

Zestful

COMPENSATION



# VIP RANKS

- Partner
- Active Partner
- VIP Partner
- 3K VIP Partner
- 9K VIP Partner
- 15K VIP Partner
- 30K VIP Partner
- 60K VIP Partner
- Diamond Partner
- Double Diamond Partner
- Triple Diamond Partner
- Black Diamond Partner

## RANK AWARDS

Residual income is the holy grail of entrepreneurship, but also, we love immediate cash bonuses! Earn extra one-time bonuses as you advance to the following ranks:



\*Newly achieved rank must be achieved for 3 consecutive months to qualify for this one-time rank award. 60K, Diamond and Double Diamond are paid in 3 monthly equal payments. Triple Diamond in 6 monthly equal payments and Black Diamond, 9 monthly equal payments

# RETAILER & DEPTH BONUS

PAID WEEKLY

Based on BV Assigned to Product	Commission
Your Personal Customers and their Customers	20%
Level 1 Partner's Customers	2.5%
Level 2 Partner's Customers	2.5%
Level 3 Partner's Customers	2.5%

**RETAILER DEPTH BONUS**



**Qualify with 3 Personally Enrolled Customers on Smartship**

Level 1-3 Represent Personally Enrolled Partners in your Enroller Tree Levels (see VIP Residual Page)

## Customer Consistency Reward



**Customer with 40BV Smartship** + **3 Personal Customers with 40BV** = **Equivalent Credit towards customer's smartship**

### For Customers Only

The average value of at least 3 processed Customer Smartship Orders in a one-month period earns you FREE Bonus Points of corresponding value. This Consistency Bonus can be earned by Customers Only. Qualification: Must be active Customer with an Active Smartship of 40BV in the previous 30 days. Earned points can be applied automatically to Smartship the following month as long as there are 3 Customers with Smartships on file in that month. Points applied to your Smartship the following month and do not apply to Taxes or Shipping fees.

# ZESTAL BRAND INFLUENCER

- SELECT Influencer Membership to Get Started
- Earn 25% Commission each time Customer Orders
- Permanent Customers = Passive Income



- Select Influencer Membership to Get Started
- Earn 25% Commission
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Commission based on the Bonus Volume of each product

# FAST START BONUS

PAID ON THE FIRST ORDER OF A PERSONALLY ENROLLED BRAND PARTNER OR INFLUENCER

PAID WEEKLY

Enrollment Level 1

30%

Enrollment Level 2

7%

Enrollment Level 3

5%

To earn the Fast Start Bonus on the First Order of a Personally enrolled Brand Partner or Influencer, You must be active with **75BV**.

Fast start Bonus is calculated on 50% of designated Bonus Volume. For instance, New Partner purchases 600BV for first order  $50\% \text{ of } 600 = 300 \times 30\% = \text{\$90}$  Bonus.

# GO VIP BONUSES

- The VIP Bonuses are available to NEW PARTNERS to earn within given time frame.
  - Your VIP Clock starts when first customer/partner is enrolled with an order OR by default 14 Days after enrollment.
  - Bonuses are earned by the enrollment of personally enrolled customers, Influencers and/or Brand Partners.
  - PBV- Personal Bonus Volume is generated by Customer's and personal orders once VIP clock has started
  - PGV – Personal Group Volume is generated by Personally enrolled Customers, Influencers & Brand Partners.
- Achieve All 3 VIP Bonuses in the allotted time and earn a total of \$1400! Plus, Retail & Fast Start Bonuses!

## GO VIP FIRST 14 DAYS

Engagement GO Date:

**Go VIP by:**

2 Personal Customers  
200 PBV  
1,000 PGV

**\$200  
BONUS!**

Retailer Bonus  
Fast Start Bonus  
VIP Residual

## GO VIP FIRST 30 DAYS

Engagement GO Date:

**Go VIP by:**

4 Personal Customers  
400 PBV  
2,000 PGV

**\$400  
BONUS!**

Retailer Bonus  
Fast Start Bonus  
VIP Residual

## GO VIP FIRST 60 DAYS

Engagement GO Date:

**Go VIP by:**

4 Personal Customers  
400 PBV  
4,000 PGV

**\$800  
BONUS!**

Retailer Bonus  
Fast Start Bonus  
VIP Residual

# VIP RESIDUALS

		YOUR RANK										
LEVEL		Active Partner 75 PBV	VIP Partner 100 PBV 1,000 GQV 1 PAC 2 PAPT	3K VIP Partner 100 PBV 3,000 GQV 2 PAC 2 PAPT	9K VIP Partner 100 PBV 9,000 GQV 3 PAC 3 PAPT	15K VIP Partner 200 PBV 15,000 GQV 3 PAC 3 PAPT	30K VIP Partner 300 PBV 30,000 GQV 3 PAC 3 PAPT	60K VIP Partner 300 PBV 60,000 GQV 3 PAC 3 PAPT	Diamond 300 PBV 100,000 GQV 3 PAC 3 PAPT	Double Diamond 300 PBV 250,000 GQV 3 PAC 3 PAPT	Triple Diamond 300 PBV 500,000 GQV 3 PAC 3 PAPT	Black Diamond 300 PBV 1,000,000 GQV 3 PAC 3 PAPT
	1	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
	2		5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
	3			5%	5%	5%	5%	5%	5%	5%	5%	5%
	4				5%	5%	5%	5%	5%	5%	5%	5%
	5					5%	5%	5%	5%	5%	5%	5%
	6						5%	5%	5%	5%	5%	5%
	7							5%	5%	5%	5%	5%
	8								5%	5%	5%	5%
	9									2%	2%	2%
	10										2%	2%
11											2%	

Each level consists of Active Brand Partners & their customers with compression.

PAC – Personal Active Customer

PAPT – Personal Active Partner Team

\*Refer to page 20 for all qualification requirements

# LEADERSHIP CHECK MATCH

## LEADERSHIP RESIDUAL CHECK MATCH\*

Title	VIP Partner	3K VIP Partner	9K VIP Partner	15K VIP Partner	30K VIP Partner	60K VIP Partner **
PBV		100PBV	200PBV	200PBV	200PBV	200PBV
Level 1		5%	5%	10%	15%	15%
Level 2			5%	10%	10%	10%
Level 3					5%	5%
Level 4						5%

\*Check match calculated on income from VIP Residual Bonuses

\*\*60K VIP Partner and above.



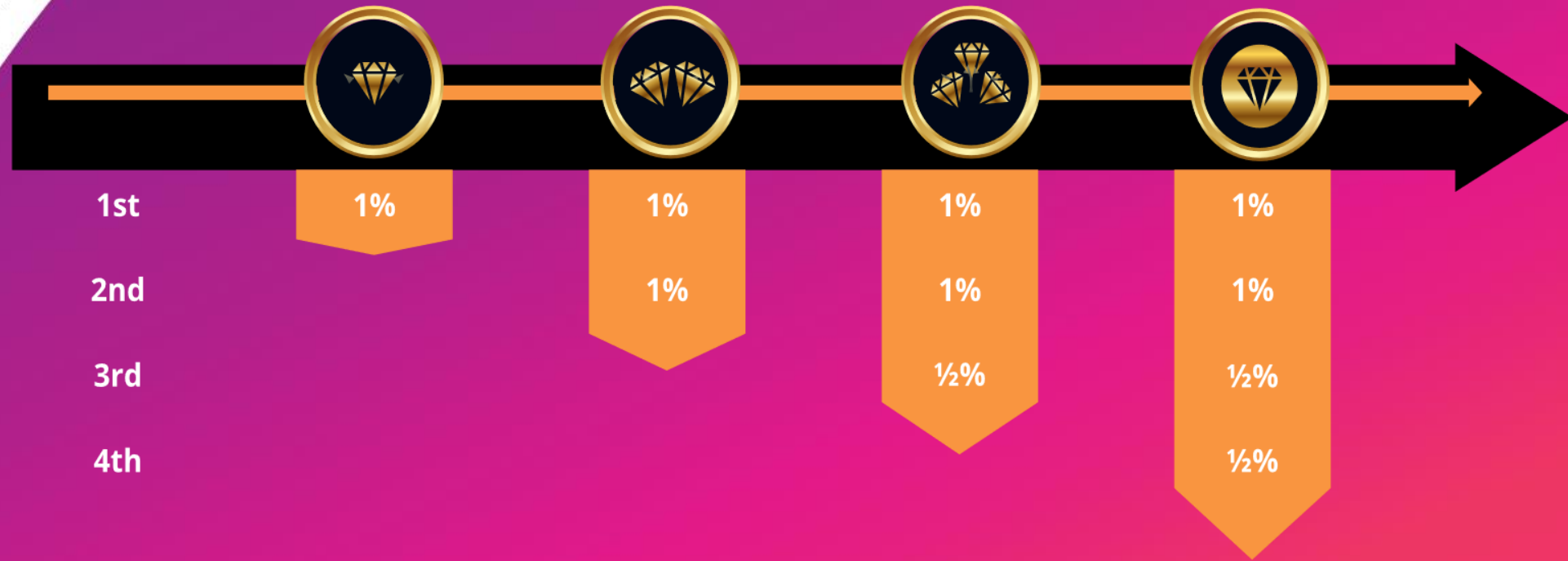
# LIVE YOUR DREAMS

LIVE YOUR DREAMS MONTHLY BONUSES



Bonuses paid monthly to Partners who are qualified at a rank. 3K to 30K Partners may fall down a rank in one month and regain rank and Bonus the next month. 60K and above require 2 months consecutive rank to qualify or requalify for Bonus.

# LEADERSHIP DEPTH BONUS



Active Brand Partners with Paid as Diamond rank (or higher) can earn monthly leadership depth bonuses based on a percentage of Bonus Volume (BV) in their residual enrollment tree. A Generation represents from one Qualified Diamond (or higher) down to the next Qualified Diamond (or higher).

For example, as a Double Diamond, you would earn 1% down each personal leg until you reach a Qualified Diamond (or higher), you would then earn 1% down that Diamond Leg until you reach another Diamond (or higher)

# TRIPS OF A LIFETIME

## INCENTIVE TRIPS

Explore the world with ZESTAL Trips of a Lifetime. We offer our top Partners the opportunity to discover new places, with a community of like-minded individuals. Whether it's a Caribbean cruise or a luxury getaway, Partners can earn once-in-a-lifetime trips with ZESTAL.



# REWARDS AT A GLANCE

	YOUR RANK										
	Active Partner	VIP Partner	3K VIP Partner	9K VIP Partner	15K VIP Partner	30K VIP Partner	60K VIP Partner	Diamond	Double Diamond	Triple Diamond	Black Diamond
Personal Volume Bonus (PVB)	75	100	100	100	200	200	200	300	300	300	300
Group Qualifying Volume (CQV)		1,000	3,000	9,000	15,000	30,000	60,000	100,000	250,000	500,000	1,000,000
Team Qualifying Volume (TQV)						10,000	20,000	30,000	80,000	160,000	350,000
Leg Balance Requirement for GQV		None	70%	70%	70%	70%	60%	60%	50%	50%	50%
Personally Enrolled Active Customers		2	2	3	3	3	3	3	3	3	3
Bonus Volume for Personally Enrolled Customers			100	150	200	300	300	300	300	300	300
Personally Enrolled Active Teams		1	2	3	3	3	3	3	3	3	3
Additional PAID RANK, Personally Enrolled Requirement								At least (1) Q 60K VIP in any PAP Team	At least (1) Q Diamond in any PAP Team	At least (2) Q Diamonds in 2 Separate PAP Teams	At least (3) Q Diamonds in 3 Separate PAP Teams
<b>Eligible to Earn:</b>											
Retailer Bonus on Personally Enrolled Customers	20%										
Fast Start Bonus on Personally Enrolled Partners <b>50% BV</b>	30%										
One Rank Achievement Bonus			\$300	\$900	\$1,500	\$3,000	\$6,000	\$10,000	\$20,000	\$40,000	\$60,000
VIP Residual Commission Levels	1	2	3	4	5	6	7	8	9	10	11
Leadership Depth Bonus Generations								1	2	3	4
Leadership Residual Check Match			*	*	*	*	*	*	*	*	*
Check Match PAC & PAP Requirements			2&2	3&3	3&3	3&3	3 & 3	3&3	3 & 3	3&3	3 & 3
LIV Your Dreams Monthly Bonus			100	250	400	800	1,200	1,800	3,500	5,000	7,500
LIV Your Dreams PAC & PAP			2&2	3&3	3&3	3&3	3 & 3	3&3	3 & 3	3&3	3 & 3
Bonus Volume form Personally Enrolled Customers			100	150	200	300	300	300	300	300	300

\*Refer to written explanation for exact Bonus

PE-PersonallyEnrolled PAC-Personally (enrolled) Active Customer PAP-Personally (enrolled) Active Partner

# GLOSSARY

- **Brand Partner:**  
Purchase enroller Membership – may earn Retailer Bonus.
- **Active Partner:**  
A Partner with 75PBV from personal and/or customer orders.
- **Active Customer:**  
Personally enrolled customer with min 40BV order within the last 30 days.
- **BV – Bonus Volume:**  
Volume assigned to individual product or product Packs for qualification and bonuses. Commissions are calculated on BV (or percentage of BV).
- **PBV – Personal Bonus Volume:**  
A Partner's personal purchases and the purchases of their personally enrolled customers.
- **Qualified Partner:**  
Personal BV Requirement from VIP Partner to Black Diamond.
- **GBV – Group Bonus Volume:**  
BV Volume on which commissions are calculated. Derived from Enroller & Placement Customer and Brand Partner's Applicable Orders
- **Personal Group Volume:**  
PGV – Personal Group Volume is generated by Personally enrolled customers, Influencers and Partners for GO VIP Bonuses
- **Brand Influencer:**  
Purchase Membership. Earns on Retail Customers only.
- **GQV – Group Qualifying Volume:**  
Volume used for Rank advancement purposes only. Taxable dollar amount of every order of your entire personal and team orders is Qualifying Volume.
- **TQV – Team Qualifying Volume:**  
All GQV down the first 4 levels of your Enroller tree. Does not include Placement Volume.
- **Enroller Tree:**  
Your enroller tree consists of Partners that you personally enroll (L1), the partners that they personally enroll (L2) and so on. Each level will include Partners and their customers.
- **Placement Tree:**  
Partners may place their personally enrolled Partners anywhere within first 3 levels of their Enroller Tree. The volume generated by those placed under another Partner will count for GQV for Rank and for VIP Residuals for that Partner
- **Personal Active Partner Team:**  
A single team in your downline that has an active personally enrolled Partner in it. A personally enrolled Partner placed under another Personally enrolled Partner will become one Active Partner Team for Rank qualifying purposes.

## INCOME DISCLOSURE STATEMENT

The Zestal Compensation Plan is an exciting opportunity that rewards you for selling products and services and sponsoring other participants who do the same. Although the opportunity is unlimited, individual results will vary depending on commitment levels and sales skills of each participant. Since Zestal has recently launched, it lacks enough statistical data to prepare reliable income disclosures. There will be certain participants who will earn less while others will earn much more. We're excited about the Zestal Compensation Plan and we're confident it will provide you a solid foundation to help you achieve your financial goals. As with all endeavors, hard work and the time you dedicate impact outcomes. If income projections were presented to you prior to your enrollment, such projections are not necessarily representative of the income, if any, that you can earn through your participation in the Compensation Plan. These income projections should not be considered as guarantees or projections of your actual earnings or profits. Success with Zestal results only from hard work, dedication, and leadership.



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