

SIMPLE. SMART.
POWERFUL.

NUTRISAIL  **2017**
REFERRAL BONUS PLAN



Ready to be rewarded for your referral efforts? Welcome to the Nutrisail Referral Bonus Plan.

In this easy-to-understand guide, you'll learn...

1. How to get started today absolutely free.
2. How Nutrisail bonuses are calculated and awarded.
3. The different ways to earn cash bonuses in the Nutrisail Referral Bonus Plan.
4. How to maximize earnings by sharing Nutrisail products and this new, exciting opportunity with others.

Brand Fans—Nutrisail’s ambassadors!

The Nutrisail Referral Bonus Plan is powered by our Brand Fan membership program. This program is for anyone who has tried or uses our products, had a positive experience, and wants to share it with others...and earn cash for doing so. One more thing—Brand Fans save on every order and will always pay the lowest price!

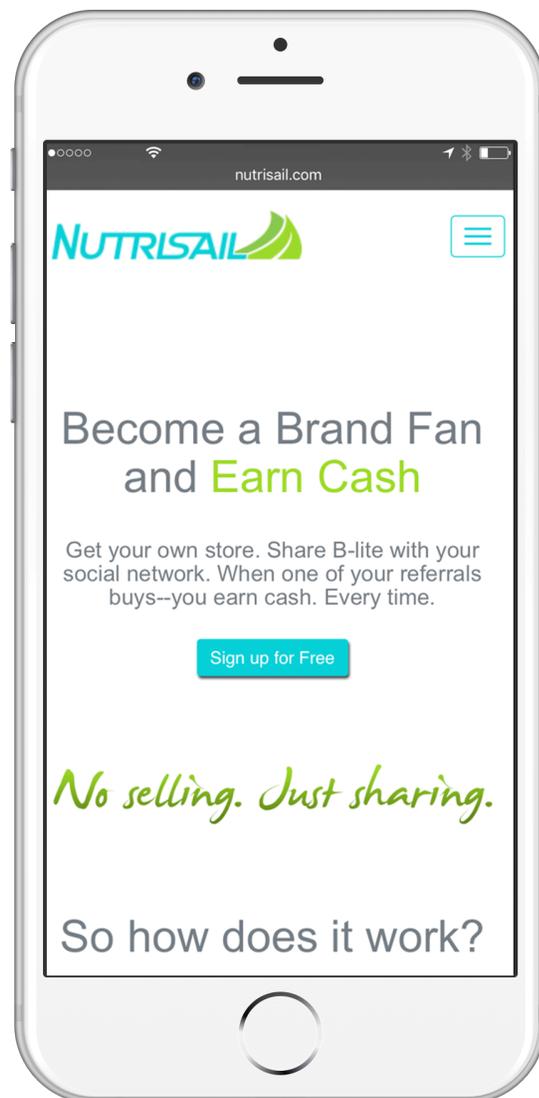
How do I become a Brand Fan?

You are likely reading this information because someone you know shared this opportunity with you. Go to their site—if you aren’t already there—and register as a new Brand Fan. It’s quick, easy and

Once you’ve enrolled, you’ll have your own replicated Nutrisail promotional website and you’ll be able to login to our cloud-based, mobile-ready Brand Fan web application where you can share your personal website with others using email, sms, or your social media accounts.

As a Brand Fan.....

- You will receive a discount on all Nutrisail products and product packages.
- You get your very own Nutrisail replicated website with a unique url.
- You get a state-of-the-art online Brand Fan online portal where you can share and promote your repli Fans, make personal orders, view your referral network, check your bonuses and much, much more.
- You can earn bonuses with the Nutrisail Referral Bonus Plan just by sharing Nutrisail with others



Read on to learn how Brand Fans make money with Nutrisail...

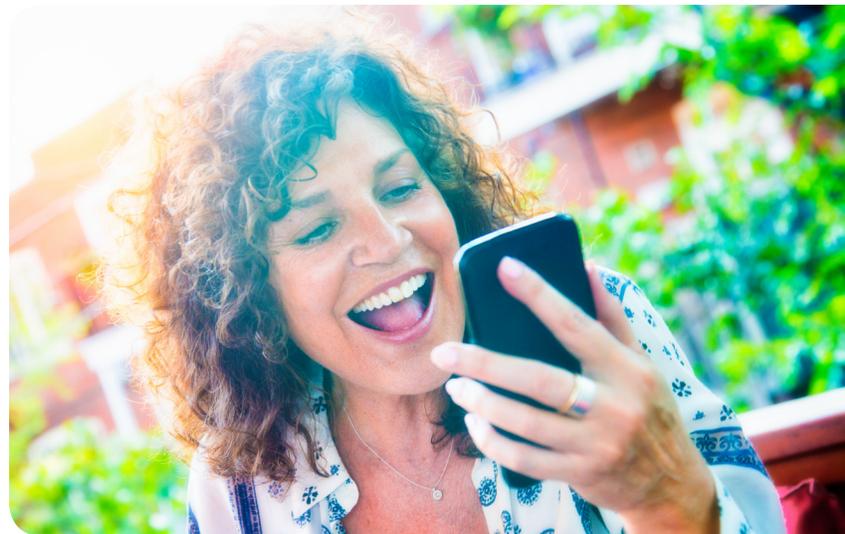
Nutrisail Referral Bonus Plan Simple. Smart. Powerful.

Nutrisail is making waves and changing-course from the tiresome, predictable, over-hyped direct sales gigs that have driven dynamic people away from the industry over the last decade. Fueled by a small line of products that are changing lives, Nutrisail offers a fresh, fun, exciting money-making opportunity by adapting software—and support—to today’s smartphone-wielding, social-sharing, undiscovered leaders and network veterans alike.

This guide will walk you through Nutrisail’s innovative opportunity plan that has people feeling good and having fun again! Here’s an overview of the 2017 Nutrisail Referral Bonus Plan...

Affiliate Referral Bonus Plan

We pay out 21% of an order’s PV value in Affiliate Referral Bonuses on every single product order that comes through our system. Depending on your current rank, you will earn up to 21% on any orders placed by customers on your replicated Nutrisail website or personal orders made by Brand Fans that are in your personal referral group. This part of the bonus plan is based on personal referral and there is no limit to the number of people you can refer to become customers or Brand Fans of Nutrisail.



Two-Team (Binary) Bonus Plan

Simply put—if you choose to take the challenge of organizing two referral teams—the earning potential is *awesome*. As you start referring the Nutrisail products and bonus opportunities to others, and they decide to get in on the action, they will be placed in your Two-Team tree. As you and your two-team network grows, you can start to earn weekly bonuses based on the sales of each of your teams.

Authorized Retailers Program

Some people like to have product on hand when introducing Nutrisail to others. For those Brand Fans, we offer Nutrisail products in case quantities at discount prices that allow you to earn keystone profits when doing person-to-person sales.

For more info on our Authorized Retailer program, contact the person who shared this with you. This guide will mainly focus on the Affiliate and Two-Team bonus plans.



Tracking Referral in Nutrisail

The Nutrisail Bonus Plan is a hybrid plan and has two different tree models—Affiliate and Two-Team—that you’ll use to help you track your referral network. Here’s an important thing to remember: Everyone in your Affiliate tree is in your personal line of referral (PLoR), however you may see Brand Fans outside of your PLoR underneath you in the Two-Team tree. When learning how two-team bonuses are calculated, you’ll see why this happens and the benefits of a team-building referral structure commonly known as a *binary*.



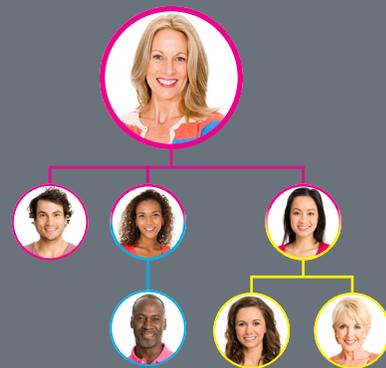
Two Team Referral Tree



The Two-Team Tree has a specific structure, and where new Brand Fans will be placed. Each spot in this tree has two positions directly below—one on the left and one on the right. These two spots directly below your spot begin your Left and Right Teams. This tree structure is used to determine Two-Team bonuses, which are paid weekly based on the BV value of balanced orders in your two teams.



Affiliate Referral Tree



The next type of referral tree is the Affiliate Tree. Anyone that you personally refer will be on the first level of this tree. Every Brand Fan they personally enroll will be directly below them on their first line—which is your second line—and so on and so forth. There is no limit to how many people you can personally refer, so this chart can get very wide.

How do I enroll a new Brand Fan into Nutrisail?

Your Nutrisail referral network will grow when you share the Nutrisail products and opportunity with others. Anyone that visits your Nutrisail website can register as your newest Brand Fan affiliate. When they enroll on your replicated website, they will be placed in your Two-Team Tree depending on your autoplacement settings.

You can also manually enroll a new Brand Fan in your back office. With their permission, get the person’s info, and navigate to your Two-Team Tree. Click any Open Spot. It is best practice to always place new Brand Fans on the outside of your left or right teams. When viewing your Two-Team Tree, easily find the next available Open Spot by clicking the “Bottom Left” and “Bottom Right” links.



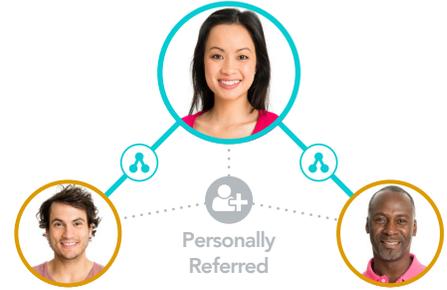
How much can be earned in the Nutrisail Bonus Plan?

Just in the Two-Team bonus plan, you have the potential to earn up to \$12,500 per week! Pair that with referral bonuses earned from your Affiliate Tree and this opportunity has no limits. How much you can earn each week in both parts of this plan depends on your referral efforts. Let's take a look at the different ranks, how you can achieve them, and how they affect your earning potential...

Brand Builder (BB)



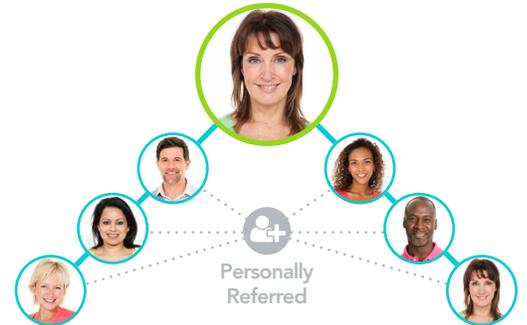
- Must be Active
- Personally referred (2) ABFs total
- At least (1) Active Brand Fan on Left Team
- At least (1) Active Brand Fan on Right Team



Senior Brand Builder (SBB)



- Meet all Brand Builder qualifications
- Personally referred (6) BBs total
- At least (2) BBs on Left Team
- At least (2) BBs on Right Team



Qualified Senior BB (QS)



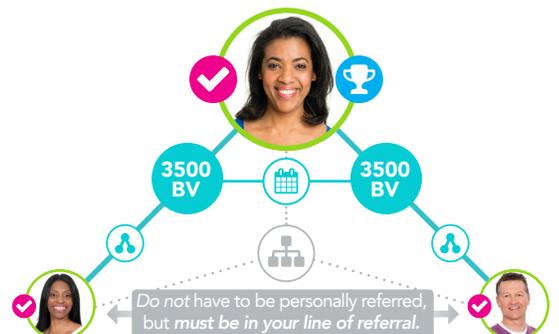
- Meet all Senior Brand Builder qualifications
- Minimum of 1250 BV on your left team
- Minimum of 1250 BV on your right team



Senior BB Elite (SE)



- Meet all Senior Brand Builder qualifications
- Minimum of 3500 BV on your left team
- Minimum of 3500 BV on your right team
- Have (1) **QS** from your on your left team
- Have (1) **QS** from your on your right team



What it means to be Active

As a Brand Fan, any personal order with a PV value of 19.95 or more makes you **ACTIVE** for 30 days (5 day grace period). You must be Active to earn bonuses each week with Nutrisail.



Place a personal order of \$19.95 (PV) or more



 **10%**

As an **Active Brand Fan**, you earn **10%** on every order from Brand Fans (or customers) you personally enroll. Later in this guide, you'll learn more about affiliate bonuses and how 21% of every Nutrisail order is immediately paid out up different levels of referral.

Get Two, Turn Blue: Become a Brand Builder!

To really take advantage of the Nutrisail Bonus Plan, you must advance to Brand Builder—and it's super simple! A Brand Builder is an Active Brand Fan who has personally referred at least (2) Active Brand Fans (one on the left side and one on the right side of the Two-Team Tree). The diagram below illustrates how Linda is now a Brand Builder.

Left Team

Linda referred Jim and he enrolls in the next available spot on Linda's left side of the Two-Team Tree

Personal Order of \$19.95+ (PV) in the last 30* days



Personally Referred



Right Team

Sarah loves B-LITE and enrolls in the next available spot on the right side of Linda's Two-Team Tree

Personal Order of \$19.95+ (PV) in the last 30* days



When you currently hold rank of Brand Builder and above, you are eligible to participate and earn bonuses in our Two-Team (binary) bonus plan. As a Brand Builder, you will accumulate Binary Volume (BV) and you will accumulate unused BV from one bonus week to the next as carryover BV.

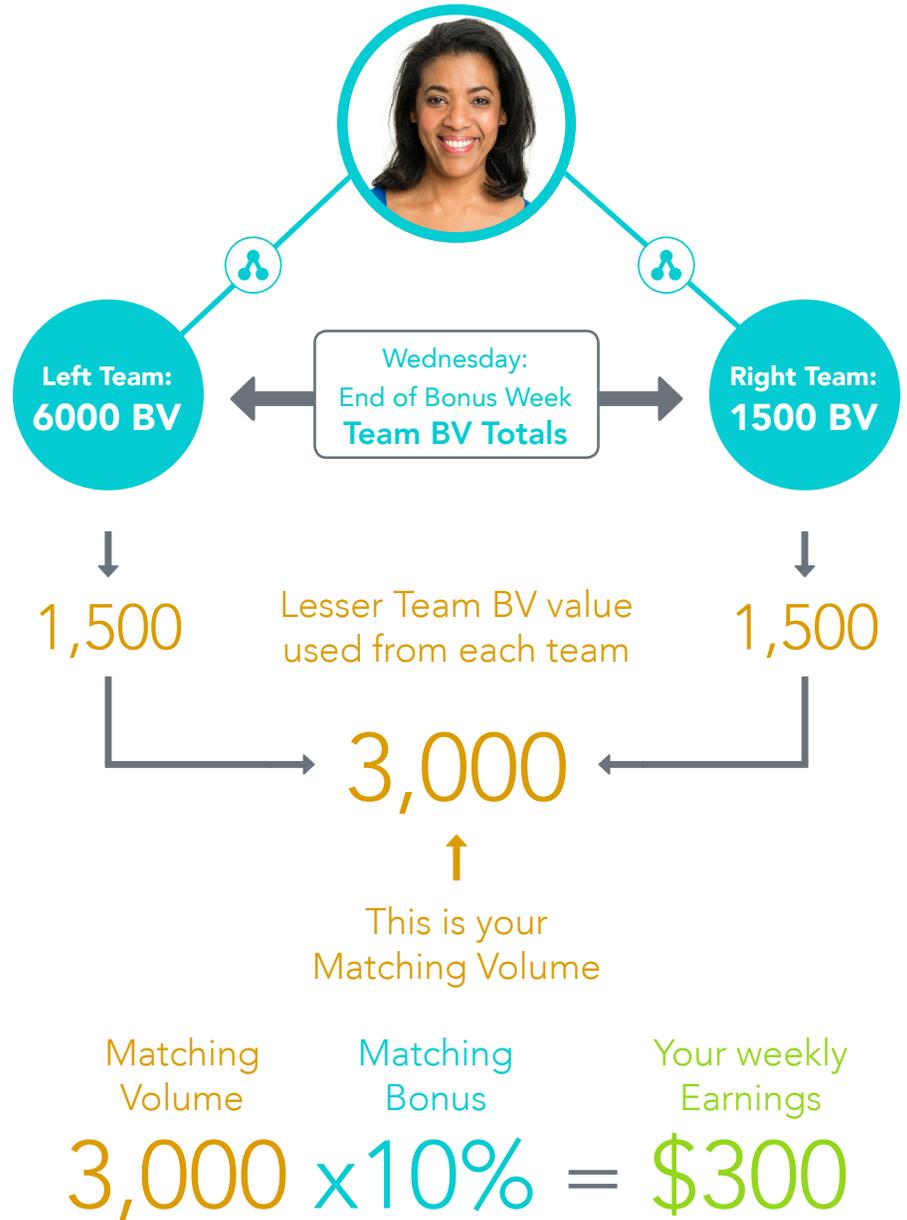
Two-Team Bonus - 10% of Matching Volume

As your Two-Team referral tree grows, orders below in your left and right teams are used to determine your Two-Team bonuses. This includes everyone—even their customers—in your Two-Team tree. This means you can benefit from orders by those placed below you in the two-team tree that were enrolled by someone above you. The total amount of BV on each side of you is used to calculate a 10% Matching Bonus.

In order to earn Two-Team bonuses and maintain carryover volume from one week to the next, you must hold the rank of Brand Builder

Take the total from both teams. Whichever team total is less, you will subtract that from both team totals—meaning one side will zero-out each week.

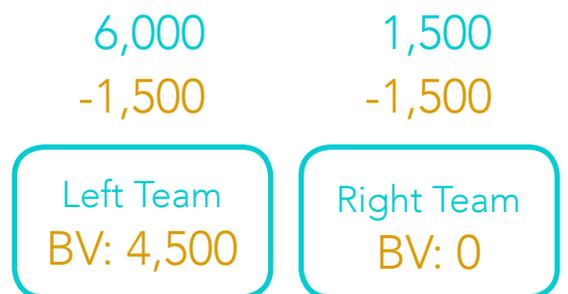
Add the two lesser amounts to get your matching volume. Brand Builders and above earn 10% of this matching volume.

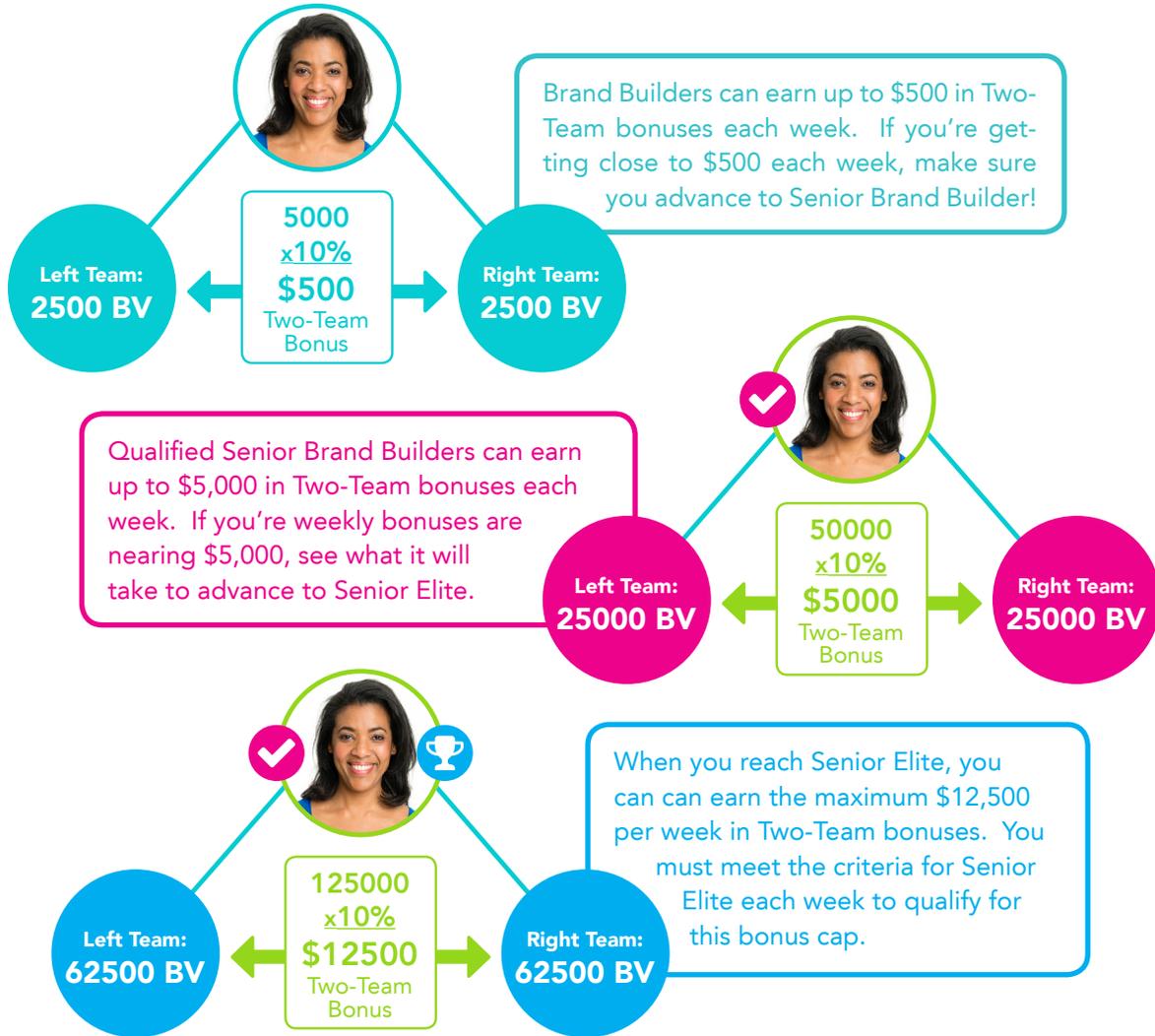


Bonus Volume Carryover

Any remaining BV that is not used for the matching bonus will remain in your team going into the next week.

Carryover Volume to start the new week →







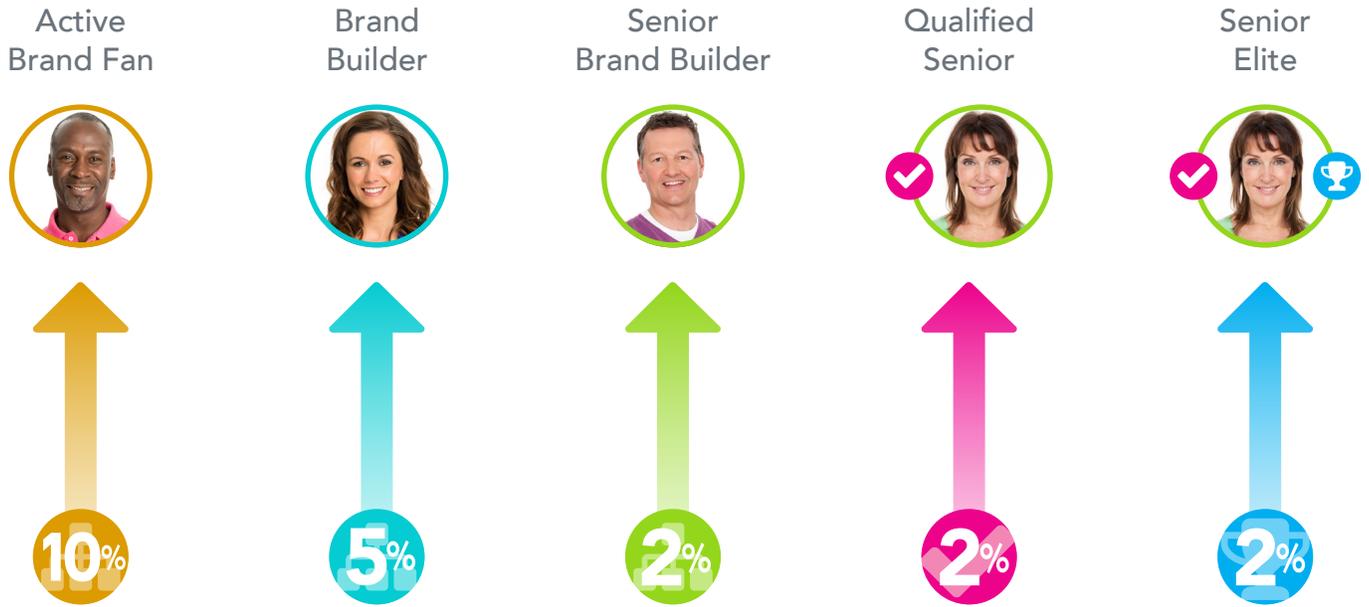
Affiliate Referral Bonus Plan

Who can earn money in this plan?

The Affiliate Bonus Plan is designed to reward those who are getting the word out about Nutrisail. As an ambassador for our products and opportunity, the more customers and new Brand Fans you help create, the more referral bonuses you will earn. A new Brand Fan can begin to earn affiliate referral bonuses with zero requirements. You must be Active to earn bonuses with Nutrisail.

Let's take a look at how Affiliate bonuses work...

Every time a customer or Brand Fan makes a personal order, 21% of that order is paid up the line of referral—paying certain percentages to certain ranks as it finds them. Five separate Affiliate roll-up bonuses—adding up to 21% of the order's PV value—will pay up the line of referral starting with the enroller who personally referred the order. The diagram below shows which percentage(s) get paid to certain ranks as they are found up the Affiliate Tree.



Starting from the origin of the order...

The first 10% is paid up the affiliate tree to the first Active Brand Fan or above.

The next 5% is paid up the affiliate tree to the first Brand Builder or above

Then 2% is paid up the affiliate tree to the next Senior Brand Builder or above.

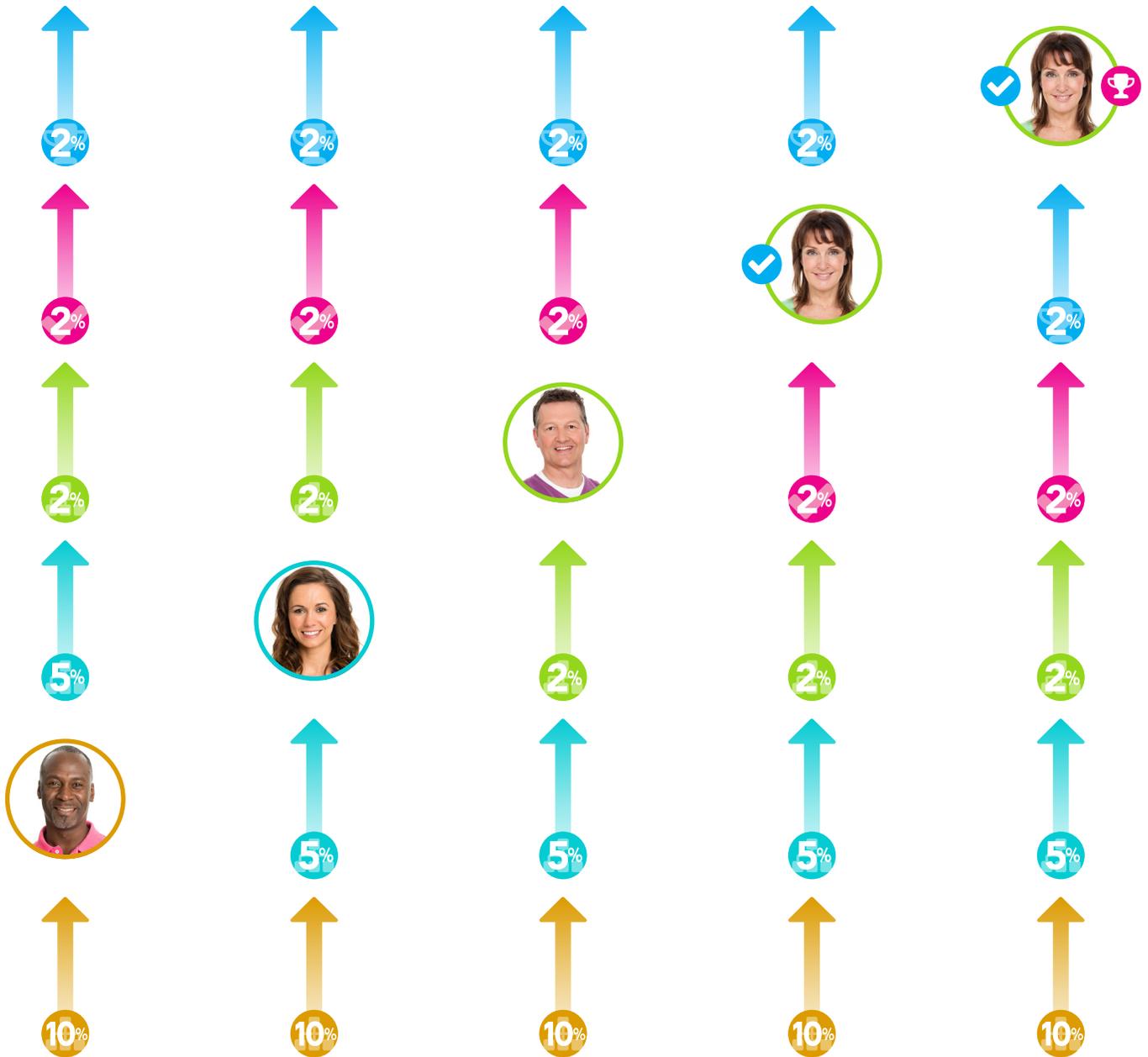
Another 2% is paid up the affiliate tree to the first Qualified Senior Brand Builder or above.

The final 2% is paid up the affiliate tree to the first Senior Elite.

- Two-Team Tree
- Affiliate Tree
- Personally Referred
- Nutrisail Bonus
- Placed Order
- Inactive Brand Fan
- Active Brand Fan (ABF)
- Brand Builder (BB)
- Senior Brand Builder (SBB)
- Senior Brand Builder (SBB)
- Qualified Senior (QS)

The more you share, the more you earn...

You may qualify for all or part of the 21% affiliate bonus—and probably will if you personally referred the order. Once a roll-up percentage finds the target rank and pays the bonus, the cycle will repeat for the next percentage—starting back at the origin of the order. So if you are the enroller and you are a Brand Builder, you will get the 10% roll-up and then you'll get the next 5%. The diagram below shows us how the roll-ups can total all the way up to 21% if you personally referred the order.



Starting from the origin of the order...

Active Brand Fans will earn 10% on any order by someone they personally refer.

Brand Builders will earn 15% on any order by someone they personally refer.

Senior Brand Builders will earn 17% on any order by someone they personally refer.

Qualified Seniors will earn 19% on any order by someone they personally refer.

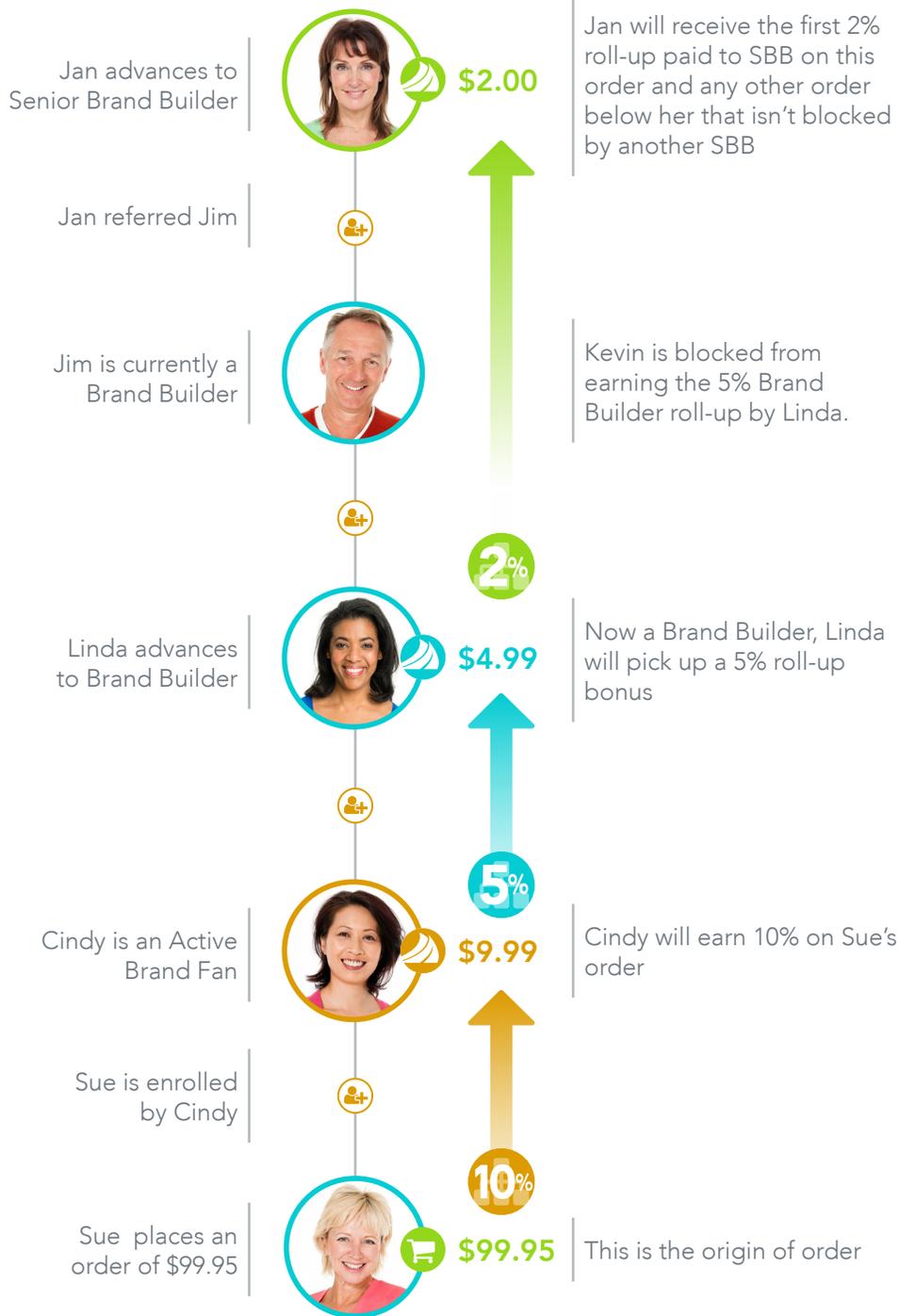
Senior Elites will earn all 21% on any order by someone they personally refer.



Affiliate Referral Bonus Plan

Affiliate Bonus Pay in Action

It's always nice when to be first in line when an order is placed that you personally referred. But the real opportunity in the Affiliate Bonus Plan is when you collect roll-up bonuses from orders further down your line of referral. Let's look at a realistic example of how roll-ups travel up the Affiliate tree.



Jan will receive the first 2% roll-up paid to SBB on this order and any other order below her that isn't blocked by another SBB

Kevin is blocked from earning the 5% Brand Builder roll-up by Linda.

Now a Brand Builder, Linda will pick up a 5% roll-up bonus

Cindy will earn 10% on Sue's order

This is the origin of order

Legend

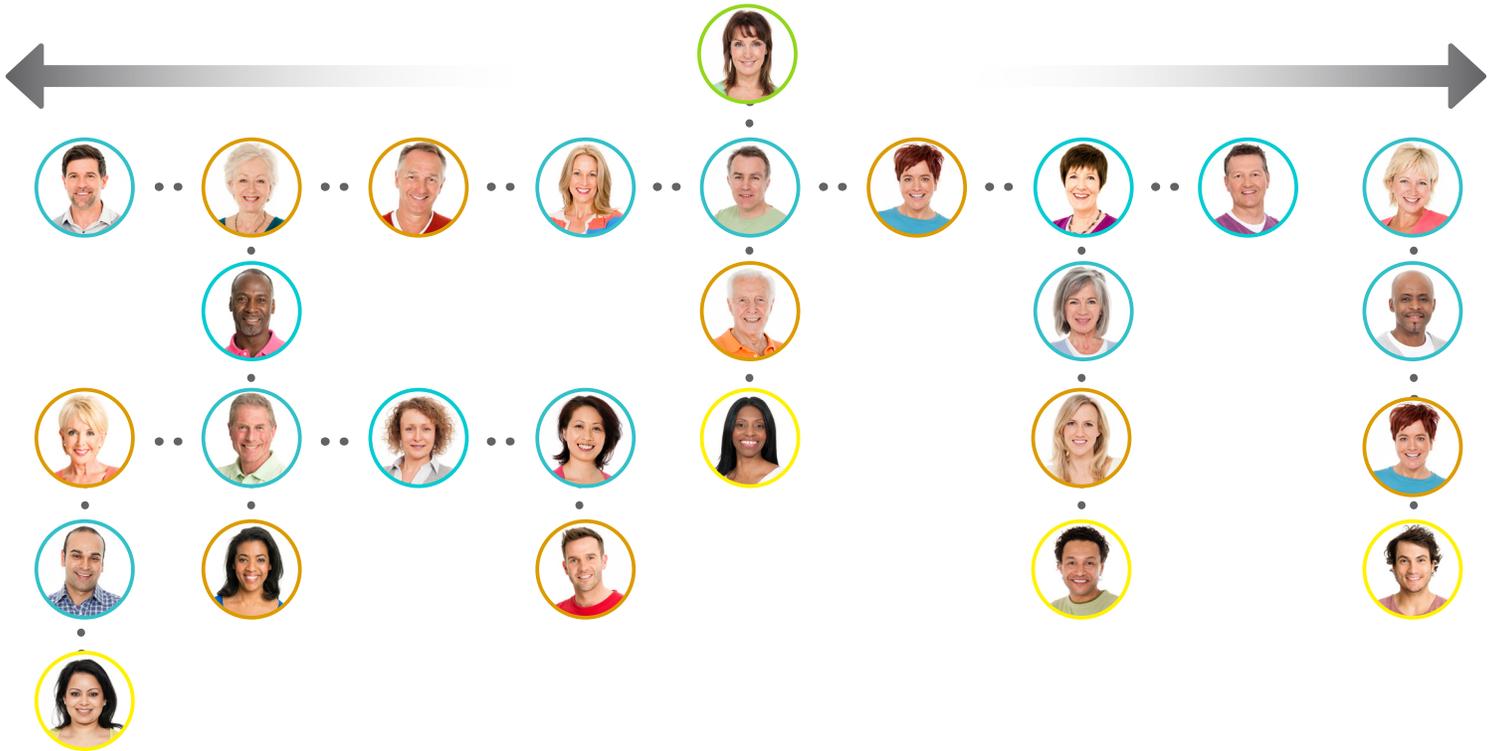
- Personally Referred
- Nutrisail Bonus
- Placed Order
- Customer
- Inactive Brand Fan
- Active Brand Fan (ABF)
- Brand Builder (BB)
- Senior Brand Builder (SBB)
- Senior Brand Builder (SBB)
- Qualified Senior (QS)

Roll-Up. As in roll *all the way up*.

You don't necessarily have to be one—or ten—spots up to earn a roll-up bonus. If a 5% or a 10% roll-up bonus is targeting a certain rank, i.e. Brand Builder, the bonus will roll-up the line of personal referral all the way until it finds the right person to pay that bonus to. This is very exciting when you start to envision a Brand Fan that you personally refer that does the same as you. And the Brand Fans they personally refer do the same as them and so on and so on. This gets even more exciting when you understand the fact that there is no limit to how many Brand Fans you can personally refer that can go and do the same thing you're doing. Through social connections both online and in the real world, the reach is immense.

The more Brand Fans you refer, the more cash you can earn

In the examples above, we just used one line of personal referral to demonstrate how affiliate bonuses are earned. Any Brand Fan you personally refer will go on the first level of your affiliate network. Anyone they personally refer will go on the second level and so on and so forth. There is no limit to how many Brand Fans you can personally refer and they can personally refer.



Opportunity + Technology = Unlimited Bonus Earning Potential!

Never before have we been so connected with each other than we are through social media. Used correctly, social media can be the perfect platform for sharing the Nutrisail products and bonus earning opportunities with others. Your Brand Fan Control Panel features a share portal where you can connect to social media networks you are a member of. You can let others know your experience with our products, share your Nutrisail replicated website url for

others to visit and invite those you know to register to become a Brand Fan for free and take advantage of the Nutrisail Bonus Plan like you are. If they decide to share as well...the word can spread fast.





Getting Paid The Best Part!

eWallet: Your virtual account for collecting bonuses from Nutrisail

Whenever you earn money in the Nutrisail Bonus Plan, whether through the Two-Team Bonus Plan or the Affiliate Referral Bonus Plan, your commissions are deposited into your eWallet in your Brand Fan backoffice (when you login from your Nutrisail site). Think of it as your virtual Nutrisail holding account. From here you can use the funds in your eWallet to make personal order purchases, process monthly automatic orders, or purchase Nutrisail apparel and marketing support aids. And of course—from here is where you can withdraw your bonuses to spend however you like.

Your Nutrisail Debit Card: Soon to be your favorite card!

Once you've accumulated \$20 or more in bonuses, you will be automatically in our third-party affiliated PayQuicker program. When we submit your bonuses to PayQuicker, you will receive an email from them inviting you to register for a PayQuicker account.

It's your money! Spend it however you like!



Glossary of helpful terms used in this document...

Personal Volume (PV)	Personal Volume—or PV—is the amount used to determine if you are an Active Brand Fan. It is based on the full dollar subtotal amount of any personal retail order made to Nutrisail. This does not include orders in case quantity, which may be offered in the future.
Bonus Volume (BV)	Bonus volume—or BV—is the amount of an order either by a Brand Fan or a Customer that collects as volume on one of your teams in the Two-Team Plan. Unlike Personal Volume, Bonus Volume will not be the full amount of an order's subtotal. It can't be due to the fact that 20% of every Nutrisail order is immediately paid out in Affiliate Referral Bonuses.
Matching Volume	Matching volume is the amount used to calculate Two-Team Bonuses at the end of each commission week. Matching volume will always be twice the amount of the lesser team's volume.
Carryover Volume	This is the unused Bonus Volume amount from a team in the Two-Team Bonus Plan that will remain in that team's Bonus Volume amount for the upcoming bonus week.
Active	Active means that you have placed a minimum personal order with a PV value of 19.95 or more in the last 30 days. There is a 5 day grace period.

Nutrisail Policies & Procedure Highlights and Important Compliance Tips to Remember...

1. Nutrisail Brand Fans that participate in the Nutrisail Bonus Plan are subject to—and should be familiar with—the rules set forth in the Nutrisail Brand Fan Policies and Procedures, which can be viewed by visiting www.nutrisail.com/pnp.
2. Nutrisail products are dietary supplements, which means according to the applicable government regulations, no claims can be made that our products diagnose, treat, cure or prevent any disease. If a Brand Fan has any questions about what claims can or cannot be made when marketing our products, he or she should defer to Nutrisail provided marketing materials or contact Nutrisail Support by phone at (817) 500-0083 or by email to support@nutrisail.com.
3. Brand Fans may participate in other direct sales and network marketing opportunities or other business endeavors subject to certain conditions, including a prohibition on marketing or advertising those other opportunities or products to other Nutrisail Brand Fans. This prohibition includes marketing and selling sales tools or training programs to Nutrisail Brand Fans except in certain limited circumstances.
4. Nutrisail products are sold exclusively through an affiliate marketing distribution channel, which protects the rights of all Brand Fans. Brand Fans are allowed to sell our products in person or through retail establishments or on store shelves. Any marketing or promotional material used to do so that was not officially released by Nutrisail must be approved by Nutrisail for compliance. Nutrisail products are generally marketed online via promotion of a Brand Fan's unique url for their replicated website. Nutrisail products may be marketed online through independent means, however *all* online product orders must be processed through a Nutrisail shopping cart. Brand Fans are not allowed to list, promote or sell Nutrisail products on online marketplaces such as eBay, Amazon, and Craigslist. Doing so is grounds for termination.
5. When marketing a Nutrisail business, each Brand Fan should always market his or her business as his or her independently operated Nutrisail business center, ensuring that he or she always identifies himself or herself as an Independent Nutrisail Brand Fan thus disclosing to each potential customer or new Brand Fan enrollee that he or she is not dealing directly with Nutrisail. Targeted advertisements utilizing the Nutrisail trade name, through pay-per-clicks, domain names, or banner ads is not permitted. Brand Fans are allowed and encouraged to share company approved and compliant promotional images and messages to promote their

unique Nutrisail website url through social media. Nutrisail *strongly* encourages Brand Fans to use social media with class and respect to both fellow Brand Fans and people that are not interested in Nutrisail products or earning opportunities. The use of online social media platforms for promoting personal product experience or sharing opportunities is a privilege and not a right. Please don't over promote or spam your profile or other people's profiles. Nutrisail constantly monitors promotion of their products and opportunities by our Brand Fans on all major social media sites and abuse of the sharing platforms or deliberate attempts to take advantage of other Brand Fan's promotional efforts will not be allowed by the company. Nutrisail's mission is to promote a cooperative and encouraging, team-building environment as well as rewarding individual referral efforts both online and offline.

6. When helping a new Brand Fan join Nutrisail, all contact and billing information should be that of the account holder. Nutrisail routinely calls and emails account holders and cannot do so if the contact information is that of the referring Brand Fan. Nutrisail verifies contact information and tax information at the time they join. If this information is invalid or inconsistent, Nutrisail may place the account in pending status until the information can be validated.
7. Due to government regulation regarding the use of testimonials, Brand Fans must ensure they comply with Federal Trade Commission's guidelines regarding testimonials, including providing not just the results of their personal success story but also average results for all individuals using the product. Brand Fans must disclose their status as an Independent Nutrisail Brand Fan. Nutrisail provides proper sample disclaimers in the Policies and Procedures to be used whenever discussing income, weight loss, or product benefits.
8. Nutrisail will only recognize what it considers a legitimate account. A legitimate account involves an individual who voluntarily and knowingly joins as a Brand Fan with Nutrisail to purchase our products or pursue our business opportunity. Accounts that are effected to manipulate the opportunity plan, bonuses, or promotions will not be recognized by Nutrisail, and Nutrisail may seek repayment of any such bonuses or compensation. Nutrisail offers a generous compensation plan to reward those Brand Fans who introduce Nutrisail to prospective Brand Fans and Customers. Manipulation or illegitimate enrollments jeopardize the substantial business opportunity for current and future Brand Fans and are therefore strictly prohibited.

To view our full policies and procedures, please visit www.nutrisail.com/pnp.

We're here to help...

Your Nutrisail Customer Support Team is available by phone at (817) 500-0083. Our customer support hours are Monday through Friday from 8am to 6pm PST. Email us anytime at support@nutrisail.com.

If you need to return a package or you'd like to add us to your holiday greeting card list, here's our address:

Nutrisail, LLC
7201 Baker Blvd, Suite A
Richland Hills, TX 76118



First draft version of the recalibrated Nutrisail Bonus Plan, reflecting the changes that went live Feb-23-2017. Please send us your feedback on this training guide to support@nutrisail.com. We have a few professional proofreaders we'll be sending this to, but we want to know if we're missing important info? Is anything in here confusing to you? Thanks in advance for your user feedback on what will become one of our most important training pieces!

NUTRISAIL REFERRAL BONUS PROGRAM 2017

Amendments Notice

Nutrisail may, at its sole discretion, amend this compensation plan and guidance documents. As a registered Brand Fan, you understand that you will be bound by any amendments upon notification of the amendments through any Nutrisail official channels of communication effective three days after the posting of such notice (except where a longer notice period is required by law, in which case such notice period applies). For more information regarding amendments, please review our Policies and Procedures at www.nutrisail.com/policies



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