

# **ANOVITÉ COMPENSATION PLAN**



# 6 Reasons Our Compensation Plan is The “Gold Standard” Among Industry Pay Plans.

1. True unlimited income potential thanks to Anovité’s “re-entry feature.”
2. Get paid fast, all bonuses are paid weekly.
3. Super low qualifier for weekly Lifestyle Bonus.
4. Simple compensation qualifications with absolutely no “gotchas.”
5. Customer sales volume “automatically shifted” each week into your pay leg.
6. Greatly enhanced earning potential for new Associates.

## A New You Starts TODAY With ANOVITÉ’S BINARY COMPENSATION PLAN

Thank you for reviewing our compensation plan. Our stated goal is to provide such high-quality products and such an exceptional marketing program to be recognized as the gold standard of our industry.

At Anovité, we recognize professionals will always outearn amateurs. To that end, we provide an industry-first Professional Development program at no cost to you. Our program includes a 6.5-hour network marketing video training course, a state of the art marketing system, and professional coaching, so no one will ever fail due to a lack of support.

Perhaps the most important advantage you will have with Anovité is our remarkable lineup of products, with industry-leading re-order rates.

To ensure our compensation plan measures up to the same high standard, we designed our compensation plan to be generous and legally compliant, yet simple enough to understand that you can plan for your future.

So, with our Professional Development Program, our free sample program, our remarkable products, and our exceptional compensation plan, we believe we offer you a business opportunity of the highest quality that could be potentially life-changing.

We would be honored to partner with you.



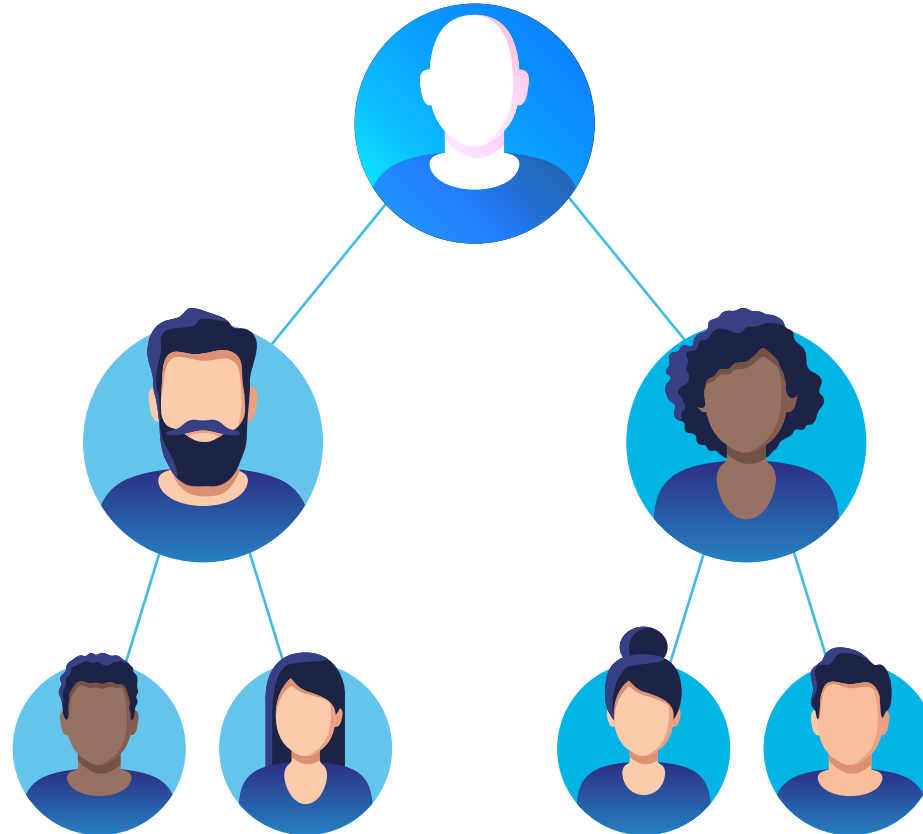
**Dr. Anthony Kleinsmith**  
Anovité Founder & CEO

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# Introduction

The **binary compensation plan** is the most popular type of compensation plan in the industry because, hypothetically, you can secure your future and dreams by enrolling and working with just two Associates - one in the left leg and one in the right leg of your business!

When you enroll an Associate, that Associate will be automatically placed into the first open spot in your smallest leg, known as your “**pay leg**.” (You can choose to manually place them in your larger leg).



Your sponsor and others in your upline may also place people into your downline. As you and your downline Associates and Customers place orders with Anovite, **sales volume will be generated upon which team bonuses are paid**. Within your Downline, you have an “**Enrollment Downline**.” This downline excludes the Associates and Customers that spilled over into your downline from Associates above you. Part of the spillover can be used for rank qualification.

# 14 Ways To Get Paid Each Week

1. Retail Bonus
2. First Order Bonus
3. Customer Advantage Bonus
4. SmartShip Advantage Program
5. Fast Start Bonus
6. Fast Start Mentor Bonus
7. Fast Start Bonus Doubler
8. Team Bonus
9. Matching Team Bonus
10. Rank Advancement Bonus
11. Lifestyle Bonus
12. Executive Pool
13. National Executive Pool
14. Board Of Directors Pool



## 1. RETAIL BONUS

As an Associate, you will earn a Retail Bonus either by ordering products at wholesale price and selling them to Customers at the retail price, or when a Customer places a retail order from your Anovité website. This results in an average Retail Bonus (profit) of 20%. Your Retail Bonus from online orders is paid weekly. Your Retail Bonus from person-to-person sales is immediate.

## 2. FIRST ORDER BONUS

Anovité pays a first order bonus on every new retail and wholesale order with BV (excluding Fast Start pack orders). Every 50 QV “active” associate is eligible to earn first order bonuses on the first product order with the BV of every new Customer or associate. The first order product commission\* is 25% of the wholesale price of the first order (excluding Fast Start packs). In addition 50% of BV is paid out on Team Bonuses as well.

### EXAMPLES:

1. One bag of LimuZ6 has a wholesale price of \$62.00; a 25% First Order Bonus would be \$15.50;
2. Two pounds of Colostrum6 powder has a wholesale price of \$180.00; a 25% First Order Bonus would be \$45.

### 3. CUSTOMER ADVANTAGE PROGRAM

When your Customer makes a product purchase, the Bonus Volume (BV) assigned to that purchase is credited to your pay leg (lesser leg); increasing your potential Team Bonus.

### 4. SMARTSHIP ADVANTAGE PROGRAM

SmartShip is our monthly subscription program for Associates and Customers. In addition to getting the lowest price on our products you can earn FREE product credit as a reward for taking advantage of Anovité's SmartShip Advantage Program. Free **product credit** is awarded in gift certificates at the beginning of each month, calculated as a percentage of the prices paid for items on SmartShip orders in the previous month.

AUTOSHIP CONSECUTIVE MONTH COUNT	GIFT CERTIFICATE (REBATE)
1-3	10%
4-6	20%
7+	30%

#### What Should I Do With My FREE Product Credit?

We recommend you use your free product credit to try new products or to order more of the products you love most. You redeem your free product credit by placing a separate manual order in addition to your SmartShip order. Each gift certificate you receive will expire 12 months after its issue date. To maximize your free product, simply stay on SmartShip. The percentage of free product credit you will earn monthly increases based on the number of consecutive months you have SmartShip orders. If you skip a month or more, you'll start over at 10% when your SmartShip orders resume.

## 5. FAST START BONUS

Our \$299.95 Fast Start Packs are a great way to get started with Anovité. These optional packs include a great assortment of items you'll want to help "fast start" your business!

### Fast Start Qualified

Become Fast Start Qualified by being "active" with 50 PQV and:

- (a) Purchase a Fast Start Pack yourself; or
- (b) Sell a Fast Start Pack to a Customer; or
- (c) Accumulate 150 QV in personal volume.

As a Fast Start Qualified Associate, you earn \$75.00 Fast Start Bonuses on the purchases of Fast Start Packs from your personally enrolled Associates, and your retail and wholesale Customers.

FAST START PACK COST	BV	QV	FAST START BONUS
\$299.95	150	300	\$75

## 6. FAST START MENTOR BONUS

As a Fast Start Qualified Associate, you can also earn \$24.00 Fast Start Mentor Bonuses from the sales of Fast Start Packs made by your personally enrolled Associates to their personally enrolled Associates, and their retail and wholesale Customers.

FAST START PACK COST	BV	QV	FAST START MENTOR BONUS
\$299.95	150	300	\$24



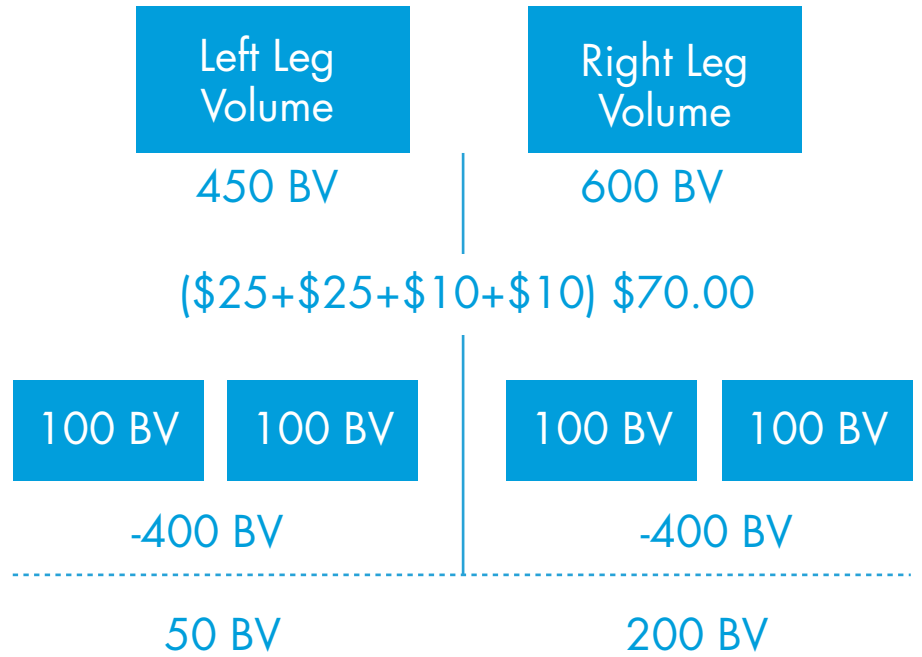
## 7. FAST START BONUS DOUBLER

As a Fast Start Qualified Associate when you enroll two \$299 Customer or Associate Packs in any calendar month we double your Fast Start Bonus from \$150 (\$75 for each pack) to \$300.

## 8. TEAM BONUS

Team bonuses are commissions from the sales volume of your entire downline, including spillover. If you are “active,” during a weekly pay period when you have \$100 BV in your left leg, matched with \$100 in your right leg, that creates a Team Bonus.” You earn a \$25 Team Bonus for each of your first two weekly Team Bonuses. You will earn \$10.00 on all additional Team Bonuses that weekly pay period. Any unmatched, and therefore unpaid, BV in both legs will carry over week after week.

FAST START PACK COST	BV	QV	FAST START BONUS
\$299.95	150	300	\$75



Team Bonus Example

Left leg volume is 450BV. Right leg volume is 600BV.

This would generate four [4] matching 100BV Team Bonuses, paying you  $(\$25+\$25+\$10+\$10) \$70.00$ . Four hundred (400BV) is subtracted from both right and left legs.

Using this example, next week, you would begin with 50BV in the left leg and 200BV in the right leg. Your unpaid volume will carry over as long as you remain active.

## 9. MATCHING TEAM BONUS

Getting paid a percentage of the team bonuses earned by others is an excellent way to increase your income. Qualified Directors or higher earn Matching Team Bonuses on every Associate in their enrollment tree downline.

**Matching Team Bonuses are automatically calculated based on the lesser of two computer calculations:**

**Calculation #1:** Ten percent (10%) of the total of all of the Team Bonus earnings of every Associate in your enrollment downline.

**Calculation #2:** Based on your rank, multiply your Cap % (see table) times your personally earned Team Bonus.

**Example 1:** Total Team Bonuses = \$1,000

Your Director Team Bonus is \$400

Calculation #1: 10% of \$1,000 = \$100

Calculation #2: 20% of \$400 = \$80

Your **Matching Team Bonus** = would be \$80

**Example 2:** Total Team Bonuses = \$10,000

Your Senior Executive Team Bonus is \$3,000

Calculation #1: 10% of \$10,000 = \$1,000

Calculation #2: 52% of \$3,000 = \$1,560

Your **Matching Team Bonus** = would be \$1,000

QUALIFIED RANK	CAP % PERSONAL TEAM BONUS
DIRECTOR	20%
SENIOR DIRECTOR	24%
REGIONAL DIRECTOR	28%
NATIONAL DIRECTOR	34%
INTERNATIONAL DIRECTOR	40%
EXECUTIVE	46%
SENIOR EXECUTIVE	52%
REGIONAL EXECUTIVE	58%
NATIONAL EXECUTIVE	64%
INTERNATIONAL EXECUTIVE	72%
BOARD OF DIRECTORS	80%
AMBASSADOR	88%

## 10. RANK ADVANCEMENT BONUS

Our compensation plan encourages and rewards you when you personally advance through the ranks. The table below lists the amounts you'll earn for each first time rank promotion, starting with Regional Associate up to International Director. Above International Director, there are no one-time Rank Advancement Bonuses because you now qualify for one or more of the weekly bonus Pools (Executive, National Executive & Board Of Directors).

QUALIFIED RANK	ONE TIME BONUS
REGIONAL ASSOCIATE	\$100
NATIONAL ASSOCIATE	\$200
DIRECTOR	\$300
SENIOR DIRECTOR	\$400
REGIONAL DIRECTOR	\$500
NATIONAL DIRECTOR	\$600
INTERNATIONAL DIRECTOR	\$700

## 11. LIFESTYLE BONUS

Anovité means "A New You," and our Lifestyle Bonus allows you to become "A New Financial You!" It's your choice on how you use your Lifestyle Bonus! The table below lists the amounts you earn WEEKLY based on your qualified rank.

In addition to the Lifestyle Bonus, all qualifying Senior Directors and above are included in "The Lifestyle Club" and will be invited to our annual Lifestyle Club Summer Retreats.

QUALIFIED RANK	WEEKLY LIFESTYLE BONUS
SENIOR DIRECTOR	\$50
REGIONAL DIRECTOR	\$100
NATIONAL DIRECTOR	\$125
INTERNATIONAL DIRECTOR	\$150
EXECUTIVE	\$225
SENIOR EXECUTIVE	\$300
REGIONAL EXECUTIVE & ABOVE	\$375

## 12. EXECUTIVE POOL

Each week, three percent (3%) of the total global BV (ALL commissionable orders placed globally by Associates and Customers) is placed into a pool and shared proportionally by all Associates qualified at Executive rank and higher.

## 13. NATIONAL EXECUTIVE POOL

Each week, one-half of one percent (0.5%) of the total global BV (ALL commissionable orders placed globally by Associates and Customers) is shared proportionally by all Associates qualified at National Executive Rank and higher.

## 14. BOARD OF DIRECTORS POOL

Each week, one-half of one percent (0.5%) of the total global BV is shared proportionally by all Associates qualified as Board Of Directors, or higher.

### HOW THESE POOLS WORKS

If qualified, your shares in these pools will be based on your enrollment downline QV. For each volume point of QV, you earn one share in the pool.

The total number of shares in the pool is the total of all shares earned by all qualifiers. Weekly, the Pool BV is divided by the total shares earned by all qualifiers. This creates the value per share. To calculate your pool bonus your number of shares is multiplied times the value per share.



- To become an Associate, complete an Associate application and agreement, and purchase a basic distributor kit (In North Dakota, the kit purchase is optional).
- ALL Associates, regardless of rank, **earn retail profit** from products sold to Customers and are paid a **Retail Bonus** from purchases made by Customers directly from the Associate's Anovité website.
- All "active" Associates, regardless of rank, are eligible for **First Order Bonuses** and can accumulate and hold Left/Right team volume. When an Associate is **Fast Start Qualified**, they can also earn **Fast Start Bonuses** and **Fast Start Mentor Bonuses**.

**For qualification purposes, all team bonuses, which begin at the Senior Associate rank, we count volume over a five-week period. Instead of only four weeks, we count your current week's volume plus your volume from the previous 4 weekly pay periods.**



- Be active with 50 PQV; and;
  - Have a minimum of one personally enrolled Associate in your left leg and in your right leg; OR
  - Have four Customers who place an order.
- When active and Fast Start Qualified, Senior Associates are eligible to earn Fast Start Bonuses and Fast Start Mentor Bonuses.
- **Earn up to \$1,000 per week in Team Bonuses.**





- Be a qualified Senior Associate and;
  - Have 500 QV in both your left and right legs.
- **Earn up to \$1,000 per week in Team Bonuses.**
- As a new **Regional Associate**, you'll earn a one-time **\$100 rank promotion bonus.**



- Be a qualified Regional Associate;
  - Have 100 PQV, and
  - Have 1,500 QV in both your left and right legs.
- **Earn up to \$1,000 per week in Team Bonuses.**
- As a new **National Associate**, you'll earn a one-time **\$200 rank promotion bonus.**





- Be a qualified National Associate;
  - Have 3,000 QV in both your left and right legs.
  - Have one qualified Regional Associate in your enrollment downline.
- **Earn up to \$1000 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 20% of your own Team Bonus.
- As a new **Director**, you'll earn a one-time **\$300 rank promotion bonus**.



- Be a qualified Director;
  - Have 6,000 QV in both your left and right legs.
  - Have 6,000 QV in Enrollment Downline - maximum of 3,000 from any one leg.
- **Earn up to \$1,250 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 24% of your own Team Bonus.
- As a new **Senior Director**, you'll earn a one-time **\$400 rank promotion bonus**.
- Earn a **\$50 weekly Lifestyle Bonus**.



- Be a qualified Senior Director;
  - Have 9,000 QV in both your left and right legs.
  - Have 9,000 QV in Enrollment Downline QV - maximum of 4,500 from any one leg.
- **Earn up to \$1,500 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 28% of your own Team Bonus.
- As a new **Regional Director**, you'll earn a one-time **\$500 rank promotion bonus**.
- Earn a **\$100 weekly Lifestyle Bonus**.



- Be a qualified Regional Director;
  - Have 18,000 QV in both your left and right legs.
  - Have 18,000 QV in Enrollment Downline QV - maximum of 9,000 from any one leg.
- **Earn up to \$2,500 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 34% of your own Team Bonus.
- As a new **National Director**, you'll earn a one-time **\$600 rank promotion bonus**.
- Earn a **\$125 weekly Lifestyle Bonus**.



- Be a qualified National Director;
  - Have 30,000 QV in both your left and right legs.
  - Have 30,000 QV in Enrollment Downline QV - maximum of 15,000 from any one leg.
- **Earn up to \$4,000 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 40% of your own Team Bonus.
- As a new **International Director**, you'll earn a one-time **\$700 rank promotion bonus**.
- Earn a **\$150 weekly Lifestyle Bonus**.



- Be a qualified International Director;
  - Have 60,000 QV in both your left and right legs.
  - Have 60,000 QV in Enrollment Downline QV - maximum of 30,000 from any one leg.
- **Earn up to \$6,000 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 46% of your own Team Bonus.
- Earn a **\$225 weekly Lifestyle Bonus**.
- **Executive Bonus Pool.**





- Be a qualified Executive;
  - Have 120,000 QV in both your left and right legs.
  - Have 120,000 QV in Enrollment Downline QV - maximum of 60,000 from any one leg.
- **Earn up to \$8,000 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 52% of your own Team Bonus.
- Earn a **\$300 weekly Lifestyle Bonus.**
- **Executive Bonus Pool.**



- Be a qualified Senior Executive;
  - Have 180,000 QV in both your left and right legs.
  - Have 180,000 QV in Enrollment Downline QV - maximum of 90,000 from any one leg.
- **Earn up to \$8,000 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 58% of your own Team Bonus.
- Earn a **\$375 weekly Lifestyle Bonus.**
- **Executive Bonus Pool.**



- Be a qualified Regional Executive;
  - Have 250,000 QV in both your left and right legs.
  - Have 250,000 QV in Enrollment Downline QV - maximum of 125,000 from any one leg.
- **Earn up to \$12,000 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 64% of your own Team Bonus.
- Earn a **\$375 weekly Lifestyle Bonus.**
- **Executive Bonus Pool.**
- **National Executive Bonus Pool.**



- Be a qualified National Executive;
  - Have 400,000 QV in both your left and right legs.
  - Have 400,000 QV in Enrollment Downline QV - maximum of 200,000 from any one leg.
- **Earn up to \$14,000 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 72% of your own Team Bonus.
- Earn a **\$375 weekly Lifestyle Bonus.**
- **Executive Bonus Pool.**
- **National Executive Bonus Pool.**



- Be a qualified International Executive;
  - Have 600,000 QV in both your left and right legs.
  - Have 600,000 QV in Enrollment Downline QV - maximum of 300,000 from any one leg.
- **Earn up to \$18,000 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 80% of your own Team Bonus.
- Earn a **\$375 weekly Lifestyle Bonus.**
- **Executive Bonus Pool.**
- **National Executive Bonus Pool.**
- **Board Of Directors Bonus Pool.**



- Be a qualified Board Of Directors;
  - Have 800,000 QV in both your left and right legs.
  - Have 800,000 QV in Enrollment Downline QV - maximum of 400,000 from any one leg.
- **Earn up to \$25,000 per week in Team Bonuses.**
- Earn a **10% match** on your enrolled downline Associates' Team Bonuses not to exceed 88% of your own Team Bonus.
- Earn a **\$375 weekly Lifestyle Bonus.**
- **Executive Bonus Pool.**
- **National Executive Bonus Pool.**
- **Board Of Directors Bonus Pool.**



# REQUIREMENTS BY RANK

Qualified Rank	Personal Qualifying Volume Last 5 Weeks	Active Personally Enrolled Associates Or 4 Customer Orders Last 5 Weeks	Qualified Regional Associate Enrollment Downline	Downline QV Left Leg & Right Leg Last 5 Weeks	Enrollment Downline QV 50% Limit Per Leg Last 5 Weeks
<b>ASSOCIATE (A)</b>	-	-	-	-	-
<b>SENIOR ASSOCIATE (SA)</b>	50 PQV	1 LEFT + 1 RIGHT	-	-	-
<b>REGIONAL ASSOCIATE (RA)</b>	50 PQV	1 LEFT + 1 RIGHT	-	500 QV	-
<b>NATIONAL ASSOCIATE (NA)</b>	100 PQV	1 LEFT + 1 RIGHT	-	1,500 QV	-
<b>DIRECTOR (D)</b>	100 PQV	1 LEFT + 1 RIGHT	1	3,000 QV	-
<b>SENIOR DIRECTOR (SD)</b>	100 PQV	1 LEFT + 1 RIGHT	1	6,000 QV	6,000 QV
<b>REGIONAL DIRECTOR (RD)</b>	100 PQV	1 LEFT + 1 RIGHT	1	9,000 QV	9,000 QV
<b>NATIONAL DIRECTOR (ND)</b>	100 PQV	1 LEFT + 1 RIGHT	1	18,000 QV	18,000 QV
<b>INTERNATIONAL DIRECTOR (ID)</b>	100 PQV	1 LEFT + 1 RIGHT	1	30,000 QV	30,000 QV
<b>EXECUTIVE (E)</b>	100 PQV	1 LEFT + 1 RIGHT	1	60,000 QV	60,000 QV
<b>SENIOR EXECUTIVE (SE)</b>	100 PQV	1 LEFT + 1 RIGHT	1	120,000 QV	120,000 QV
<b>REGIONAL EXECUTIVE (RE)</b>	100 PQV	1 LEFT + 1 RIGHT	1	180,000 QV	180,000 QV
<b>NATIONAL EXECUTIVE (NE)</b>	100 PQV	1 LEFT + 1 RIGHT	1	250,000 QV	250,000 QV
<b>INTERNATIONAL EXECUTIVE (IE)</b>	100 PQV	1 LEFT + 1 RIGHT	1	400,000 QV	400,000 QV
<b>BOARD OF DIRECTORS (BD)</b>	100 PQV	1 LEFT + 1 RIGHT	1	600,000 QV	600,000 QV
<b>AMBASSADOR (AM)</b>	100 PQV	1 LEFT + 1 RIGHT	1	800,000 QV	800,000 QV

# COMPENSATION BY RANK

Qualified Rank	Retail Profit	Retail & First Order Mentor Bonuses & Doublers	Fast Start & Fast Start Mentor Bonuses & Doublers	Max Weekly Team Bonus	Max Weekly Matching Team Bonus	New Rank Bonus	Weekly Lifestyle Bonus	Executive Pool	National Executive Pool	Board Of Directors Pool
<b>ASSOCIATE (A)</b>	YES	YES	YES	-	-	-				
<b>SENIOR ASSOCIATE (SA)</b>	YES	YES	YES	1,000	-	-				
<b>REGIONAL ASSOCIATE (RA)</b>	YES	YES	YES	1,000	-	\$100				
<b>NATIONAL ASSOCIATE (NA)</b>	YES	YES	YES	1,000	-	\$200				
<b>DIRECTOR (D)</b>	YES	YES	YES	1,000	20%	\$300				
<b>SENIOR DIRECTOR (SD)</b>	YES	YES	YES	1,250	24%	\$400	\$50			
<b>REGIONAL DIRECTOR (RD)</b>	YES	YES	YES	1,500	28%	\$500	\$100			
<b>NATIONAL DIRECTOR (ND)</b>	YES	YES	YES	2,500	34%	\$600	\$125			
<b>INTERNATIONAL DIRECTOR (ID)</b>	YES	YES	YES	4,000	40%	\$700	\$150			
<b>EXECUTIVE (E)</b>	YES	YES	YES	6,000	46%		\$225	YES		
<b>SENIOR EXECUTIVE (SE)</b>	YES	YES	YES	8,000	52%		\$300	YES		
<b>REGIONAL EXECUTIVE (RE)</b>	YES	YES	YES	10,000	58%		\$375	YES		
<b>NATIONAL EXECUTIVE (NE)</b>	YES	YES	YES	12,000	64%		\$375	YES	YES	
<b>INTERNATIONAL EXECUTIVE (IE)</b>	YES	YES	YES	14,000	72%		\$375	YES	YES	
<b>BOARD OF DIRECTORS (BD)</b>	YES	YES	YES	18,000	80%		\$375	YES	YES	YES
<b>AMBASSADOR (AM)</b>	YES	YES	YES	25,000	88%		\$375	YES	YES	YES

DISCLAIMER: All references to income, implied or stated, are for the purposes of illustration only. Company does not guarantee any level of income. Earnings are dependent solely on the actions related to & from the sales of commissionable products and/or services. See Income Disclosure at anovite.com.

# KEY TERMS AND EXPLANATIONS

**All of Anovité's commissionable products are assigned both Bonus Volume & Qualifying Volume.**

<b>QUALIFIED RANK</b>	This means the rank you will be paid at in the current weekly pay period. Your qualified rank can change week by week.
<b>LIFETIME RANK</b>	Your lifetime rank has nothing to do with compensation. It is simply the highest rank you have ever qualified for. Therefore, as long as you are active, you are entitled to use your Lifetime Rank on your business cards, for example.
<b>BONUS VOLUME (BV)</b>	Each commissionable product is assigned a BV value. This value is used to calculate Team Bonuses. Except for packs, the first order of any Customer or Associate the BV is reduced by 50% since a 25% First Order Bonus (based on wholesale price) is paid out. BV does not apply to Distributor Kits or marketing materials.
<b>QUALIFYING VOLUME (QV)</b>	Each commissionable product is assigned a QV value. This value is used ONLY in establishing "activity," QV Leg Volume, and Enrollment Downline Sales Volume (EDSV) for rank advancement and rank maintenance. The QV for all products equals the Wholesale Price of the product.
<b>PERSONAL QUALIFYING VOLUME (PQV)</b>	Your PQV is generated from the QV assigned to your personal purchases and/or from the QV assigned to the purchases of your personally enrolled retail and wholesale Customers.
<b>ACTIVE STATUS</b>	An Associate is active when they have at least 50 QV in Personal Qualification Volume (PQV) within the current week plus the previous 4 week pay periods.
<b>ASSOCIATE</b>	An Associate is a person or company who has completed the Anovité Independent Associate application and agreement.

# KEY TERMS AND EXPLANATIONS

<b>DOWNLINE</b>	Downline is a term used to describe all the Associates in both your left and right legs. Some Associates in your downline may have been placed there by Associates above you.
<b>LEG</b>	A leg is either the left or right side of your downline.
<b>COMPENSATION CAP LIMIT</b>	No company can afford to pay unlimited commissions. So, Anovité reserves the right to adjust commissions in any given weekly pay period should the total payout exceed 50% of the total BV generated from all company commissionable sales. During our four special annual sales contests, we anticipate possibly exceeding our Cap Limit, but those are special exceptions. Though it has never been necessary to adjust compensation, if we ever have to, then adjustments would first be made to the Executive, National Executive & Board Of Directors Pools before impacting other types of compensation. Team Bonuses would be the last to be affected.
<b>CARRYOVER VOLUME</b>	Associates with 50 PQV are considered “active” and can accumulate and hold up to 300,000 BV in weekly volume in each leg, which can carry over to the following week. Becoming “inactive” will cause the loss of all accumulated volume in both legs of your business.
<b>ENROLLING SPONSOR</b>	Enrolling sponsor is the term given to an Associate who introduces the Anovité opportunity to a new recruit and enrolls them in the business. The enrolling sponsor is identified as the sponsor on the application of the new Associate.
<b>ENROLLMENT DOWNLINE</b>	Enrollment downline is the term used to describe the Associates personally enrolled by you and all of the Associates enrolled by them, etc.
<b>ENROLLMENT DOWNLINE LEG</b>	An enrollment downline leg begins with a personally enrolled Associate and includes all of their personally enrolled Associates and their personally enrolled Associates, etc.
<b>ENROLLMENT DOWNLINE QV</b>	Your Enrollment Downline QV is the QV generated in the current week plus the previous 4 week pay periods from your own Customer’s QV and all the PQV produced by Associates in your enrollment downline. No more than 50% of the QV requirement for rank can come from any one of your enrollment downline legs.

# KEY TERMS AND EXPLANATIONS

<b>ENROLLMENT UPLINE</b>	Your enrollment upline consists of your sponsor, and your sponsor's sponsor, etc., all the way up to the top of the enrollment upline, which is the company.
<b>INACTIVE</b>	Inactive is the term used to describe Associates who do NOT have at least 50 QV in Personal Qualification Volume within the current week plus previous 4 week pay periods. The unpaid left and right leg BV of inactive Associates zeroes out and does not carry forward to the next week.
<b>LESSER LEG VOLUME</b>	The lesser leg volume is the accumulated BV in the leg with less BV.
<b>LIFETIME RANK</b>	Your lifetime rank is the highest rank you have ever achieved as an Anovité Associate.
<b>ORGANIZATION</b>	An organization includes the Associate and all of the Associates in one of their downlines. Anovité's Associates belong to two organizations, a downline, and an enrollment downline.
<b>ORIGINAL SPONSOR</b>	The sponsor at the time an Associate was entered into the computer.
<b>PAY PERIOD</b>	Each weekly pay period starts Sunday at 12 am Eastern and ends Saturday at 11:59 pm Eastern.
<b>PERSONALLY ENROLLED</b>	Associates enrolled by you, not by Associates in your downline or upline. You would be known as their Sponsor.
<b>PLACEMENT SPONSOR</b>	If an Associate enrolled by you is placed beneath one of your downline Associates that downline Associate is known as the Placement Sponsor.

# SUPPORT

**FOR GENERAL & PRODUCT QUESTIONS  
PLEASE CONTACT ANOVITÉ CUSTOMER SUPPORT**

**Phone: 877-295-1269**

**Business Hours: Mon – Fri 8am – 5pm MT**

**Website: [anovite.com/contact-us](https://anovite.com/contact-us)**

**FOR MARKETING AND ASSISTANCE WITH PROSPECTS, CONTACT ONE OF THE BUSINESS COACHES.**

**Shannon Pardue**



**Ruston, LA**  
**[shannonpardue@anovite.com](mailto:shannonpardue@anovite.com)**  
**318-347-3907**  
**Central Time**

**Kelly Reese**



**Tampa, FL**  
**[kellyreese@anovite.com](mailto:kellyreese@anovite.com)**  
**813-909-3989**  
**Eastern Time**

**Salien Liles**



**Ruston, LA**  
**[salienliles@yahoo.com](mailto:salienliles@yahoo.com)**  
**318-426-0378**  
**Central Time**

**Quarvay Winbush**



**Baton Rouge, LA**  
**[qswinbush@yahoo.com](mailto:qswinbush@yahoo.com)**  
**225-235-5743**  
**Central Time**

**Randall Burt**



**Red Lodge, MT**  
**[randall@randallburt.com](mailto:randall@randallburt.com)**  
**406-661-3800**  
**Mountain Time**