

# COMPENSATION PLAN

Version 1.3



# WELCOME!

**“At Total Life Changes, we provide products and a community that you’ll feel.”**

FOR ILLUSTRATION PURPOSES ONLY. This document is simply a description of how commissions may be earned under the Total Life Changes Compensation Plan. Any potential compensation is based on actual sales results and no commissions or bonuses are ever paid simply for introducing new people to Total Life Changes. All references to income or earnings, actual or potential, implied or stated, are for explanation and illustration purposes only. They should not be construed as average or typical. Total Life Changes does not warrant, guarantee or assure that any level of income, earnings or success can or will be attained by any Total Life Changes Independent Distributor (Life Changers). All Total Life Changes LC'S are responsible for meeting all qualifications, deadlines and/or customer requirements of their applicable level. Actual earnings or income will vary based on each LCs level of sales and will be a result of various factors such as expertise, ability, motivation and time spent promoting and selling Total Life Changes products and services.

# OUR CORE VALUES



**WE ARE ALWAYS HUNGRY FOR MORE.**



**PASSION IS OUR FUEL.**



**HAVING FUN WE GET MORE WORK DONE.**



**WE LOVE EACH OTHER. PERIOD.**



**GRATEFUL IS OUR MINDSET.**



**OUR STANDARD IS GIVING MORE THAN WHAT'S EXPECTED.**



**WE DON'T JUST DO WHAT'S EASY, WE DO WHAT'S RIGHT.**

## How much can I earn in a typical year?\*

In 2020, about 220,573 U.S. Life Changers participated in the TLC Business Opportunity in one or more months, and about 93,446 of them earned money from their sales and the sales of those they sponsored. Here is what they typically earned annually, before expenses:

### Annual income earned by all Life Changers (about 220,573) in 2020:

About 58% (127,127) earned no money at all

About 42% (93,446) earned, and the average annual earnings were \$1,124.05

Top 10% (9,345) of Life Changers who earned, earned an average of \$9,761.06 annually

Top 1% (935) of Life Changers who earned, earned an average of \$76,619.34 annually

### Annual income earned by first-year Life Changers (about 190,144) in 2020:

About 59% (111,448) earned no money at all

About 41% (78,696) earned, and the average annual earnings were \$1,151.71

Top 10% (7,870) of Life Changers who earned, earned an average of \$2,681.43 annually

Top 1% (787) of Life Changers who earned, earned an average of \$12,569.18 annually

### What if it doesn't work for me?

You may cancel your Life Changer account at any time. Life Changers may return the Business Starter Kit, any product, or marketing materials purchased within the last (6) months according to TLC's Policies and Procedures. Please email [tlccompliance@totallifechanges.com](mailto:tlccompliance@totallifechanges.com) for further assistance.

# LET'S GET STARTED!

## KEY TERMS

**Life Changers (LCs)** are independent representatives of Total Life Changes.

**Preferred Customers (PCs)** are retail customers that purchase a product for personal use only and may not resell the product.

**Active** A Life Changer (LC) who has a minimum qualification of 40 QV.

**Qualifying Volume (QV)** is volume that is credited to an LC when they purchase a product or generate a retail sale.

**Commissionable Volume (CV)** is volume that is generated when a product with a CV value is purchased.

**Group Commissionable Volume (GCV)** is the total of all the CV generated on an LC's left or right team.



# PRODUCT OFFERINGS

Total Life Changes offers a wide array of health and wellness products to lift the mind, body, and spirit. These five products are some of our beloved bestsellers!



**A gentle cleansing tea powered by an herbal blend formulated to aid your weight-loss goals\***



**The cleansing benefits of our original laso® Tea in a convenient and portable instant blend\***



**A delicious liquid multivitamin that packs your daily vitamin regimen into a single tablespoon\***

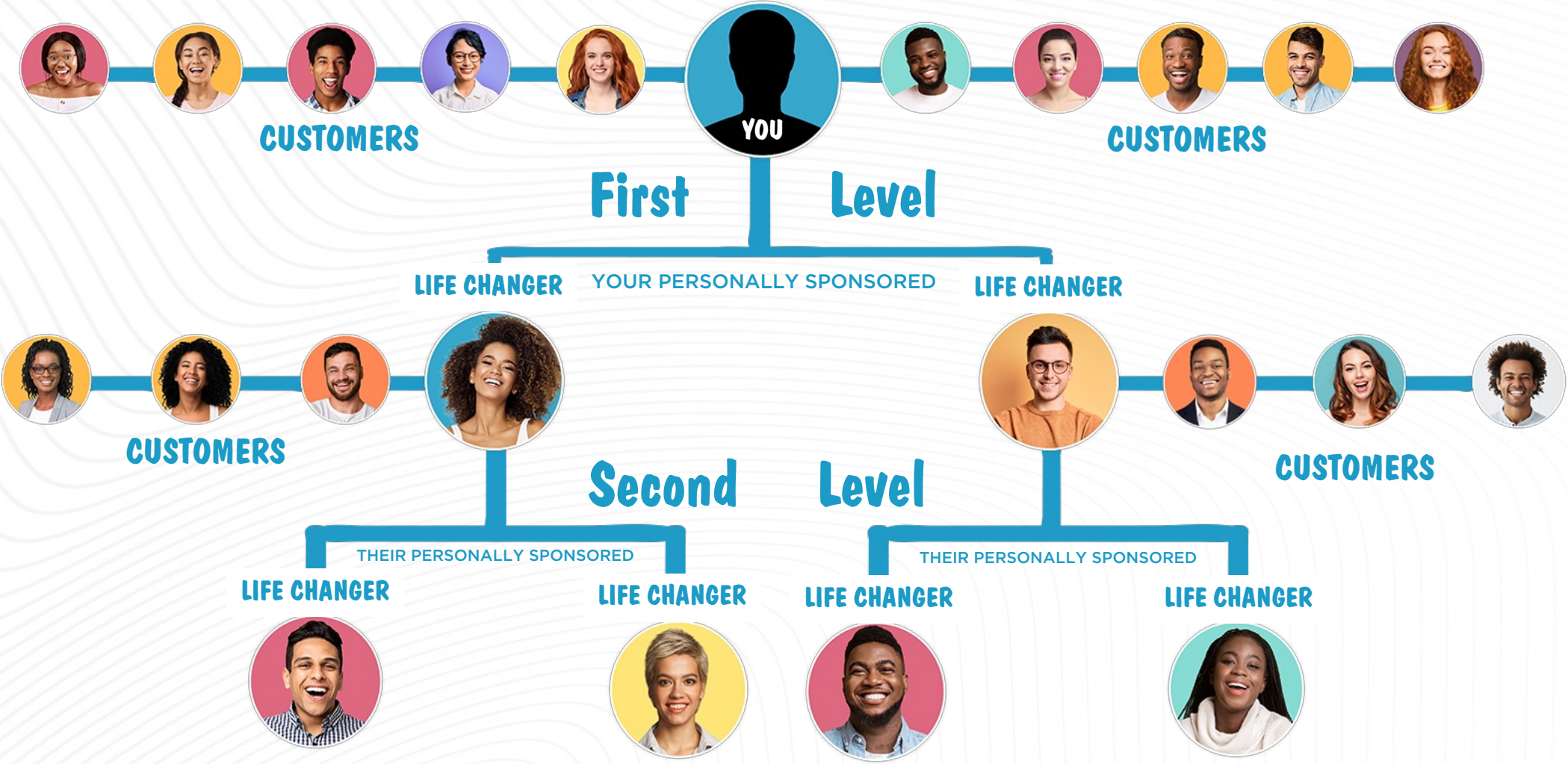


**Our energy supplement formulated to aid your weight loss and electrify your day\***



**An addition to your weight-loss program to help reduce your food cravings\***

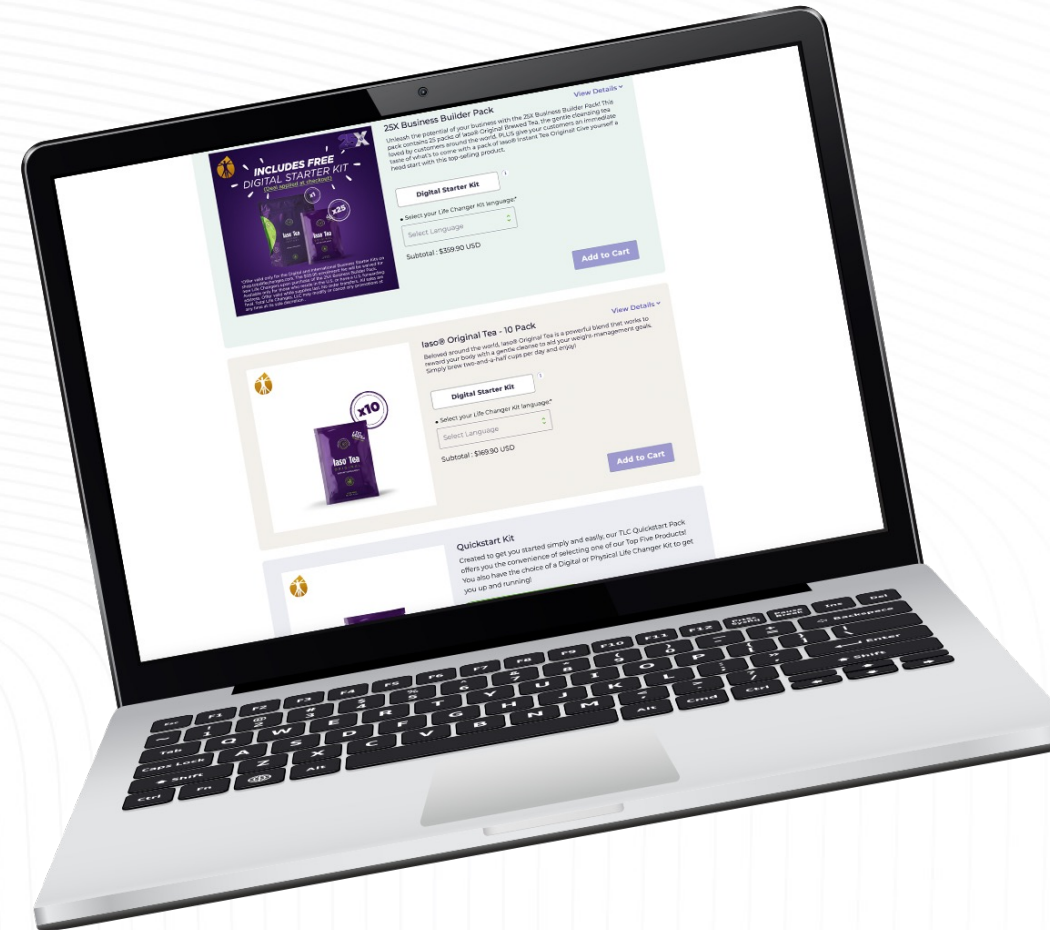
# BUILDING YOUR ORGANIZATION



# BUSINESS STARTER KIT

Join the TLC family with our Business Starter Kit! This digital pack, full **of resources to help you build your business**, is designed to give new Life Changers a successful start. You'll receive ...

- Information about our business, brand, and culture
- Access to our premium iOffice portal and My TLC app
- Packs of Iaso® Original Tea to promote and sell for \$25 each... and more! Select your kit and a pack, or at least one 40 QV product to start building relationships, managing your sales, and transforming lives!





# **6 DIFFERENT WAYS TO EARN!**

- 1. Retail Commissions & Daily Pay***
- 2. The G5 Challenge Bonus***
- 3. Life Changer Sponsor Bonus***
- 4. Binary Commissions***
- 5. Matching Bonus***
- 6. Life Changer Bonus***



# 1. Retail Commissions & Daily Pay



**Earn 50%**  
of the product's QV  
in paid commissions.\*\*



**Establish relationships**  
with customers and  
encourage them to reorder.



**Daily Pay**  
You have the option to get paid  
within 24 hours of all retail sales.\*

Available in the USA only.

\* Sell products today and get paid the next day with Daily Pay. As soon as you earn a minimum of \$12 in retail commissions you are eligible to enroll in Daily Pay!

Total Life Changes® offers Life Changers the opportunity to establish a base of customers whose purchases generate retail profits as well as commissionable volume.



**QV: 40**

Commission of \$20

## RETAIL BONUS EXAMPLE

(50% of 40 QV = \$20)  
+ 25% of the QV (10 CV)  
added to GCV\*



# 2. The G5 Challenge Bonus

## G<sup>5</sup> CHALLENGE



Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

**2022**

**JANUARY**

**EARN A \$50 G5 BONUS PLUS \$100 MINIMUM IN RETAIL COMMISSIONS FOR EVERY FIVE BRAND-NEW CUSTOMERS**

\* The "G5 Challenge" is a challenge for all active TLC independent distributors known as Life Changers (LCs) to acquire five brand-new customers within a thirty-day consecutive period (one month) (the "G5 Challenge Qualifying Period"). Active LCs who complete this challenge during the G5 Qualifying Period are awarded an extra \$50 bonus (the "G5 Challenge bonus") in addition to a \$20 retail commission per 40QV (>\$54.95) product sold. For example, within the G5 Challenge Qualifying Period, if an LC acquires five brand-new customers and each customer purchases one (1) 40QV product, the LC will receive the \$50 G5 Challenge bonus, in addition to the \$100 retail commission (\$20 x 5, earned from each of the five new customer purchases).

# 3. Life Changer Sponsor Bonus



**Earn 50%**  
of the product's QV  
in paid commissions for  
every LC's first order.



**Commissions paid**  
out on weekly sales if active  
with at least 40QV.

As a Life Changer with Total Life Changes®, you can receive a 50% commission from your personally sponsored LC's initial order.



**QV: 40**

Commission of \$20

## LC Sponsored Example

(50% of 40 QV = \$20)

+ 25% of the QV (10 CV) added to GCV

CV= Commissionable Volume QV= Qualifying Volume GCV= Group Commissionable Volume (Refer to Page 5)



# 4. Binary Commissions



**Earn 10-25% commissions**  
on group commissionable  
volume (GCV)\*



**Carryover volume**  
unused GCV is banked for  
the following commission week.\*



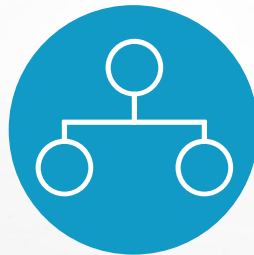
**Commissions paid out**  
Weekly if eligible.

As your team grows, you can receive binary commissions from not only those people you have personally sponsored but from the purchases of the people they and others have sponsored as well. “Binary” meaning two, is simply having two teams, a left team and a right team. They are built from you and your team who add new LCs and Preferred Customers that order products. You can be paid a percentage, ranging from 10% to 25% based on your lesser team’s (weak leg) group commissionable volume. These commissions are paid weekly with a \$30,000 cap. To be qualified you must have two personally sponsored Life Changers that are currently active with a minimum of 40 QV, one placed on your left team and one on your right team.

\* Combined Binary and Match Pay are capped at 60% of a Life Changer’s lesser team (weak leg) volume per week.

## EXAMPLE

**LEFT TEAM SALES=**  
1,000 GCV-1,000 GCV  
Paid out because this is your  
lesser team (Pay Leg)  
0 carryover volume



**RIGHT TEAM SALES=**  
1,500 GCV-1000 GCV  
Paid Out (Left Team)  
1,500-1,000= 500 carryover  
volume.

500 unused volume that will  
carryover to the right team for  
the next weekly bonus period.



# 5. Matching Bonus



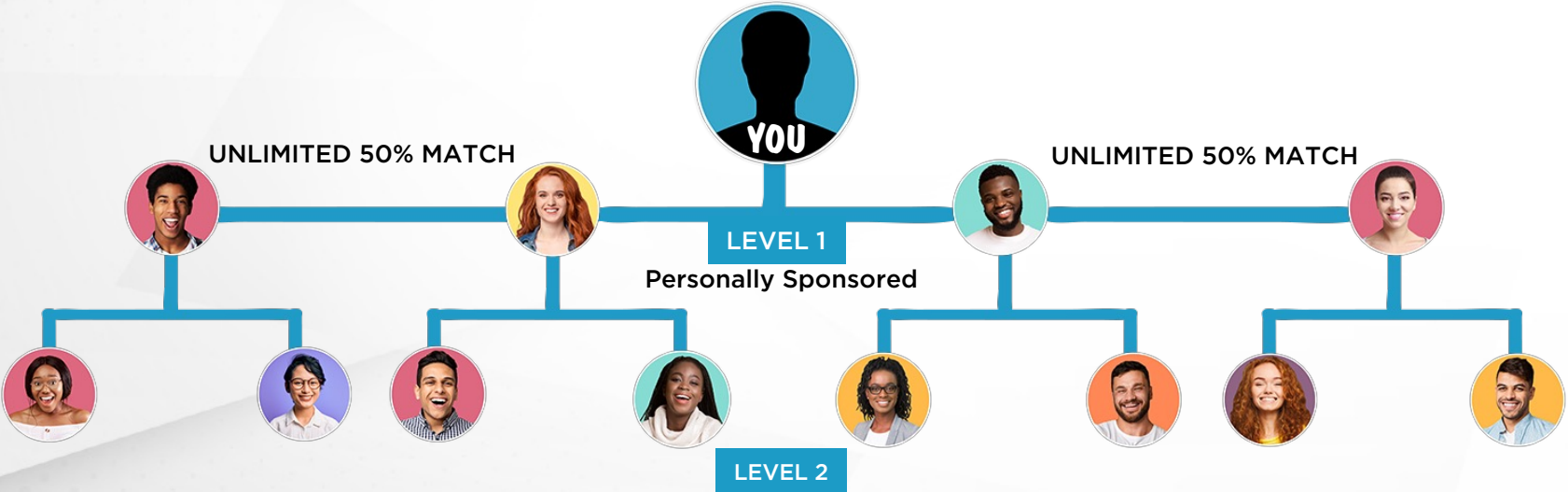
**Earn A Matching Bonus**  
Based on a percentage of the binary pay earned by your 1<sup>st</sup> & 2<sup>nd</sup> level LCs.\*



**1st & 2nd Level Matching Bonus**  
Earn 50% matching bonus from your 1<sup>st</sup> level LCs & 10-50% of your 2<sup>nd</sup> level LCs.



**Commissions paid out Weekly if eligible.**



**10% - 50% MATCH DEPENDING ON RANK**

\* Combined Binary and Match pay are capped at 60% of a Life Changer's lesser team volume per week. Must be Director rank or higher to be eligible for this bonus.



# 6. Life Changer Bonus



**Earn \$1500 bonus**  
once qualifications are met.



**Spend your money**  
however you like.



**Commissions paid out**  
by the fourth Thursday  
of each month if eligible.\*

Changing lives is hard, and sometimes it can get costly. You may have a home office, travel and daily expenses that all add up. This bonus was created to offset those expenses, it's yours to do with as you please. Assuming all National Director qualifications have been met to earn the Life Changer bonus, TLC will pay LC's \$1,500 monthly to help offset these costs.

## LIFE CHANGER BONUS EXAMPLE

**Month Qualified**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					



Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28					



The bonus from January will be paid by the 4th Thursday in February.

\* To qualify for Life Changer Bonus, you must qualify as an active National Director or above for 3 calendar weeks within the month to earn the Life Changer Bonus, a TLC LC must meet the following requirements in the qualification period. Must have been paid as a National Director or higher and maintain at least 20,000 WLV (weak leg volume) for a minimum of three (3) weekly bonus periods where the end date of the period falls within the Life Changer Bonus' monthly qualification period. The Life Changer Bonus pays eligible LCs \$1500, which can be used for office, promotion or travel expenses to help expand your business.



# TLC RANK OVERVIEW





# LCs RANK OVERVIEW

## AFFILIATE

### **Rank Requirements/Qualifications:**

- Active with a minimum of 40 QV

### **Rank Benefits:**

- Earn Retail Commissions and LC Sponsor Bonus

*No Binary Commissions are earned for the rank of Affiliate*

# LCs RANK OVERVIEW

## ASSOCIATE

### **Rank Requirements/Qualifications:**

- Active with a minimum of 40 QV
- Binary Qualified

### **Rank Benefits:**

- Earn Retail Commissions, LC Sponsor Bonus, and Binary Commissions

*Binary Commissions are set at 10% and have a \$5,000 weekly cap*



# LCs RANK OVERVIEW

## APPRENTICE

### **Rank Requirements/Qualifications:**

- Active with a minimum of 40 QV
- Binary Qualified
- Minimum of 500 PLV
- Apprentice Bonus\*

### **Rank Benefits:**

- Earn Retail Commissions, LC Sponsor Bonus, and Binary Commissions

*Binary Commissions are set at 10% and have a \$5,000 weekly cap.*

*\*5 packs of Iaso® Brew Tea (or another product with a \$59.95 value) plus 40 QV awarded to LCs who achieve this rank the first time only.*



# LCs RANK OVERVIEW

## DIRECTOR

### **Rank Requirements/Qualifications:**

- Active with a minimum of 80 QV
- Binary Qualified
- Minimum of 1,000 PLV
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC Sponsor Bonus, Binary Commissions, and Matching Bonus

*Binary Commissions are set at 12% and have a \$5,000 weekly cap with a 50% 1<sup>st</sup> level & 10% 2<sup>nd</sup> level Matching Bonus*

\* See pages 30-31 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## RISING STAR

### **Rank Requirements/Qualifications:**

- Must achieve the rank of Director in a previous week
- Active with a minimum of 80 QV
- Binary Qualified
- Minimum of 2,500 PLV
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Rising Star Bonus (\$200)\*\* , Retail Commissions, LC Sponsor Bonus, Binary Commissions, and Matching Bonus

*Binary Commissions are set at 12% and have a \$5,000 weekly cap with a 50% 1<sup>st</sup> level & 10% 2<sup>nd</sup> level Matching Bonus*

\* See pages 30-31 for Monthly G5 Requirement.

\*\* \$200 Bonus Paid to LCs who make this rank the first time only.



# LCs RANK OVERVIEW

## EXECUTIVE DIRECTOR

### **Rank Requirements/Qualifications:**

- Must achieve the rank of Rising Star in a previous week
- Active with a minimum of 80 QV
- Binary Qualified
- Minimum of 5,000 PLV
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC Sponsor Bonus, Binary Commissions and Matching Bonus

*Binary Commissions are set at 14% and have a \$5,000 weekly cap with a 50% 1<sup>st</sup> level & 20% 2<sup>nd</sup> level Matching Bonus*

\* See pages 30-31 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## REGIONAL DIRECTOR

### ***Rank Requirements/Qualifications:***

- Must achieve the rank of Executive Director in a previous week
- Active with a minimum of 120 QV
- Binary Qualified
- A Personally Sponsored recent Executive Director
- Minimum of 10,000 PLV
- Monthly G5 Requirement\*

### ***Rank Benefits:***

- Earn Retail Commissions, LC Sponsor Bonus, Binary Commissions and Matching Bonus

*Binary Commissions are set at 17% and have a \$5,000 weekly cap with a 50% 1<sup>st</sup> level & 30% 2<sup>nd</sup> level Matching Bonus*

\* See pages 30-31 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## NATIONAL DIRECTOR

### **Rank Requirements/Qualifications:**

- Must achieve the rank of Regional Director in a previous week
- Active with a minimum of 120 QV
- Binary Qualified
- A Personally Sponsored recent Regional Director
- Minimum of 20,000 PLV
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC Sponsor Bonus, Binary Commissions and Matching Bonus
- \$1,500 monthly LC Bonus

*Binary Commissions are set at 20% and have a \$10,000 weekly cap with a 50% 1<sup>st</sup> level & 40% 2<sup>nd</sup> level Matching Bonus*

\* See pages 30-31 for Monthly G5 Requirement.





# LCs RANK OVERVIEW

## GLOBAL DIRECTOR

### **Rank Requirements/Qualifications:**

- Must achieve the rank of National Director in a previous week
- Active with a minimum of 120 QV
- Binary Qualified
- A Personally Sponsored recent National Director
- Two recent Executive Directors (one on the left team and one on the right team)
- Minimum of 50,000 PLV
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC Sponsor Bonus, Binary Commissions and Matching Bonus
- \$1,500 monthly LC Bonus

*Binary Commissions are set at 20% and have a \$20,000 weekly cap with a 50% 1<sup>st</sup> level & 50% 2<sup>nd</sup> level Matching Bonus*

\* See pages 30-31 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## AMBASSADOR

### **Rank Requirements/Qualifications:**

- Must achieve the rank of Global Director in a previous week
- Active with a minimum of 120 QV
- Binary Qualified
- A Personally Sponsored recent Global Director
- Four recent Executive Directors (two on the left team and two on the right team)
- Minimum of 100,000 PLV
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC Sponsor Bonus, Binary Commissions and Matching Bonus
- \$1,500 monthly LC Bonus

*Binary Commissions are set at 22% and have a \$20,000 weekly cap with a 50% 1<sup>st</sup> level & 50% 2<sup>nd</sup> level Matching Bonus*

\* See pages 30-31 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## EXECUTIVE AMBASSADOR

### **Rank Requirements/Qualifications:**

- Must achieve the rank of Ambassador in a previous week.
- Active with a minimum of 120 QV
- Binary Qualified
- A Personally Sponsored recent Ambassador
- Eight recent Executive Directors (four on the left team and four on the right team)
- Minimum of 250,000 PLV
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC Sponsor Bonus, Binary Commissions and Matching Bonus
- \$1,500 monthly LC Bonus

*Binary Commissions are set at 25% and have a \$20,000 weekly cap with a 50% 1<sup>st</sup> level & 50% 2<sup>nd</sup> level Matching Bonus*

\* See pages 30-31 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## GRAND AMBASSADOR

### **Rank Requirements/Qualifications:**

- Must achieve the rank of Executive Ambassador in a previous week
- Active with a minimum of 120 QV
- Binary Qualified
- A Personally Sponsored recent Executive Ambassador
- Two Personally Sponsored recent Ambassadors
- Three Personally Sponsored recent Global Directors
- Twelve recent Executive Directors (six on the left team and six on the right team)
- Minimum of 500,000 PLV
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC Sponsor Bonus, Binary Commissions and Matching Bonus
- \$1,500 monthly LC Bonus
- TLC Branded Jeep and Custom Grand Ambassador Ring.\*\*

*Binary Commissions are set at 25% and have a \$25,000 weekly cap with a 50% 1<sup>st</sup> level & 50% 2<sup>nd</sup> level Matching Bonus*

\* See pages 30-31 for Monthly G5 Requirement.

\*\* One time bonus.



# LCs RANK OVERVIEW

## ELITE AMBASSADOR

### **Rank Requirements/Qualifications:**

- Must achieve the rank of Grand Ambassador in a previous week
- Active with a minimum of 120 QV
- Binary Qualified
- A Personally Sponsored recent Grand Ambassador
- Two Personally Sponsored recent Executive Ambassadors
- Three Personally Sponsored recent Ambassadors
- Four Personally Sponsored recent Global Directors
- Sixteen recent Executive Directors (eight on the left team and eight on the right team)
- Minimum of 1,000,000 PLV
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC Sponsor Bonus, Binary Commissions and Matching Bonus
- \$1,500 monthly LC Bonus
- TLC Branded Tesla and Custom Elite Ambassador Diamond Encrusted Charm and Necklace\*\*

*Binary Commissions are set at 25% and have a \$30,000 weekly cap with a 50% 1<sup>st</sup> level & 50% 2<sup>nd</sup> level Matching Bonus*

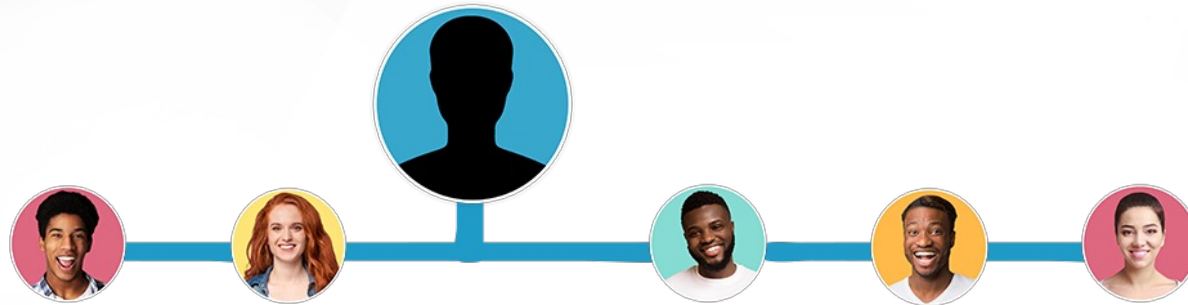
\* See pages 30-31 for Monthly G5 Requirement.

\*\* One time bonus.



# Monthly G5 Requirement

## DIRECTORS AND ABOVE ONLY



Five Brand-New Customers

**Acquire Five Brand-New Customers**  
**Receive the \$50 G5 Challenge Bonus**

\* Director and Above must meet the G5 Challenge requirement in a previous month to be eligible to receive Director and Above binary and binary matching bonuses in the first commission week of the preceding month. LCs who do not meet the G5 Challenge requirement in the previous month may still achieve the rank of Director and above during the current month by completing the G5 Challenge requirement during any previous or current commission week within the current month. Active Director and Above LCs that do not meet the monthly G5 Challenge requirement within the G5 Qualifying Period will be paid at a rank no higher than Apprentice. The G5 Challenge requirement will be waived for the first calendar month for all brand-new LCs.

# The *G5 Requirement Override*

## DIRECTORS AND ABOVE ONLY



Acquire Five Returning Customers  
No \$50 G5 Challenge Bonus Awarded

OR

The purchase of (1) **Retailer's Pack** will override the monthly G5 requirement.



\* Director and Above must meet the G5 Challenge requirement in a previous month to be eligible to receive Director and Above binary and binary matching bonuses in the first commission week of the preceding month. LCs who do not meet the G5 Challenge requirement in the previous month may still achieve the rank of Director and above during the current month by completing the G5 Challenge requirement during any previous or current commission week within the current month. Active Director and Above LCs that do not meet the monthly G5 Challenge requirement within the G5 Qualifying Period will be paid at a rank no higher than Apprentice. The G5 Challenge requirement will be waived for the first calendar month for all brand-new LCs.

# ADDITIONAL COMPENSATION DETAILS

## Comp Plan Definitions

**Active** - A Life Changer (LC) who has a minimum qualification of 40 QV. In order to remain Active, an LC must achieve a minimum of 40 QV every month by the monthly anniversary date of your previous qualification. LCs can generate QV from personal orders as well as retail sales. All bonuses in the TLC Compensation Plan require a Life Changer to be Active to earn commissions.

**Recent** - an active Life Changer's highest paid rank within the past fifty-two commission weeks.

**Qualifying Volume (QV)** - is volume that is credited to an LC when they purchase a product or generate a retail sale. Please note, some TLC Products have less than 40 QV, which does not satisfy the requirement for being Active and qualified to earn commissions.

**Commissionable Volume (CV)** - is volume that is generated when a product with a CV value is purchased. The CV value of a product varies depending on how the order was placed. When an LC in the downline places an order that contains 40 QV, with the exception of their initial enrollment order, 40 CV will be added to the GCV of the team in which that person is placed (left or right team). When a personally sponsored Preferred Customer (PC) or Guest Customer places an order that contains 40QV, 10CV will be added to the Retail CV. Retail CV is added to the WLV at the end of each commission period.

**Group Commissionable Volume (GCV)** - is the total of all the CV generated on an LC's left or right team.

**Weak Leg Volume (WLV)** - is the team, left or right, with the lesser amount of CV for the commission week being considered for bonuses.

**Pay Leg Volume (PLV)** - is the team with the least amount of CV after any Retail CV and Carryover Volume is added. PLV is used to determine the amount earned in Binary Commissions.

**Pay Leg Volume (PLV)** - The team leg with the least amount of volume regardless if it's the right or left team leg after any carryover volume is added from the previous commission week.

**Binary Qualified** - having at least two Active personally sponsored LCs, one on your left team and one on your right team, during the commission week.

## Comp Plan Features

**Highest Rank Achieved Grace Period** - Once all the qualifications of a rank have been achieved for the first time, a TLC Life Changer will be paid at that rank for the current pay period as well as the next four pay periods regardless of PLV. Life Changers must be active during this period with the proper QV for the corresponding rank and be binary qualified throughout the grace period. Once this lifetime rank achieved grace period has been granted, it cannot be used again for the same rank.

**Lifetime Rank** - Resets to highest rank achieved in previous calendar year.

**Retail Commissions** - A TLC Life Changer may earn unlimited retail commissions on all personal customer sales as long as the Life Changer is active with 40QV during the commission period.



# ADDITIONAL COMPENSATION DETAILS

**Low Qualification Requirements** - TLC believes in ethical requirements for our Life Changers to earn commissions. Even at the highest ranking in our pay plan, the requirements remain low.

**Unlimited Weekly Carryover Volume** - A TLC Life Changer will be allowed to 'bank' any unused CV from either team as long as the Life Changer remains active and binary qualified. A Life Changer that becomes inactive or is not binary qualified forfeits all carryover volume. A Life Changer may begin to build carryover volume again once he or she generates 40 QV and becomes binary qualified.

## Additional TLC Comp Plan Rules

**60% Company Wide Binary and Match Cap** - TLC is committed to paying our Life Changers the highest commissions in the industry. TLC will pay up to 60% of all company volume for the pay period through the Binary Pay and Matching Bonuses. Payouts of these bonuses will be capped company-wide at 60% of the company's CV. NOTE - LC Sponsor Bonus, Retail Commissions, and Lifestyle Bonus WILL NOT be capped.

**Weekly Binary Cap** - A TLC Life Changer can earn no more than \$5,000 - \$30,000 per pay period through the Binary Pay bonuses.

**60% WLW Binary and Match Pay Cap** - A TLC Life Changer account can only earn 60% of his or her WLW through the Binary Pay and Matching Bonuses. These two bonuses combined cannot be higher than 60% of the WLW in any given week. All earnings in these two bonuses above the 60% WLW will be capped and will not be paid.

**Personal Responsibility** - This document and only this document will act as the official Total Life Changes LLC compensation plan reference document for all our Life Changers (Independent representatives). Any other documents or verbal promises made to you that are not reflected in this document should be considered inaccurate or unofficial. Contact Total Life Changes Customer Support with any questions regarding the compensation plan, including rank qualifications and bonus qualifications before the end of the commission cycle in question. Each distributor is personally responsible for his or her account. Everyone eligible for compensation under the TLC compensation plan is responsible for meeting all applicable requirements, qualifications, and deadlines, as well as being in generally good standing with TLC, without exception. Any dispute as to whether a qualification or requirement was met will be resolved solely at the discretion of TLC.

## Footnotes

The Executive Director Requirements for the Global Director Rank and above are not required to be personally sponsored by you or even in your sponsorship genealogy, they only need to be below the LC in the binary genealogy, regardless of sponsorship. Starting at the Executive Director Rank and all ranks above, a Life Changer must have organically qualified and been paid at the next lower rank at some point in their TLC business to be considered for the new rank.

Example: A Life Changer meeting the requirements for the Executive Director Rank must also have achieved the rank of 'paid as' Rising Star since joining TLC. Using this example, a Life Changer who did not reach the Rising Star Rank in their TLC history would only be eligible for Rising Star Rank and would have to wait until the next pay period to be considered for the Executive Director Rank.



Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Web: \_\_\_\_\_

@TLCHQ

