



U.S.A.

DIRECTOR

**COMPENSATION
QUICK START GUIDE**

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Director - Compensation Quick Start Guide

Congratulations on advancing to the Director Ranks—an exciting milestone in your LifeWave journey! This achievement not only comes with well-deserved recognition but also unlocks your first portion of the Breakthrough Incentive. Well done!

This guide is designed to help you deepen your understanding of LifeWave Compensation and show you how to make the most of your earning potential as a new Director.

Success Pathway – Director Ranks

The LifeWave Success Pathway remains your trusted guide as you grow your LifeWave business. In this section, we'll focus specifically on the Director ranks.

The chart below outlines the qualification requirements for each rank, and we'll walk you through the key criteria to help you understand what's new and what it takes to advance.

Rank/ Title	Personal Volume (PV)	Qualified Downline Volume (QDV)	Maximum Volume Rule (MVR)	Volume Legs	Outside Largest Legs Volume (OLXL)	Binary Balancing
1-Star Director	110	5,000	2,500	2 @ 1,000	1,000 OL2L	1,000
2-Star Director	110	10,000	5,000	2 @ 2,000	2,000 OL2L	2,000
3-Star Director	110	20,000	10,000	2 @ 3,000	3,000 OL2L	3,000

By now, you're already familiar with key concepts like PV, QDV, and Volume Legs from your journey through the Manager Ranks—but if you need a refresher, visit the glossary for more details.

In this guide, we'll shift the focus to deepening your understanding of the Maximum Volume Rule (MVR), Outside Largest Leg Volume (OLXL), and Binary Balancing.

What is the Maximum Volume Rule (MVR)?

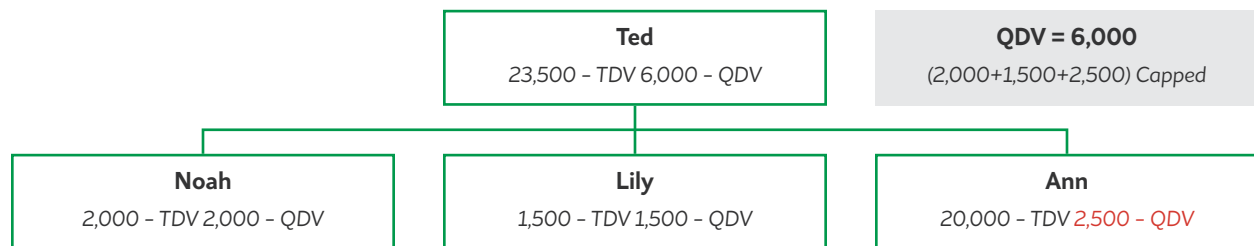
The Maximum Volume Rule (MVR) limits the amount of Total Downline Volume that can be applied toward rank qualification from any single Line of Sponsorship (i.e., Enrollment Tree Leg). Specifically, no more than 50% of the required Qualified Downline Volume for any rank can come from one Line of Sponsorship or from Personal Volume.

Example:

To qualify as a 1-Star Director, you need 5,000 in Qualified Downline Volume. Under the MVR, up to 2,500 of that can come from any single Line of Sponsorship or your Personal Volume.

In the example below, Ted has a Total Downline Volume of 23,500, but most of that volume is concentrated in the business of personally enrolled Brand Partner, Ann. Due to the MVR, the excess volume from Ann is capped, and there is insufficient volume from Noah or Lily. Resulting in Qualified Downline Volume of 6,000, qualifying Ted at the 1-Star Director title.

As volume increases in the businesses of Noah and Lily, the Qualified Downline Volume will also rise. This will allow Ted to qualify for 2-Star Director and above, since the MVR cap from Ann increases with each rank level.



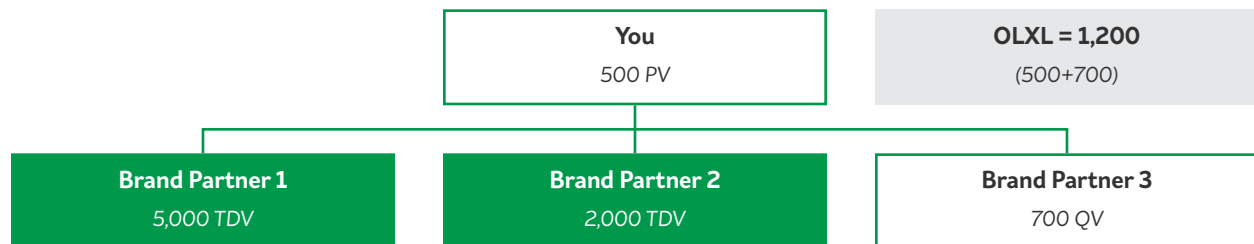
In addition to the Maximum Volume Rule that applies to Director ranks and higher, there is also an Outside Largest Legs Volume requirement. This requires a Brand Partner to:

1. Increase Personal Volume performance to meet the OLL requirement
2. Enroll and help new Brand Partner lines of business grow in Total Downline Volume performance to meet the OLL requirement
3. Use a combination of options one and two above to meet the OLL requirement

What is Outside Largest Legs Volume (OLXL)?

Outside Largest Legs Volume (OLXL) is the combined Qualified Volume (QV) from a Brand Partner's Personal Volume (PV) and the Total Downline Volume from all Enrollment Tree Legs, excluding the largest Legs used to meet the rank's Volume Leg requirements.

- For most ranks, two Volume Legs are required, so the OLXL is referred to as OL2L—meaning the volume from all legs outside your two largest.



The final qualification requirement to achieve a Director rank is Binary Balancing. This ensures that each Brand Partner is actively building their business on both the left and right sides of their Binary organization.

What is Binary Balancing?

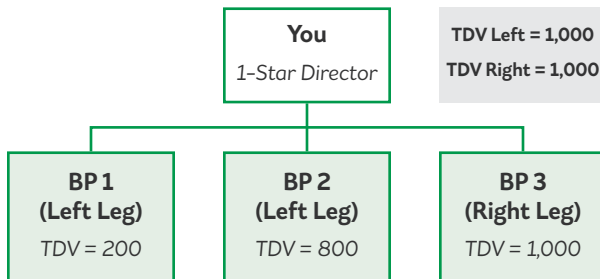
Binary Balancing ensures a minimum amount from personally enrolled Brand Partners Total Downline Volume is located on each side of the Binary Tree (left and right).

Example:

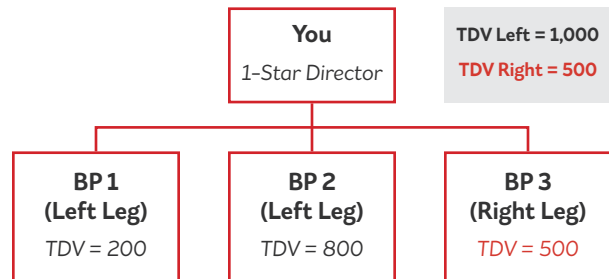
To qualify as a 1-Star Director, you need a minimum of 1,000 in Total Downline Volume from personally enrolled Brand Partners on both the left and right sides of your Binary Tree.



Meets the Binary Balancing Requirement



Does Not Meet the Binary Balancing Requirement



Earning Opportunities for Director Ranks

As a Director, you'll continue to enjoy powerful earning opportunities like the Business Launch Bonus - Enroller Match, and the Product Introduction Bonus each time you introduce a new Brand Partner to LifeWave. You'll also keep earning from your customers through Retail Profit and Customer Premiums, which are based on the purchasing behavior of your personally enrolled Customers.

But there's even more to look forward to at the Director ranks. Your earning potential increases through higher Level Earnings and Binary Bonuses, and you now unlock access to the Mentor Matching Bonus.

Let's dive into an exclusive bonus available right now to you as a 1-Star Director.

Breakthrough Incentive

The Breakthrough Incentive rewards you as you advance into new ranks within the Success Pathway. Now that you've achieved (or are close to achieving) the 1-Star Director rank, you're eligible to begin earning your first Breakthrough Incentive.

Each Breakthrough Incentive is paid in two parts:

- **Part 1:** Earned the first week you reach 1-Star Director.
- **Part 2:** Earned after you maintain or exceed that rank for four additional weeks within a 52-week period following the week you earned Part 1. (These weeks do not need to be consecutive.)

Paid Rank	Total Award Amount*	Part 1 Award	Part 2 Award
1-Star Director	\$500	\$250	\$250

*The total award amount is paid in two separate payments as demonstrated in Part 1 Award and Part 2 Award columns.

As you advance through your Director ranks another \$5,000 Breakthrough Incentive awaits at the 1-Star Executive Level!

Level Earnings Bonus

The Level Earnings Bonus continues to be your first earning opportunity on your personally enrolled team. As a 1-Star Director, you now unlock the maximum earning depth potential of this bonus - gaining access to all three payout levels. And the best part? As you advance to 2-Star, 3-Star Director, and beyond, you'll continue to earn on all three levels increasing your earnings rates at each Paid Rank.

Paid Rank	1-Star Director	2-Star Director	3-Star Director (or higher Paid Rank)
Level 1 Bonus	7%	7%	7%
Level 2 Bonus	5%	5%	5%
Level 3 Bonus	1%	2%	3%

Binary Bonus

Just like with the Level Earnings Bonus, your earning potential with the Binary Bonus increases as you advance through the Director ranks. At these ranks, you'll receive a higher payout percentage on the BV (Bonus Volume) in your Binary Pay Leg, along with an increased weekly maximum for your Binary Bonus earnings. This means you can earn significantly more each week from your Binary Tree as you rise through the Director ranks.

Paid Rank	Weekly Percentage Earnings Rate	Weekly Max. Binary Bonus Earnings
1-Star Director	7%	\$2,500
2-Star Director	9%	\$3,500
3-Star Director	10%	\$5,000

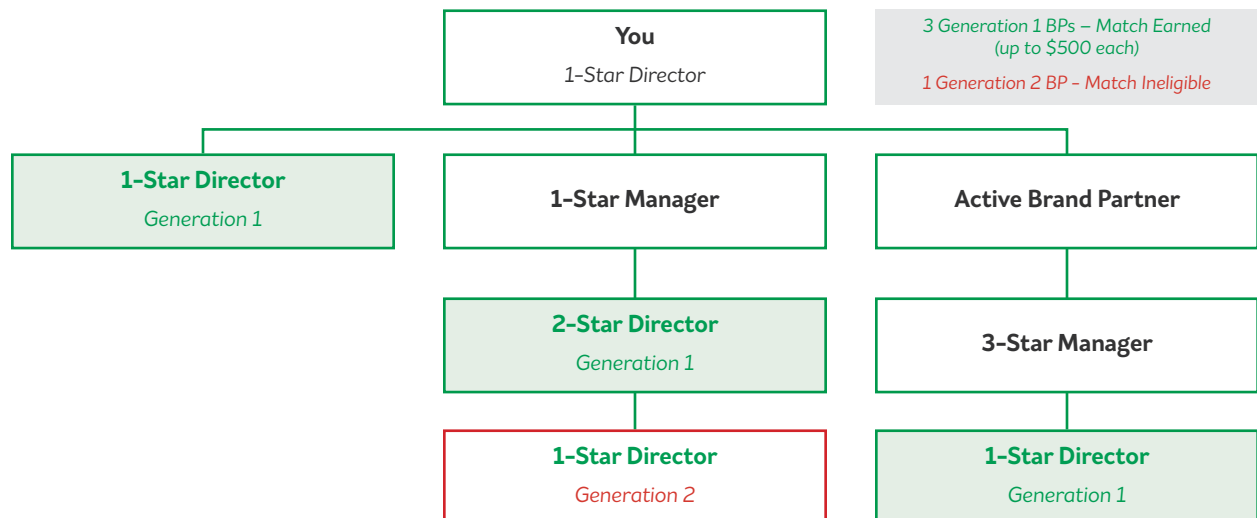
Mentor Matching Bonus

Mentorship is crucial to building a successful team as you work to advance through your Director ranks and beyond. To encourage and reward this important behavior, the Mentor Matching Bonus offers weekly earnings when you actively support and develop leaders within your organization. This bonus pays a percentage match on the Binary Bonus and Level Earnings Bonus of eligible Generations of Brand Partners in enrollment Lines of Sponsorship, starting with those ranked 1-Star Director or higher.

What is a Generation?

A Generation includes all Brand Partners within an organization down to the next Brand Partner who has reached the qualifying rank or higher.

- For the Mentor Matching Bonus, the qualifying rank is 1-Star Director.
- Once a Brand Partner reaches 1-Star Director or above, they begin a new Generation (e.g., Generation 1, Generation 2, and so on).



The percentage you earn and the number of eligible Generations in the Mentor Matching Bonus are determined by your weekly Paid Rank (see chart below for details).

Each individual match is subject to a maximum payout, based solely on Paid Rank regardless of the Paid Rank or earnings of the Brand Partner you're matching.

Example:

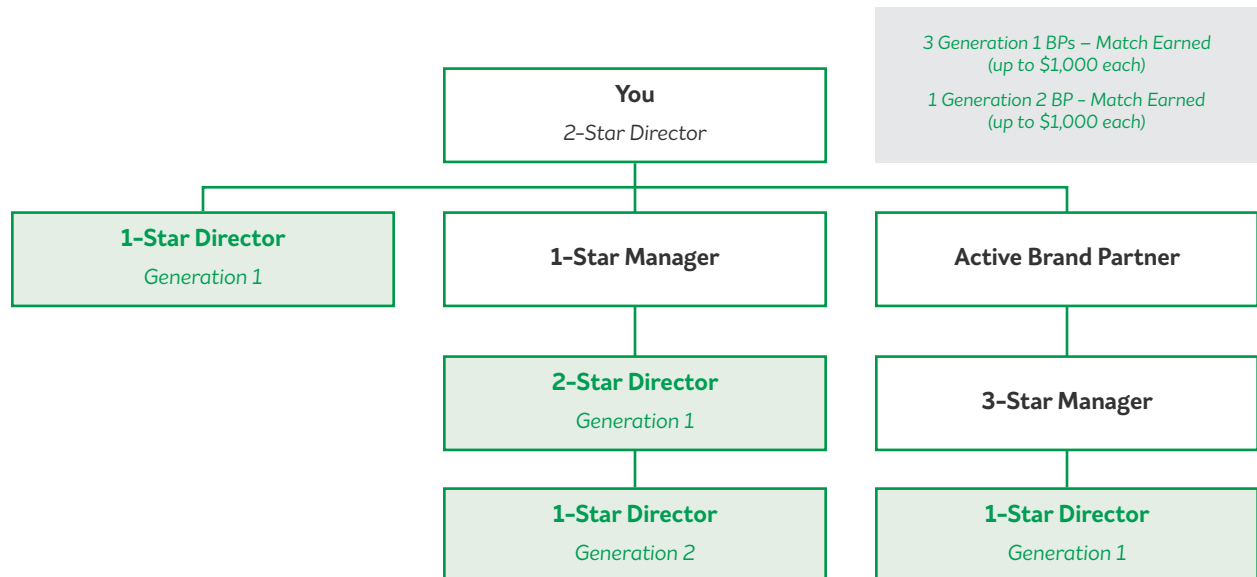
As a 1-Star Director, you can earn 5%, up to a maximum of \$500, on each eligible 1st Generation Brand Partner. If you have three eligible 1st Generation Brand Partners (like the example above), you could earn up to \$500 per person, for a maximum total of \$1,500.

Paid Rank	1-Star Director	2-Star Director	3-Star Director
Gen 1	5%	7%	10%
Gen 2	-	5%	7%
Gen 3	-	-	5%
Max Match / Individual	\$500	\$1,000	\$2,000

As you advance through the Director ranks, your earning percentage for each Generation increases, along with the maximum match amount you can earn per individual. You'll also unlock the ability to earn on additional Generations of 1-Star Directors and above within your growing organization.

Example:

At the 2-Star Director rank, you'll earn 7% (up from 5%), with a maximum of \$1,000 per match on your three Generation 1 Leaders. Plus, you'll qualify to earn a 5% match on the Generation 2 Leader, a level that wasn't available to you at the 1-Star Director rank.



Excelling to Executive Ranks

As you move toward the 3-Star Director rank, it's a great time to start exploring the Executive – Compensation Quick Start Guide. This will help you become familiar with the additional earning opportunities available at the Executive ranks.

At these higher levels, you'll benefit from increased Weekly Maximum Earnings on your Binary Bonus, even greater earning potential with the Mentor Matching Bonus, and an exciting \$5,000 Breakthrough Incentive when you achieve 1-Star Executive!

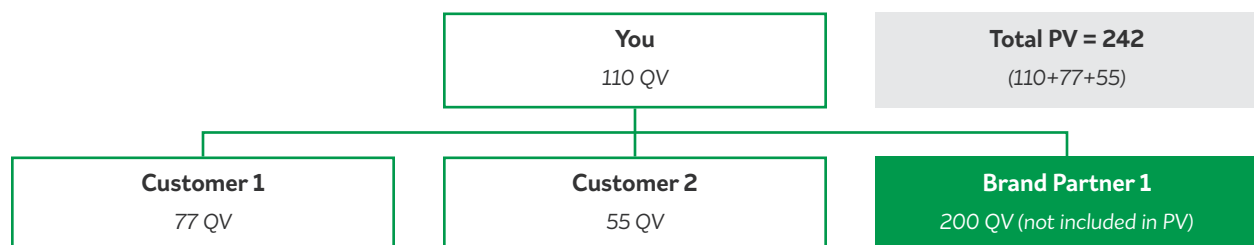
Keep up the amazing work with enrolling, team building, and mentoring—you're well on your way to the Executive ranks and beyond with your LifeWave business.

Glossary

Personal Volume

Personal Volume (PV) is the combined Qualifying Volume (QV) from both your own purchases and the sales made to your Customers during a rolling 31-day period.

- Qualifying Volume (QV) is a set value assigned to each product. It is used to determine Paid Rank. This volume amount is currency neutral and is the same for a product regardless of whether the sale is made to a Customer or the product is purchased by a Brand Partner.
- The rolling 31-day period considers the final day of the commission week (Sunday 11:59:59 PM CT globally) plus the prior 30-days.



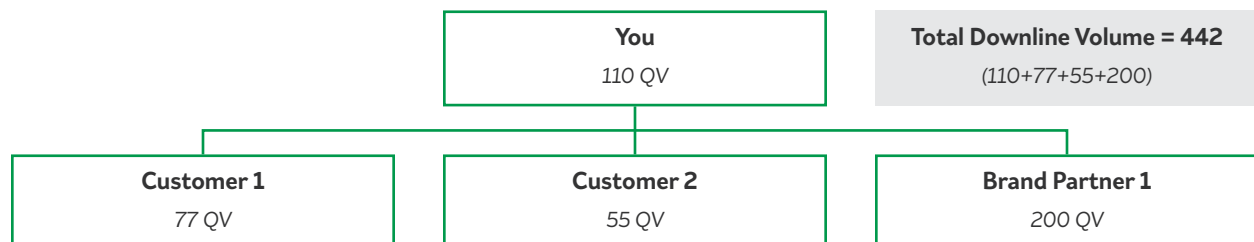
Qualified Downline Volume (QDV) and Total Downline Volume (TDV)

Qualified Downline Volume (QDV) is the combined Qualifying Volume (QV) from:

- A Brand Partner's own purchases
- Sales made to the Brand Partner's personally enrolled Customers
- Purchases made by all Brand Partners and their sales to their Customers within the Lines of Sponsorship (i.e., the entire Enrollment Tree Downline).

This volume is calculated over a rolling 31-day period, which includes the final day of the commission week (Sunday) and the prior 30 calendar days.

QDV does factor in the Maximum Volume Rule (MVR), meaning no more than 50% of the required QDV can come from any one Line of Sponsorship. Total Downline Volume (TDV), however, does not consider the Maximum Volume Rule (MVR).



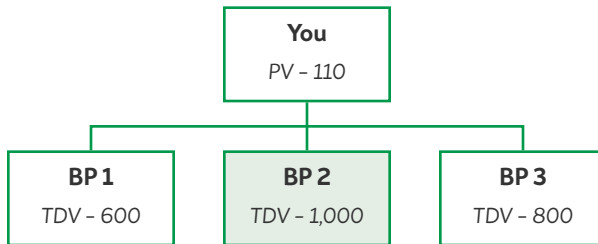
Volume Leg

The count of Enrollment Tree Legs that meet or exceed the required Total Downline Volume amount.

- A Brand Partner has as many legs as they have personally sponsored Brand Partners. However, for a leg to count as a Volume Leg toward rank qualifications, it must meet the required Total Downline Volume (TDV) threshold.
- This means that to qualify as a 3-Star Manager you must have at least one personally enrolled Brand Partner who has a minimum of 1,000 Total Downline Volume.



**Meets the Volume Leg
with BP #2**



**Does Not Meet the
Volume Leg Requirement**

