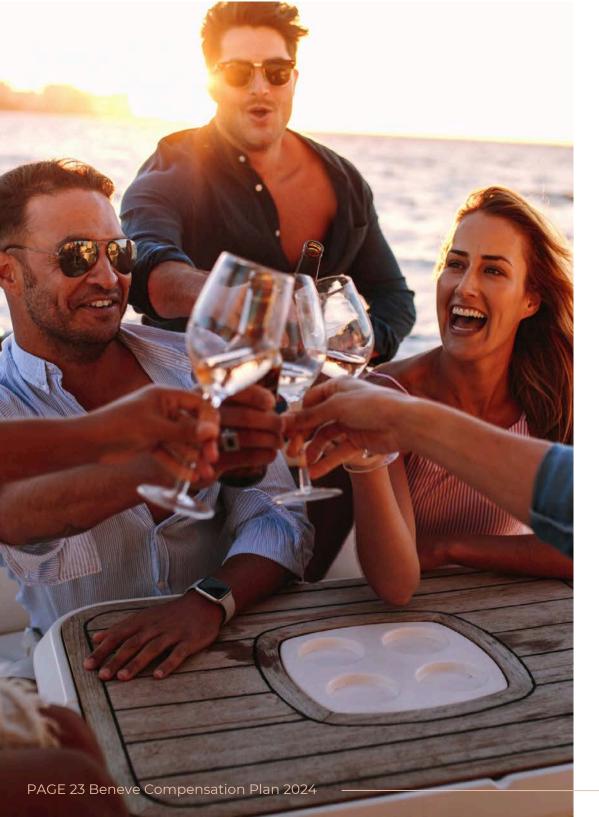
3-Star = \$50 4-Star = \$150 5-Star = \$300 6-Star = \$450 7-Star = \$600 $\xi$  above

Build a business with Beneve and based on your rank, we'll either pay a portion, or all of your healthcare coverage costs within the Beneve Health Benefits program. This is just one more example that sets Beneve apart from **ALL** other companies!

\*Please note: This is a reimbursement bonus that requires that you first pay your monthly health benefits coverage fee.

\* "Paid-As" Rank.







## Star Pool

Influencers who achieve and maintain the rank of 4-Star, 5-Star, 6-Star, & 7-Star, share in 1% of total companywide Commissionable Volume sales.

**Payout is weighted by rank as follows:** 4-Star = 10% 5-Star = 20% 6-Star = 30% 7-Star = 40%

## **Ambassador Pool**

Influencers who achieve and maintain the rank of Ambassador & Crown Ambassador, share in a separate 1% bonus pool of total companywide Commissionable Volume sales each month.

**Payout is weighted by rank as follows:** Ambassador = 35% Crown Ambassador = 65%

\*Based on your "Paid-As" rank each month, you will qualify to be paid from either the Star or Ambassador Pool.

## INCENTIVE TRIPS

## SO GET READY TO HAVE The time of your life!

In addition to Beneve's incredibly generous Compensation Plan, our Founder and CEO strongly believes in continuously rewarding high-performing Influencers with luxury incentive trips.

Get ready for incredible trips around the world where you'll build memories to last a lifetime!

## WEEKLY COMMISSIONS

#### What is paid weekly?

- New Customer Bonuses (NCB)
- Fast Start Bonuses (FSB) on Business Builder Enrollment Packs
- Limitless Xperience Seller Bonuses

#### **Requirements:**

Be an Influencer In Good Standing

Weekly pay periods begin on Friday at 0001 (PST) and end on Thursday at midnight (PST). Weekly bonuses (NCB and Fast Start Bonuses), are paid on the following week's commission run.



## MONTHLY COMMISSIONS & BONUSES

#### What is paid monthly?

- Limitless Xperience Upline Bonuses (4 Level)
- Customer Retention Bonuses
- Power of 3 Xcelerator Bonuses
- Unilevel Commissions
- Unilevel Check Matching Bonuses
- Rank Advancement Bonuses
- Lifestyle Bonuses
- Health Benefit Bonuses
- Star Pool Bonuses
- Ambassador Pool Bonuses

Monthly commissions, and or bonuses, are paid on or before the 15th of the following calendar month in which they were earned in.

#### **Eligibility Requirements:**

80 PV or 100 PV **(Rank Based),** Influencer in Good Standing. See page 28 for PV details.



# BENEVE DETAILS & DEFINITIONS

ACTIVE CUSTOMER: 42 UCV or higher orders (includes reduced UCV New Customer Bonus orders), within any monthly period.

COMMISSION QUALIFIED INFLUENCER: Influencer In Good Standing with a Current product order of 80 PV or 100 PV (based on rank requirement).

CUSTOMER RETENTION BONUS (CRB): Beginning in your Customer's 2nd month and thereafter, you will earn a "Customer Retention Bonus" (CRB) on any product orders. This is yet another way we reward you for gathering, supporting, and most importantly, retaining your Customers. Your CRB earning percentage will scale higher as an increasing reward for how well you retain your Customers each month. New Customer orders, as well as reoccurring Customer orders are BOTH used to determine your total number of customers for CRB % payout determination. Additionally, unlike NCB orders, which have a reduced commissionable volume, all CRB product orders receive full commissionable volume.

DOWNLINE: All customers and Influencers within both your enrollment and placement trees.

1. ENROLLMENT TREE DOWNLINE: All personally sponsored Influencers within your Enrollment Tree and their personally sponsored Influencers, and so on One of the unique features of our compensation plan is that each customer counts as an individual enrollment tree leg. This means that a large customer gatherer, has the opportunity to attain our highest rank (Crown Ambassador) without the need of enrolling even a single Influencer.

**2. PLACEMENT TREE DOWNLINE:** Influencers who are placed into your organization by an upline Influencer.

\*Each time you enroll/sponsor a new Influencer, you create a new "leq" or "line of lineage" within your enrollment tree. A notable exception to this rule; is when you "place" a personally sponsored Influencer below another personally sponsored Influencer (via placement tree). This action does **NOT** create a new "leg" or "line of lineage". This is why your use of the "placement tree" must be strategic, as you will need at least 3 legs/lines of lineage to maximize the compensation plan. Each "leg" or "line of lineage" encompasses the entire team/organization (whether that represents 3 or 5,000), below each of your personally sponsored Influencers.

**ENROLLMENT TREE VOLUME (ETV):** The total volume generated by your Enrollment Tree during any given period within a calendar month.

FAST START BONUS (FSB): Bonus paid to Influencers Sponsor on Business Builder Enrollment Packs purchases made within the first 30 days following an Influencer's enrollment.

GROUP VOLUME (GV): The total volume generated from product purchases throughout your entire enrollment and placement tree (downline). Your GV resets to zero on the first day of each month to begin tracking new product orders.

**INFLUENCER:** Independent contractor who has enrolled with the \$39.95 Beneve Virtual Business Suite.

# BENEVE DETAILS & DEFINITIONS Continued

**IN GOOD STANDING:** You must be In Good Standing Status with Beneve to receive commissions/bonuses and access your Beneve virtual business suite. To maintain your business In Good Standing, you will be required to pay \$39.95 annually for your virtual business suite. After 60 days without paying your annual renewal fee, you will NOT be In Good standing and will lose your ability to receive commissions/bonuses and run your business until you pay the annual fee. After a period of 180 days passes without payment of your annual renewal fee, your position will be terminated.

JOIN MONTH: The calendar month that an Influencer joins Beneve.

**LEVEL:** A term that describes a genealogy placement within the Unilevel structure of an Influencer. Influencers sponsored by you may be positioned "directly below you" on your 1st level (Level 1), as ALL of your personal customers are automatically positioned, or you may elect to position a new Influencer up to Four (4) Levels Deep within your Unilevel structure. If you position your new Influencer below your 1st Level, you will still retain sponsorship of said Influencer for purposes of "enrollment tree leg" volume for rank qualification and Unilevel Check Matches.

LIFETIME RANK: Your Lifetime Rank is your highest attained rank during your tenure with Beneve.

**NEW CUSTOMER BONUS (NCB):** When you enroll a NEW Customer, you will receive a 50% Bonus on the Retail price of every product order placed during their first 30 days (paid weekly)!

**PAID-AS RANK:** You will retain your highest earned rank title indefinitely. However, if you don't meet the specified maintenance requirements for that rank in a pay period, you will be "Paid-as" the rank for which you did qualify.

PERSONALLY SPONSORED: Any individual or business entity, customer(s), or Influencer(s) that you enrolled with Beneve.

PERSONAL CUSTOMER VOLUME (PCV): The total volume generated (included in your GV) from your personal customer's product orders.

**PERSONAL VOLUME (PV):** The volume associated with product orders you place through your influencer account. While you have PV requirements directly associated with given ranks, you may use your personal customer's order volumes to offset a portion of your PV requirements above the 40 PV threshold. <u>Example:</u> 1-Star requires the Influencer to have an 80 PV order. Customer order volume can account for 40 of the 80 PV, the same is true for upper ranks.

PLACEMENT TREE ORGANIZATIONAL VOLUME (PTOV): The total monthly volume generated by your Placement Tree.

# BENEVE DETAILS & DEFINITIONS Continued

PREFERRED CUSTOMER (PC): A customer who has selected "Subscribe & Save".

**QUALIFIED RANK VOLUME (QRV):** This is a report within the "Business Progress" section of your back office. It shows the amount of volume from your organization that may be counted towards your "Paid-As" Rank in a monthly commission period. This works around the amount of volume that may be used from any one leg/line of lineage towards Rank Qualification. <u>Please note: GV and QRV may not show the same volume if you have reached a volume cap</u> threshold within any given leg (review page 16 for volume leg caps by rank), as this will prevent further volume accumulation within your QRV report.

**RETAIL CUSTOMER:** A customer who is paying the Suggested Retail Price for a product and contributes to your overall Personal Customer Volume (PCV).

**SAMPLER SELLER BONUS:** Each 4-Day Limitless Xperience Sampler pays a \$5 bonus to the Influencer that sells the sample.

SAMPLER ENROLLMENT TREE BONUS: Each 4-Day Limitless Xperience Sampler pays out \$4 (\$1 per level) through 4 levels of the seller's upline.

**SPONSOR:** The Influencer who introduces a customer and/or a business prospect (that becomes an Influencer) to Beneve.

SUGCESTED RETAIL PRICE (SRP): This is the dollar value recommended by Beneve for each of its products when sold to a retail customer.

**UNILEVEL COMISSIONABLE VOLUME (UCV):** Each of Beneve's products has a specific commissionable volume (CV) assigned to it. The CV of a product is used to calculate Unilevel commissions. UCV

**UPLINE:** Every Influencer above you within a given genealogy structure.

**1. ENROLLMENT TREE UPLINE:** An Infleuncer's Enroller and their Enroller and so on until the beginning of the Enrollment Tree is reached.

2. PLACEMENT TREE UPLINE: The Influencer who is positioned directly above a "Placed" Influencer.

Any Influencer sponsored by your upline, but positioned below you, or another Influencer within your genealogy. Likewise, you may elect to place/position a new Influencer up to Four (4) Levels Deep within your Unilevel structure. If you position a personally sponsored Influencer below your 1st Level, you will retain sponsorship.

\*As a new business, Beneve, LLC lacks sufficient statistical data to provide accurate financials regarding the incomes earned by our Influencers. Therefore, the examples within this manual are solely to illustrate how the Beneve Compensation Plan works, and are not illustrative of the income you can expect to earn as a Beneve Independent Influencer. Beneve, LLC does not warrant the financial success of any Independent Influencer. Your financial success will depend on your effort and dedication, and your ability to effectively gather customers, as well as creating duplication within your team of Influencers. Earning levels or income statements (including claims such as portrayals of luxury lifestyles) discussed herein are not necessarily representative of the success or compensation that any particular Influencer's business, social, and sales skills; personal ambition and activity; availability of time and financial resources; and access to a large network of family, friends, and business contacts. Beneve cannot and does not guarantee any particular level of earnings. Even Influencers who dedicate a significant amount of time, effort, and personal funds may not achieve a meaningful level of success.