

# COMPENSATION PLAN

FOR LIFE CHANGERS (LCs)\*

Version 1.5



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





# WELCOME!

At Total Life Changes, we provide products you'll feel and a community you'll love!

# 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.**

# REQUIREMENTS FOR COMMISSIONS

All TLC products have **Qualifying Volume (QV)**. Most TLC products have **40 QV**, with some exceptions. The QV falls into two categories:

## Personal Qualifying Volume (PQV)

*is what allows an LC to be considered Active. Different ranks have different PQV requirements, but none greater than 120 PQV. That is why no product has more than 120 QV.*

## Binary Volume (BV)

*is the amount of BV that is passed up the binary tree for commissions and rank qualifications. For example, a 40 QV product gives you 40 PQV and gives your upline 40 BV. LCs do not receive any BV from their own purchases.*

*All bonuses in the TLC Compensation Plan require Life Changers to be Active. PQV requirements may vary by rank; however, all LCs who achieve 40 PQV are considered Active. An LC's Active status is determined by his or her required Personal Qualifying Volume (PQV) by rank.\**

*\*As you review the compensation plan, please refer to **pages 31 and 32** for additional compensation details and definitions.*



# 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 instant version of our laso® Original Brew Tea, providing the same cleansing benefits in a convenient, portable sachet and a variety of exciting flavors\***



**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\***



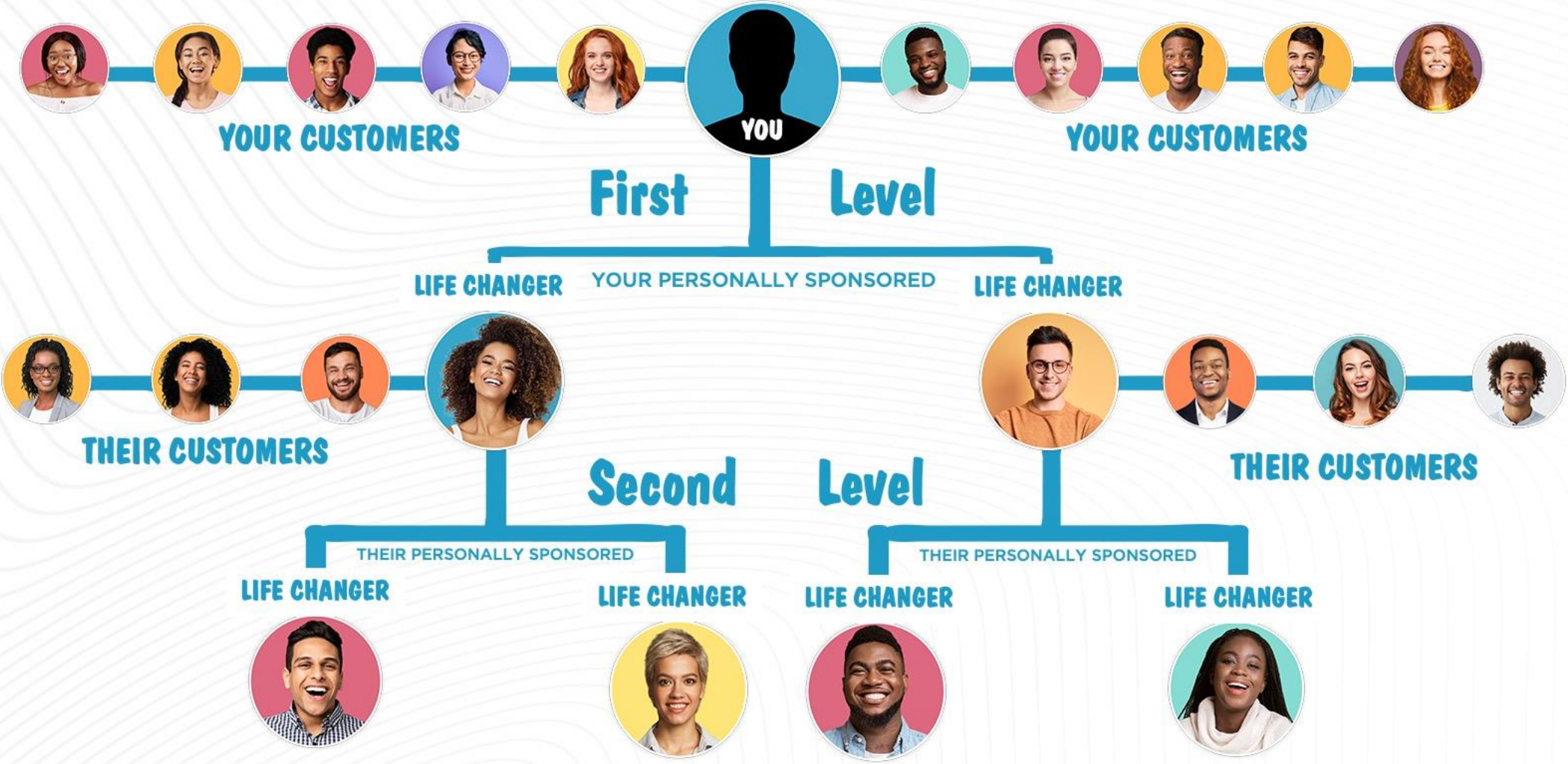
**Your weight-loss secret weapon to help reduce your food cravings\***

\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

Not intended for use by children. If you are pregnant, nursing, or taking medications, consult your physician prior to use.

This product is intended to support a healthy lifestyle through regular exercise and a balanced diet. Results may vary. Consult your healthcare professional about your unique medical needs before consuming any dietary supplement.

# 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

Three packs of Iaso® Original Brew Tea to promote and sell

Select your kit and at least one 40 QV product to start building relationships, managing your sales, and transforming lives!



\*International kits include two packs of tea.

# **6 WAYS TO EARN!**

- 1. Retail Sales Commissions***
- 2. The G5 Challenge Bonus***
- 3. The 10-5-2 Challenge Bonus***
- 4. LC First Order Bonus***
- 5. Binary Commissions***
- 6. Matching Bonus***





# 1. Retail Sales Commissions

Retail commissions are only paid on customer orders.



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



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



**One product  
priced at \$54.95  
or more**

## RETAIL BONUS EXAMPLE

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



# Daily Pay



## daily pay

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

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



# 2. The G5 Challenge Bonus

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



COMPLETE THE CHALLENGE AND RECEIVE



UNLIMITED G5 BONUSES FOR ALL LIFE CHANGERS



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

The G5 Bonus is available to any Active\* Life Changer who inspires online purchases of \$54.95/40 QV or more from five new customers. Results may vary and are based on a Life Changer's individual sales skills, effort, aptitude, business experience, knowledge, and level of aspiration. Total Life Changes does not guarantee your results or success.

Of the US Life Changers who earned compensation in 2023, the average annual earnings of those LCs, before expenses, were \$966.44. Fifty percent (50%) of the LCs who earned compensation made more than \$84.00, while the other half made less. See full Income Disclosure Statement [here](#).

\*An LC who achieves a minimum of 40 Personal Qualifying Volume (PQV) per month is considered Active. In order to retain Active status, LCs must maintain a minimum of 40 PQV every month by the monthly anniversary date of their previous qualification. Please see our Compensation Plan and IDS for further details.

### G5 Rewards

G5 Bonuses are available to Active Life Changers each time they inspire online purchases from five new customers. An additional \$50 bonus is available for Life Changers within their first 30 days of enrollment. Customer purchases of \$54.95/40 QV or more must be processed through a Life Changer's unique replicated website (shop link) to qualify for the G5 Bonus. All Life Changers MUST be Active and in good standing to qualify for \$50 G5 Bonuses. All new Life Changers who complete the G5 Challenge within their first 30 days will also receive an email providing them with free lifetime access to the My TLC App, a downloadable digital certificate, and, upon request, a custom G5 pin. G5 rewards are not earned until the current period's commission run has been completed and accepted by Total Life Changes, LLC. Projected earnings will be adjusted in function of return orders, cancellations, and/or transaction fraud. In the event that a customer order is refunded or disputed, Total Life Changes, LLC has sole discretion to revoke all G5 rewards. Rewards may vary by location.

# 3. The 10-5-2 Challenge Bonus

Complete these three steps within one calendar month to qualify for a \$50 10-5-2 Bonus!\*

1. Get 10 customers to sample or purchase a week's supply of a product for \$25.
2. Inspire online purchases from 5 brand-new Preferred Customers.
3. Sponsor and onboard 2 new Life Changers.

#### 10-5-2 Monthly Challenge Rewards

The 10-5-2 Monthly Challenge is available to all Active Life Changers (LCs) who certify in their back office that they have sampled or sold a week's supply of a product to 10 customers, inspired online purchases of at least \$54.95/40 QV or more from five new customers, and sponsored two new LCs within one calendar month (the "10-5-2 Qualifying Period"). The 10-5-2 Bonus is available to Active LCs only once per month when the conditions above are met. Customer purchases of at least \$54.95/40 QV or more must be processed through an LC's unique replicated website (shop link) to qualify. All LCs MUST be Active and in good standing to qualify for \$50 10-5-2 Bonuses. 10-5-2 rewards are not official until the current period's commission run has been completed and accepted by Total Life Changes, LLC. Projected earnings can be affected by return orders, cancellations, and/or transaction fraud. In the event that a customer order is refunded or disputed, Total Life Changes, LLC has sole discretion to revoke all 10-5-2 rewards. Rewards may vary by location. Results may vary and are based on a Life Changer's individual sales skills, effort, aptitude, business experience, knowledge, and level of aspiration. Total Life Changes does not guarantee your results or success. Of the US Life Changers who earned compensation in 2023, the average annual earnings of those LCs, before expenses, were \$966.44. Fifty percent (50%) of the LCs who earned compensation made more than \$84.00, while the other half made less. See full Income Disclosure Statement [here](#).



# 4. LC First Order Bonus



## A Life Changer (LC)

First Order Bonus from a 40 QV product generates a \$20.00 bonus (or 50% of 40 QV) and 10 BV (25% of 40 QV).



## Earn 50%

of the product's QV in paid commissions for every personally sponsored LC's first order.



Commissions are paid out weekly if you are Active with at least 40 PQV.

As your team grows, you can receive not only binary commissions from your personally sponsored LCs but also 50% commissions on their initial order.



**QV: 40**  
Commission of \$20

## LC Sponsored Example

(50% of 40 QV = \$20)

+ 25% of the QV (10 BV) added to GBV

BV= Binary Volume QV= Qualifying Volume GBV= Group Binary Volume (Refer to Pages 31 and 32)



# 5. Binary Commissions



**Earn 10%-25% commissions**  
on Group Binary Volume (GBV.)\*



**Carryover Volume**  
Unused GBV is banked for  
the following commission week  
as long as you are Active &  
Binary Qualified.\*



**Commissions are paid out**  
weekly if you are eligible.\*

As your team grows, you can receive binary commissions from those you have personally sponsored and the people they've sponsored. "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 who order products. You can be paid a percentage ranging from 10% to 25% based on your lesser team's (weak leg) GBV. These commissions are paid weekly with a \$30,000 cap. To be qualified, you must have two personally sponsored Life Changers who are currently Active with a minimum of 40 PQV, one placed on your left team and one on your right team.

\*Matching Bonus and Binary Commissions combined are capped at 60% of a Life Changer's lesser team (weak leg) volume per week.

## EXAMPLE

**LEFT TEAM VOLUME SALES =**  
1,000 GBV

Paid out because this is your  
lesser team (pay leg)

Balance of 0 Carryover Volume



**RIGHT TEAM VOLUME SALES =**  
1,500 GBV

-1,000 GBV paid out (left team)  
1,500-1,000= 500 Carryover Volume

500 unused volume that will carry over  
to the right team for the next weekly  
bonus period



# 6. Matching Bonus (Director and Above\*)



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



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



**Commissions paid out weekly** if you are eligible.\*



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

\*Matching Bonus and Binary Commissions combined are capped at 60% of a Life Changer's lesser team volume per week. Must be a Director or Above to be eligible for this bonus.



# TLC RANK OVERVIEW





# LCs RANK OVERVIEW

## AFFILIATE

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

- Active with a minimum of 40 PQV

### **Rank Benefits:**

- Earn Retail Commissions and LC First Order Bonus

*No Binary Commissions are earned at the Affiliate rank.*

# LCs RANK OVERVIEW

## ASSOCIATE

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

- Active with a minimum of 40 PQV
- Binary Qualified

### **Rank Benefits:**

- Earn Retail Commissions, LC First Order 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 PQV
- Binary Qualified
- Minimum of 500 PLV weekly

### **Rank Benefits:**

- Earn Apprentice Bonus, Retail Commissions, LC First Order Bonus, and Binary Commissions

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

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



# LCs RANK OVERVIEW

## DIRECTOR

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

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

### **Rank Benefits:**

- Earn Retail Commissions, LC First Order 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 page 30 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## RISING STAR

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

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

### **Rank Benefits:**

- Earn Rising Star Bonus (\$200)\*\*, Retail Commissions, LC First Order 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 page 30 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 have achieved the rank of Rising Star in a previous week
- Active with a minimum of 80 PQV
- Binary Qualified
- Minimum of 5,000 PLV weekly
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC First Order 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 page 30 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## REGIONAL DIRECTOR

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

- Must have achieved the rank of Executive Director in a previous week
- Active with a minimum of 120 PQV
- Binary Qualified
- Have a personally sponsored Recent and Active Executive Director
- Minimum of 10,000 PLV weekly
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC First Order 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 page 30 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## NATIONAL DIRECTOR

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

- Must have achieved the rank of Regional Director in a previous week
- Active with a minimum of 120 PQV
- Binary Qualified
- Have a personally sponsored Recent and Active Regional Director
- Minimum of 20,000 PLV weekly
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC First Order Bonus, Binary Commissions, and Matching 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.*

May be eligible for a \$1,500 monthly Leadership Bonus, if all qualifications are met. See page 32 for more details.

\*See page 30 for Monthly G5 Requirement.





# LCs RANK OVERVIEW

## GLOBAL DIRECTOR

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

- Must have achieved the rank of National Director in a previous week
- Active with a minimum of 120 PQV
- Binary Qualified
- Have a personally sponsored Recent and Active National Director
- Have two Recent and Active Executive Directors (one on the left team and one on the right team)
- Minimum of 50,000 PLV weekly
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC First Order Bonus, Binary Commissions, and Matching 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.*

May be eligible for a \$1,500 monthly Leadership Bonus, if all qualifications are met. See page 32 for more details.

\*See page 30 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## AMBASSADOR

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

- Must have achieved the rank of Global Director in a previous week
- Active with a minimum of 120 PQV
- Binary Qualified
- Have a personally sponsored Recent and Active Global Director
- Have four Recent and Active Executive Directors (two on the left team and two on the right team)
- Minimum of 100,000 PLV weekly
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC First Order Bonus, Binary Commissions, and Matching 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.*

May be eligible for a \$1,500 monthly Leadership Bonus, if all qualifications are met. See page 32 for more details.

\*See page 30 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## EXECUTIVE AMBASSADOR

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

- Must have achieved the rank of Ambassador in a previous week
- Active with a minimum of 120 PQV
- Binary Qualified
- Have a personally sponsored Recent and Active Ambassador
- Have eight Recent and Active Executive Directors (four on the left team and four on the right team)
- Minimum of 250,000 PLV weekly
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC First Order Bonus, Binary Commissions, and Matching 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.*

May be eligible for a \$1,500 monthly Leadership Bonus, if all qualifications are met. See page 32 for more details.

\*See page 30 for Monthly G5 Requirement.



# LCs RANK OVERVIEW

## GRAND AMBASSADOR

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

- Must have achieved the rank of Executive Ambassador in a previous week
- Active with a minimum of 120 PQV
- Binary Qualified
- Have a personally sponsored Recent and Active Executive Ambassador
- Have two Personally Sponsored Recent and Active Ambassadors
- Have three Personally Sponsored Recent and Active Global Directors
- Have twelve Recent and Active Executive Directors (six on the left team and six on the right team)
- Minimum of 500,000 PLV weekly
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC First Order Bonus, Binary Commissions, and Matching 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.*

May be eligible for a \$1,500 monthly Leadership Bonus, if all qualifications are met. See page 32 for more details.

\*See page 30 for Monthly G5 Requirement.  
\*\*One-time bonus.



# LCs RANK OVERVIEW

## ELITE AMBASSADOR

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

- Must have achieved the rank of Grand Ambassador in a previous week
- Active with a minimum of 120 PQV
- Binary Qualified
- Have a personally sponsored Recent and Active Grand Ambassador
- Have two Personally Sponsored Recent and Active Executive Ambassadors
- Have three Personally Sponsored Recent and Active Ambassadors
- Have four Personally Sponsored Recent and Active Global Directors
- Have sixteen Recent and Active Executive Directors (eight on the left team and eight on the right team)
- Minimum of 1,000,000 PLV weekly
- Monthly G5 Requirement\*

### **Rank Benefits:**

- Earn Retail Commissions, LC First Order Bonus, Binary Commissions, and Matching Bonus
- 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.*

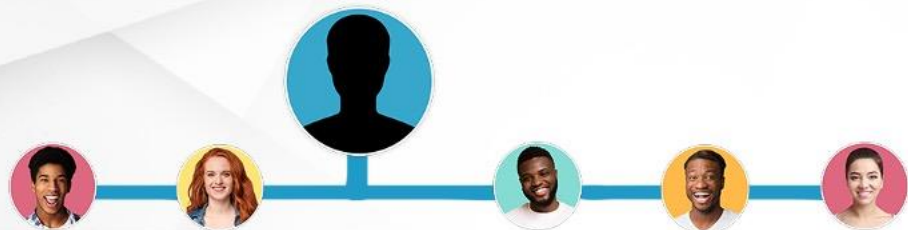
*May be eligible for a \$1,500 monthly Leadership Bonus, if all qualifications are met. See page 32 for more details.*

\*See page 30 for Monthly G5 Requirement.  
\*\*One-time bonus.



# Monthly G5 Requirement\*

## DIRECTORS AND ABOVE ONLY



**OR**



**Inspire orders of at least 40 QV from (5) new or (5) existing customers.**

**Purchase (1) Retailer Pack to override the Monthly G5 Requirement.**

\*Directors and Above must have met the Monthly G5 Requirement in a previous month to be eligible to receive Director and Above Binary Commissions and a Matching Bonus in the first commission week of the preceding month. LCs who did not meet the Monthly G5 Requirement in the previous month may still achieve the rank of Director and Above during the current month by completing the Monthly G5 Requirement during any previous or current commission week within the current month. Active Director and Above LCs who do not meet the Monthly G5 Requirement within the G5 Qualifying Period will be paid at a rank no higher than Apprentice. The Monthly G5 Requirement will be waived for the first calendar month for all brand-new LCs.

# ADDITIONAL COMPENSATION DETAILS

## Compensation Plan Definitions

**Active** - An LC who achieves a minimum of 40 Personal Qualifying Volume (PQV) per month is considered Active. LCs must maintain a minimum of 40 PQV every month by the monthly anniversary date of their previous qualification. Please note that PQV requirements may vary by rank; however, all LCs who achieve 40 PQV are considered Active. LCs can generate PQV from retail sales and personal orders. All bonuses in the TLC Compensation Plan require LCs to be Active in order to earn commissions.

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

**Binary Volume (BV)** - means the volume that is credited to an LC when a product with a BV value attributed to it is purchased. The BV value of a product varies depending on who places the order (a customer or Life Changer). When an LC in the downline places an order that contains 40 PQV, with the exception of his or her initial enrollment order, 40 BV will be added to the Group Binary Volume (GBV) 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 40 QV, 10 BV will be added to the Retail Binary Volume (RBV).

**Group Binary Volume (GBV)** - means the total (sum) of all the Binary Volume (BV) generated on an LC's left or right team.

**Guest Customer(s)** - means a retail customer without a TLC replicated shopping site who purchases a product for personal use only. Customers may not resell the product.

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

**Personal Qualifying Volume (PQV)** - means the volume that is credited to LCs when they generate a retail sale or purchase a product.

**Preferred Customer(s)** - means a retail customer with a TLC replicated shopping site who purchases a product for personal use only. Customers may not resell the product.

**Qualifying Volume (QV)** - All TLC products have Qualifying Volume (QV). Most TLC products have 40 QV, with some exceptions. The QV falls into two categories: Personal Qualifying Volume (PQV) and Binary Volume (BV).

**Recent** - refers to an Active LC's highest paid rank within the past fifty-one commission weeks. Retail Binary Volume (RBV) - means Binary Volume (BV) attributed to a Preferred Customer or Guest Customer's order. RBV is generally 25% of a product's QV. RBV is added to weak leg volume (WLV) at the end of each commission period.

**Weak Leg Volume (WLV)** - means the volume of the team (leg), left or right, with the lesser amount of Binary Volume (BV) for the commission week being considered for bonuses.

## Compensation 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 and the next four pay periods, regardless of PLV. Life Changers must be Active during this period with the proper PQV for the corresponding rank and be Binary Qualified throughout the grace period. Once this Lifetime Rank grace period has been granted, it cannot be used again for the same rank.

**Lifetime Rank** - means the highest rank achieved as an LC with TLC.

**Paid Rank** - means the rank achieved at the end of a commission period as an LC with TLC. LCs who reach the rank of Director or above for the first time will maintain the paid rank for a total of four consecutive commission weeks (Highest Rank Achieved Grace Period).

**Recent Rank** - means the highest rank achieved within the past fifty-one weeks OR previous calendar year.

# ADDITIONAL COMPENSATION DETAILS

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

**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 40 PQV during the commission period.

**Unlimited Weekly Carryover Volume** - A TLC Life Changer will be allowed to “bank” any unused BV from either team as long as the Life Changer remains Active and Binary Qualified. A Life Changer who 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 PQV and becomes Binary Qualified.

## Additional TLC Comp Plan Rules

**60% Company-Wide Binary Commissions and Matching Bonus 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 Commissions and the Matching Bonus. Payouts of these bonuses will be capped company-wide at 60% of the company's BV. NOTE - LC Leadership Bonus, Retail Commissions, and Lifestyle Bonus WILL NOT be capped.

The Life Changer Leadership Bonus is available monthly to LCs who qualify as an Active National Director or above for three weeks within a calendar month and meet the applicable WLV requirements, which vary by rank. The \$1,500 LC Leadership Bonus is intended to offset the costs of a home office, travel, or additional daily expenses. Assuming all qualifications have been met, this bonus will be paid out by the fourth Thursday of each month.

**60% WLV Binary Commissions and Matching Bonus Cap** - A TLC Life Changer can earn only 60% of his or her WLV through the Binary Commissions and the Matching Bonus. These two bonuses combined cannot be higher than 60% of the WLV in any given week. Above 60% WLV, these bonuses will be capped.

**Weekly Binary Commissions Cap** - \$5,000 - \$30,000 per pay period through the Binary Pay bonuses.

**Personal Responsibility** - This document and only this document will act as the official, Total Life Changes LLC Compensation Plan reference document for all TLC Life Changers/LCs (independent distributors). Any other documents or verbal promises made to you that are not reflected in this document should be considered null and void. Contact TLC 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 LC 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 has been met will be resolved at the sole discretion of TLC.

**Footnotes** - The Executive Directors required 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. Life Changers at the Executive Director rank and above must be Binary Qualified and have been paid at the next lower rank at some point since starting their TLC business to be considered for a new rank.

Example: A Life Changer meeting the requirements for the Executive Director rank must have also been paid as a Rising Star since joining TLC. Using this example, a Life Changer who has not reached the Rising Star rank in his or her TLC history would only be eligible for the 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:** \_\_\_\_\_

