

Compensation Plan

6 Ways to Earn with Your Immunotec Business





Compensation Plan

#1. RETAIL SALES

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

#2. IMMUNODIRECT

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

#3. BUSINESS BUILDER BONUS

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

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

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

*Must meet the minimum qualification of 700 PV.

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

#4. RANK ADVANCEMENT and RESIDUAL COMMISSIONS

	ASSOCIATE	VENTURE	SILVER	GOLD	DIAMOND	EXECUTIVE DIAMOND	PLATINUM
QUALIFICATION REQUIREMENTS and MAINTENANCE	700 PV	2,000 PGV	3 PERSONALLY SPONSORED ACTIVE VENTURES + 6,000 TOV + 3 LEGS WITH NO MORE THAN 3,000 POINTS CAN COME FROM ANY ONE LEG†	4 PERSONALLY SPONSORED ACTIVE VENTURES + 30,000 TOV + 3 LEGS WITH NO MORE THAN 15,000 POINTS CAN COME FROM ANY ONE LEG†	3 PERSONALLY SPONSORED ACTIVE SILVERS + 125,000 TOV + 3 LEGS WITH NO MORE THAN 80,000 POINTS CAN COME FROM ANY ONE LEG†	3 PERSONALLY SPONSORED ACTIVE GOLDS + 500,000 TOV + 3 LEGS WITH NO MORE THAN 350,000 POINTS CAN COME FROM ANY ONE LEG†	3 PERSONALLY SPONSORED ACTIVE GOLDS + 1,500,000 TOV + 3 LEGS WITH NO MORE THAN 1,000,000 POINTS CAN COME FROM ANY ONE LEG†
	180 PV	400 PV	600 PGV	800 PGV	1,200 PGV	1,800 PGV	2,000 PGV
G1	5%	5%	5%	5%	5%	5%	5%
G2		5%	10%	10%	10%	10%	10%
G3		5%	5%	7%	7%	7%	7%
G4			5%	7%	7%	7%	7%
G5				7%	7%	7%	7%
G6					7%	7%	7%
G7						2%	2%
G8							2%

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



#5. MOVING UP BONUS and ACCELERATED MOVING UP BONUS

In order to encourage promotions within the Compensation Plan, the company pays generous bonuses every time a Consultant promotes to a new rank. The Moving Up Bonus is paid when a Consultant promotes and maintains their new rank for a second consecutive month.

The Accelerated Moving Up Bonus is paid when a Consultant promotes to a new rank within a specific period of time as shown in the table below.

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

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

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

#6. UPLINE MOVING UP BONUS and ACCELERATED MOVING UP BONUS

UPLINE MOVING UP BONUS*					OR	ACCELERATED UPLINE MOVING UP BONUS*	
YOUR RANK (PAID AS)	A CONSULTANT IN YOUR DOWNLINE MOVES UP TO GOLD	A CONSULTANT IN YOUR DOWNLINE MOVES UP TO DIAMOND	A CONSULTANT IN YOUR DOWNLINE MOVES UP TO E. DIAMOND	A CONSULTANT IN YOUR DOWNLINE MOVES UP TO PLATINUM		A CONSULTANT IN YOUR DOWNLINE MOVES UP IN THEIR FIRST	YOUR ACCELERATED UPLINE MOVING UP BONUS
FIRST QUALIFIED UPLINE GOLD (or higher)	\$250	N/A	N/A	N/A		4 months	\$500
FIRST QUALIFIED UPLINE DIAMOND (or higher)		\$1,000†				8 months	\$3,000
FIRST QUALIFIED UPLINE EXECUTIVE DIAMOND (or higher)			\$2,500††			12 months	\$7,500
FIRST QUALIFIED UPLINE PLATINUM				\$10,000†††		24 months	\$35,000

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

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

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

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

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

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



Compensation Plan

Rank Glossary

Customer: A Customer is someone who purchases at retail price.

ImmunoDirect Customer: A Customer who subscribes to a monthly Autoship program (ImmunoDirect program) and receives a 20% discount.

Entrepreneur Consultant: An Entrepreneur Consultant is a Consultant who has purchased the Consultant Kit but has not accumulated 700 PV in any one month. An Entrepreneur Consultant is eligible for a 20% discount.

Associate Consultant: An Associate Consultant is someone who has accumulated 700 PV in any one calendar month. Associate Consultants qualify for the maximum 30% discount and are eligible to be paid down one generation (G1) on Customers and other Associates. Associate Consultants must maintain 180 PV monthly to maintain their paid as Associate status.

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

Silver Consultant: A Silver Consultant is someone who has 3 personally sponsored active Venture Consultants, has accumulated 6,000 TOV with 3 legs, of which no more than 3,000 can come from any one leg, and have a PGV of 600. Silver Consultants are eligible to be paid down four generations (G1-G4).

Gold Consultant: A Gold Consultant is someone who has 4 personally sponsored active Venture Consultants, has accumulated 30,000 TOV with 3 legs, of which no more than 15,000 can come from any one leg, and have a PGV of 800. Gold Consultants are eligible to be paid down five generations (G1-G5).

Diamond Consultant: A Diamond Consultant is someone who has 3 personally sponsored active Silver Consultants, has accumulated 125,000 TOV with 3 legs, of which no more than 80,000 can come from any one leg, and have a PGV of 1,200. Diamond Consultants are eligible to be paid down six generations (G1-G6).

Executive Diamond Consultant: An Executive Diamond Consultant is someone who has 3 personally sponsored active Gold Consultants, has accumulated 500,000 TOV with 3 legs, of which no more than 350,000 can come from any one leg, and have a PGV of 1,800. Executive Diamond Consultants are eligible to be paid down seven generations (G1-G7).

Platinum Consultant: A Platinum Consultant is someone who has 3 personally sponsored active Gold Consultants, has accumulated 1,500,000 TOV with 3 legs, of which no more than 1,000,000 can come from any one leg, and have a PGV of 2,000. Platinum Consultants are eligible to be paid down eight generations (G1-G8).

Glossary

Active Consultant: A Consultant who has made a purchase in the current month, or who is qualified as an Associate Consultant or higher.

Autoship: A program to ensure that a selection of products of your choice is automatically shipped each month. Autoship may be cancelled at any time.

Business Builder Bonus: This is a bonus that is paid on new Consultants' purchases in their first calendar month.

Commissionable Volume (CV): Dollar amount of an order on which commissions are paid.

Downline: This refers to all Consultants in your organization.

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

ImmunoDirect Customer: A customer who orders products through the "monthly Autoship program" receives 20% off retail price.

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

Leg Qualification: For a Consultant to be paid at Silver level or higher they must have sales volume coming from three "legs" or Downline organizations. If a maximum of X volume can come from any one leg, then the remaining volume required for rank achievement must come from the sum of all additional legs.

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

Personal Sponsorship Qualification: Personally sponsored Consultants required for rank qualification need to have the achieved title but not necessarily the "paid as" title, so long as they are active.

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

Rank: Your rank depends on your sales volume (total, personal and group) as well as the number of Consultants you have sponsored, including Consultants they have sponsored.

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

Retail Customer: A customer who purchases from you at the suggested retail price.

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

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

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

Upline: This could be your sponsor, or it could be the person that your sponsor "placed you under" on their team and their Upline Consultants.

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