



ZOGENA



7 WAYS TO BE PAID

- ✔ 8 Levels of Residual Payouts
- ✔ Sponsorship
- ✔ 10% First Sale Bonuses
- ✔ Wholesale Customers
- ✔ 4 Global Profit Sharing Pools
- ✔ 3 Global Wholesale Pools
- ✔ Quarterly Promotions



GLOSSARY OF TERMS

BV = Business Volume - Percentage of product price (typically 90%) that commissions are determined from. Example: A product priced at \$100 in the online store with BV of 90% equals \$90. That commission will be based on \$90.

QV Points= Qualified Volume- Points used to determine rank and pool qualifications, typically a 1:1 ratio with product price. All 8 levels of your team generate QV through personal purchases, customer sales, and enrollments.

SV Points= Sponsored Volume- Points used to assist with qualification between levels 3-7 and pools, typically a 1:1 ratio with product price. Personally sponsored distributors generate SV through personal purchases, customer purchases, and enrollments.

PV Points= Personal Volume- Points used to qualify for levels 2-7 and pools, typically a 1:1 ratio with product price. Generated from a distributor's personal websites including their own purchases, customer purchases, and enrollments.

WQV Points= Wholesale Qualified Volume- Points used to qualify for District and Regional wholesale pools, typically a 1.5:1 ratio with product price. Generated from wholesale customers. All levels of your team can generate WQV, including personal level.

PWV Points= Personal Wholesale Volume - Points used to qualify for the National wholesale pool. Generated by personally enrolled Wholesale Customers.

All points/volume is determined before tax and shipping

8 LEVELS OF RESIDUAL

Get paid on 8 levels of residual from product sales including your personal level (personal purchases/sales), and then down 7 more levels (your team's purchases/sales). You can leverage an unlimited number of distributors on every level.

Commissions are calculated based on Business Volume (BV). Personal and 1st levels are automatically qualified for residual payouts and are paid weekly. Levels 2-7 are paid monthly and have point requirements to qualify. Personal Volume (PV) and Sponsored Volume (SV) points will be used to determine qualification for monthly payouts, and these points reset monthly. To unlock and go beyond level 2, 99 PV points are needed. From level 3-7 SV points may be used to assist with unlocking. There is a max of 99 SV points per sponsored distributor. For example, if you accumulate the minimum of 99 PV points to move beyond level 2, and your Sponsored Distributors accumulate 300 SV points, this would total 399 PV/SV points, and would unlock levels 2-5. Sponsored Distributors not only generate SV points, but they also generate an **extra 5%** in commission which is paid with ZERO requirement, no matter which level they are placed on. So if your normal commission is 5%, you get a total of **10%**! Don't have enough points to unlock the level they're on? Don't worry, you still get the 5% bonus!

Paid Weekly

Paid Monthly

Level	Total Points Required	Commission
Personal	0	15%
1st	0	5%
2nd	99 PV	1%
3rd	198 PV/SV	1%
4th	297 PV/SV	3%
5th	396 PV/SV	1%
6th	495 PV/SV	1%
7th	693 PV/SV	8%

+ 5%
for Sponsored Distributors!

10% FIRST SALE BONUSES

To become a Zogena distributor, you can enroll for as low as \$29 which includes access to the distributor back office and mirrored websites. We have no auto-ship requirements or annual fees, so your distributorship is for life. If you take advantage of the full compensation plan and start sponsoring others, we'll reward you with an **extra 10%** of the business volume on their first purchase!



**Buy 1
Get 1**



**Buy 1
Get 1**



**Buy 1
Get 1**



**Buy 1
Get 2**

24 HOUR SPECIALS

Once enrolled, every new distributor has a chance to take advantage of our Buy One Get One enrollment specials located in their Distributor Store. These specials are limited to 1 special per new distributor, and only last for the first 24 hours after enrollment.

RANKS

Ranks are attained by meeting QV/PV/SV point requirements as seen in the chart. For Gold Rank and up, there is a minimum of 99 PV points. SV has a maximum of 99 points per sponsored distributor. Once a rank is attained, distributors will keep that rank as a title from that point forward. For each month distributors meet the requirement associated with the rank, they will be considered “Qualified”. For example, a Qualified Diamond Rank has accumulated 150k points or more in QV with a max of 75k coming from each leg of their team, as well as 693 points in PV/SV, with a minimum of 99 in PV and a maximum of 99 in SV per sponsored distributor. The requirements must be met in the current month to be considered qualified. If the distributor does not meet the requirement for that rank in the following month, they keep their Diamond rank status, but will not be considered qualified.

Rank	QV Points Required	PV/SV Required
Bronze	300	N/A
Silver	1,000	N/A
Gold	2,000 Total 1k max per leg	693
Platinum	10,000 Total 5k max per leg	693
Ruby	50,000 total 25k max per leg	693
Diamond	150,000 total 75k max per leg	693

GLOBAL POOLS

Pool	Payout
Gold	1%
Platinum	2%
Ruby	2%
Diamond	2%

Zogenia will place 7% of the **entire** company's business volume into 4 different Profit Sharing Pools as shown in the table. Every month, Qualified Distributors will split the entirety of each pool they qualify for evenly with other Qualified Distributors. For Example, if a distributor qualifies for the Diamond payout, they would be paid for that month's Gold, Platinum, Ruby, and Diamond pool payouts, splitting each pool evenly with other qualified distributors.

If no distributors qualify for a pool and that pool does not payout in any given month, the money in the pool will carry over into the following month, accumulating until a Qualified Distributor claims it. Adjustments in rank requirements will be made based on overall company performance so as to retain each pool's value.

WHOLESALE CUSTOMERS

Wholesale Customers (WCs) are business owners who would like to carry our products in their stores and/or retail locations. They will be given their own login and a wholesale specific website. WCs will receive a **40% discount** and products will be shown at discounted price in their store. Sponsoring Distributors will receive a 10% commission from each WC's business volume. WCs also generate QV points at a 1.5:1 ratio with product pricing to the entire team, which will assist in qualifying for the Global Profit Sharing Pools. All Global Profit Sharing Pools will receive 1% of the business volume from each WC. Wholesale products will be sold under the name HDBIO LAB.



GLOBAL WHOLESALE POOLS

Pool	Payout	Required Points	PV/SV
District	1%	10,000 WQV (5,000 Max Per leg)	693
Regional	1%	20,000 WQV (10,000 Max Per leg)	693
National	2%	10,000 PWV	693

4% of all the business volume from Wholesale Customers will be placed into 3 Wholesale Pools; District Director Pool, Regional Director Pool, and National Director Pool. Qualification for the pools will be determined by volume generated by WCs. In addition to **QV** points, WCs also generate **WQV** and **PWV** points (typically at a 1:1 ratio with product price), which are used to determine qualifications for the Wholesale Pools. Qualification for District and Regional Director Pools are determined by **WQV** points, and the National Director Pool is determined by **PWV** points. Distributors can be paid from all Wholesale pools if the point requirements have been met in a given month. Adjustments in pool requirements will be made based on overall company performance so as to retain each pool's value.

FOUNDER MEMBERS



A Founder Member is an independent distributor who is determined to grow Zogena's brand, believes in its mission, vision, and core values. The Founder program is designed to reward the distributors with their "boots on the ground", working to grow the company. The more successful Zogena becomes, the larger the rewards of the program will be.

2% of the Business Volume (BV) from all Zogena sales will be placed into the Founder Member Pool. Every quarter year, the pool will be distributed between all of the qualifying members. There will be a total of no more than 200 Founder members. To be given a Founder membership, the interested party must purchase a Founder Package which will include product amounting to the value of the purchase.



QUARTERLY PROMOTIONS

Every quarter year we run a new promotion, paying out 1% of the Business Volume (BV) from the entire company. These promos will vary from quarter to quarter, and will sometimes be friendly competitions. All of our distributors are able to participate, and we encourage everyone to do so!