



NEW ZEALAND

TEAM ELITE

2019 PRESIDENTIAL DIRECTOR AND PLATINUM PRESIDENTIAL DIRECTOR FAQ

PRESIDENTIAL DIRECTOR FAQ

Q1: What must I do to qualify for Presidential Director in 2019?

A1: Please refer to 2019 Presidential Director Program for more details.

Q2: Can I qualify for awards or trips using Pre-Velocity Team Elite Trip Qualification Rules if I haven't opted into Velocity title determination?

A2: Yes. You can qualify as a 2019 Presidential Director to attend the 2020 Team Elite Trip to New Zealand using whichever title determination requirements you're subject to in each Qualifying Month.

Q3: How will my Presidential Director qualification be affected if I opt into Velocity title determination in 2019?

A3: You must achieve each Qualifying Month with whichever title determination requirements you are subject to in that specific month. Qualifying Months can only be used for one Presidential Director Qualification Period. Your 6 Qualifying Months can include any combination of Qualifying Months achieved under Pre-Velocity and Velocity requirements.

Q4: What do I need to do to maintain my Presidential Director status for the 2020 New Zealand Team Elite Trip if I qualified for the 2020 New Zealand Team Elite Trip in 2019 and have since opted into Velocity title determination in January 2020?

A4: You need to maintain your 6 G1 Brand Representatives and 3 Leadership Teams (1 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; and 1 with 30,000+ Leadership Team Sales Volume) from January–February 2020.

Q5: What are my maintenance requirements if I met the Presidential Director requirements to attend the 2020 Team Elite Trip to New Zealand?

A5: To qualify for the 2020 Team Elite Trip, you must complete the following maintenance requirements (depending on whichever title determination requirements you are subject to) for January–February 2020:

- Pre-Velocity title determination—12 Qualified Breakaway Executives; or
- Velocity title determination—6 G1 Brand Representatives and 3 Leadership Teams (1 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; and 1 with 30,000+ Leadership Team Sales Volume)

Q6: How will the changes that have been introduced related to Velocity affect my Presidential Director qualification?

A6: The following example answers are not intended to include all scenarios. Please see transition timing and details for full information. For additional questions, please contact your local Executive Partnership.

- A6.1—Do not opt into Velocity title determination prior to January 2019: 15 Qualified Breakaway Executives during the 2019 Qualification Period.
- A6.2—Opt into Velocity title determination prior to January 2019: 6 G1 Brand Representatives and 4 Leadership Teams (1 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; 1 with 30,000+ Leadership Team Sales Volume; and 1 with 40,000+ Leadership Team Sales Volume).
- A6.3—Opt into Velocity title determination at any point during 2019: 15 Qualified Breakaway Executives during any completed Qualifying Month prior to opting into Velocity title determination. 6 G1 Brand Representatives and 4 Leadership Teams (1 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; 1 with 30,000+ Leadership Team Sales Volume; and 1 with 40,000+ Leadership Team Sales Volume) for any partial or whole Qualifying Month after opting into Velocity title determination.

Q7: I'm a new Presidential Director qualifier who is also qualifying as Platinum Presidential Director. Do I have to complete my new Presidential Director requirements by December 31, 2019 too?

A7: No. You have until January 31, 2020 to complete your new Presidential Director requirements. However, you must meet all other Platinum Presidential Director requirements by December 31, 2019.

Q8: Can I count my Team Elite Trip maintenance months (January and February 2020) as 2021 Team Elite Trip Qualifying Months too?

A8: That depends. If you are a requalifying Presidential Director, yes. If you are a new Presidential Director using January as your last Qualifying Month for the 2020 Team Elite Trip, then no, you cannot use that month as a Qualifying Month for the 2021 Team Elite Trip as well. But you can still count February toward your 2021 qualification.

Q9: Can I count the same month toward Executive Brand Director and Presidential Director qualification?

A9: Yes, you can count the same month for both Executive Brand Director and Presidential Director if you meet all necessary requirements.

Q10: I'm qualifying as both a new Executive Brand Director and a new Presidential Director at the same time. If I meet Presidential Director requirements in month 1, but only Executive Brand Director requirements in month 2, can I still count month 1 as a Presidential Director Qualifying Month?

A10: Yes, but you must meet Executive Brand Director requirements for both months to count month 1 as a Presidential Director Qualifying Month. In order to qualify for Presidential Director, you must be a current or qualifying Executive Brand Director, which requires meeting Executive Brand Director requirements for at least 2 consecutive months. Therefore, missing Executive Brand Director requirements in your second month would mean that you are no longer a qualifying Executive Brand Director, so neither month 1 nor month 2 would count toward Executive Brand Director or Presidential Director qualification.

PLATINUM Presidential Director FAQ

General

Q1: What must I do to qualify for Platinum Presidential Director in 2019?

A1: Please refer to 2019 Platinum Presidential Director Program for more details.

Q2: Can I, a new Brand Affiliate, achieve Platinum Presidential Director status my first year in the business?

A2: Yes, as long as you meet the Presidential Director and the Presidential Director Platinum Presidential Director requirements.

Q3: How do I meet my Platinum Presidential Director maintenance requirements if I'm a new Presidential Director completing qualification in January 2020?

A3: If you are using January 2020 as a new Presidential Director Qualifying Month, you will still need to meet your Platinum Presidential Director requirements by December 31, 2019. But by meeting your Presidential Director requirements in January, you will also meet your Platinum Presidential Director maintenance for that month. You'll still need to meet your Platinum Presidential Director maintenance for February 2020.

Velocity

Q4: Do I have to opt into Velocity title determination to qualify for Platinum Presidential Director?

A4: No. Platinum Presidential Director Qualification Rules are independent of Velocity title determination.

Q5: How do I qualify for Platinum Presidential Director if I am still on Pre-Velocity title determination?

A5: Platinum Presidential Director Qualification Rules are independent of Velocity title determination. To qualify for Platinum Presidential Director, you must first qualify for the 2020 Team Elite Trip using Pre-Velocity Qualification Rules and meet all other Platinum Presidential Director Qualification requirements.

Qualification

Achieve 2,500,000 Organizational Sales Volume between January 1, 2019—December 31, 0./7

Q6: Where can I see my 2018 cumulative OSV for comparison?

A6: Volumes & Genealogy (V&G)>Recognition>Platinum Presidential Director.

Q7: Where can I see my 2019 cumulative OSV?

A7: V&G>Recognition>Platinum Presidential Director.

Q8: Is the OSV growth requirement for Platinum Presidential Director a cumulative year-over-year requirement or a December 2018 vs December 2019 comparison?

A8: It's a cumulative comparison between January 1, 2018—December 31, 2018 OSV and January 1, 2019—December 31, 2019 OSV.;

Q9: Does the 2,500,000 OSV requirement and the 500,000 OSV year-over-year growth requirement mean that I have to have a minimum of 3,000,000 OSV to qualify as a 1 Star Platinum Presidential Director?

A9: No. It's possible to grow by 500,000 OSV and still meet the 2,500,000 OSV requirement. For example, if you had 1,900,000 OSV cumulative in 2018, but increased to 2,500,000 OSV in 2019, you would fulfill both requirements.

Achieve the following incremental Organizational Sales Volume between January 1, 2019—December 31, 2019 compared to your total Organizational Sales Volume for 2018:

- 1–Star: 500,000+
- 2–Star: 1,000,000+
- 3–Star: 1,500,000+
- 4–Star: 2,000,000+

IMPORTANT: For the purposes of requirement 3 only, you may only count a maximum of 1,000,000 Organizational Sales Volume growth from each of your Leadership Teams.

Q10: Where can I see my 2018 OSV?

A10: V&G>Recognition>Platinum Presidential Director.

Q11: How is my 2018 OSV determined?

A11: Your 2018 OSV is the sum total of your Group sales volume + your G1—G6 sales tmjskc,

Q12: Where can I track my 2019 year–over–year OSV growth?

A12: V&G>Recognition>Platinum Presidential Director.

Q13: Does the 1,000,000 OSV growth maximum apply to 1–Star Platinum Presidential Bgpcarmp=

A13: Because the total OSV growth requirement for 1 Star Platinum Presidential Director is below the OSV growth maximum, it won't have any effect on the requirement.

Q14: Is there any way I can still qualify for Platinum Presidential Director if I have more than 500,000+ OSV year–over–year growth in 2019, but less than 2,500,000 OSV cumulative?

A14: No. All Platinum Presidential Director Qualification requirements must be met in order to qualify.

Have 1 incremental Leadership Team with 10,000+ Leadership Team Sales Volume in December 2019 compared to December 2018.

Q15: How are incremental Leadership Teams counted?

A15: Incremental Leadership Teams are determined by comparing the number of Leadership Teams in December 2019 to the number of Leadership Teams in December 0./6,

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**Q14: Is there any way I can still qualify for Platinum Presidential Director if I have more than 500,000+ OSV year–over–year growth in 2019, but less than 2,500,000 OSV
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A14: No. All Platinum Presidential Director Qualification requirements must be met in order to qualify.

Have 1 incremental Leadership Team with 10,000+ Leadership Team Sales Volume in December 2019 compared to December 2018.

Q15: How are incremental Leadership Teams counted?

A15: Incremental Leadership Teams are determined by comparing the number of Leadership Teams in December 2019 to the number of Leadership Teams in December
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Q16: Do I need 4 Leadership Teams to qualify for Platinum Presidential Director if I qualified for Presidential Director under Pre–Velocity rules?

A16: No. The minimum number of Leadership Team required to qualify for Platinum Presidential Director under Pre–Velocity rules is 1. You need at least 1 incremental Leadership Team with 10,000+ LTSV in December 2019 (compared to the number of Leadership Teams you had in December 2018).

IMPORTANT: For the purposes of requirement 3 only, you may only count a maximum of 1,000,000 Organizational Sales Volume growth from each of your Leadership Teams.

Q10: Where can I see my 2018 OSV?

A10: V&G>Recognition>Platinum Presidential Director.

Q11: How is my 2018 OSV determined?

A11: Your 2018 OSV is the sum total of your Group sales volume + your G1–G6 sales volume.

Q12: Where can I track my 2019 year–over–year OSV growth?

A12: V&G>Recognition>Platinum Presidential Director.

Q13: Does the 1,000,000 OSV growth maximum apply to 1–Star Platinum Presidential Director?

A13: Because the total OSV growth requirement for 1 Star Platinum Presidential Director is below the OSV growth maximum, it won't have any effect on the requirement.

Q14: Is there any way I can still qualify for Platinum Presidential Director if I have more than 500,000+ OSV year–over–year growth in 2019, but less than 2,500,000 OSV cumulative?

A14: No. All Platinum Presidential Director Qualification requirements must be met in order to qualify.

Have 1 incremental Leadership Team with 10,000+ Leadership Team Sales Volume in December 2019 compared to December 2018.

Q15: How are incremental Leadership Teams counted?

A15: Incremental Leadership Teams are determined by comparing the number of Leadership Teams in December 2019 to the number of Leadership Teams in December 2018.

Q16: Do I need 4 Leadership Teams to qualify for Platinum Presidential Director if I qualified for Presidential Director under Pre–Velocity rules?

A16: No. The minimum number of Leadership Team required to qualify for Platinum Presidential Director under Pre–Velocity rules is 1. You need at least 1 incremental Leadership Team with 10,000+ LTSV in December 2019 (compared to the number of Leadership Teams you had in December 2018).

For example, if you had no Leadership Teams in December 2018, you would need 1 Leadership Team with 10,000+ LTSV in December 2019. If you wanted to requalify as Platinum Presidential Director again in 2020, you would need 2 Leadership Teams with 10,000+ LTSV each in December 2020 (compared to December 2019), and so forth for each subsequent year you want to qualify under Pre-Velocity rules.

Q17: Can my December 2019 Leadership Teams be different from my December 2018 Leadership Teams?

A17: Yes. Leadership Team requirements are fulfilled by how many Leadership Teams you have, regardless of whether they are the same Leadership Teams from December 2018. The same rule applies to incremental Leadership Teams.

Q18: Where can I see my December 2018 Leadership Teams and their Leadership Team Sales Volume levels for comparison?

A18: V&G>Recognition>Platinum Presidential Director.

Q19: Where can I see my Leadership Teams' current Leadership Team Sales Volume?

A19: V&G>Recognition>Platinum Presidential Director.

Q20: Where can I see my December 2019 Leadership Teams and their Leadership Team Sales Volume levels?

A20: V&G>Recognition>Platinum Presidential Director.

Q21: Can I count a G1 Brand Representative that has previously achieved 10,000+ Leadership Team Sales Volume as an incremental Leadership Team in 2019?

A21: Incremental Leadership Teams are determined by December vs December comparisons of total numbers of Leadership Teams. As such, you just need to ensure you have 1 more Leadership Team in December 2019 compared to December 2018. The performance of individual Leadership Teams does not affect this calculation.

Q22: What do I need to do to qualify for Platinum Presidential Director if I am a new Brand Affiliate and I did not have any Leadership Teams in December 2018?

A22: If you did not have any Leadership Teams in December 2018, you must qualify as Presidential Director with 6 Qualifying Months during the 2019 Presidential Director Qualification Period and have 4 Leadership Teams (1 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; 1 with 30,000+ Leadership Team Sales Volume; and 1 with 40,000+ Leadership Team Sales Volume) from December 2019–February 2020.

You must also meet all other Platinum Presidential Director Qualification Rules from January–December 2019. Because you did not have any Leadership Teams in December 2018, your incremental Leadership Team requirement will have been met.

Q23: Will I achieve my incremental Leadership Team requirement if I drop 1 Leadership Team in 2019, but then grow 1 new Leadership Team in December 2019?

A23: No. Incremental Leadership Teams are determined by comparing the number of Leadership Teams in December 2019 to the number of Leadership Teams in December 2018, and your total number of Leadership Teams didn't change.

Q24: How many Leadership Teams do I need in December 2019 to qualify for Platinum Presidential Director?

A24: To qualify for Platinum Presidential Director in December 2019, you need at least 4 Leadership Teams (1 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; 1 with 30,000+ Leadership Team Sales Volume; and 1 with 40,000+ Leadership Team Sales Volume), and at least 1 more Leadership Team than the total number you had in December 2018.

Q25: What would some incremental Leadership Team examples look like?

A25: Here are some incremental Leadership Team examples:

Pre-Velocity Example A: If you had 1 Leadership Team in December 2018, then you need to have at least 2 Leadership Teams (each with 10,000+ Leadership Team Sales Volume) in December 2019.

Velocity Example A: If you had 5 Leadership Teams in December 2018, then you would need to have at least 6 Leadership Teams (3 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; 1 with 30,000+ Leadership Team Sales Volume; 1 with 40,000+ Leadership Team Sales Volume) in December 2019.

Velocity Example B: If you had 2 Leadership Teams in December 2018, then you would need at least 4 Leadership Teams (1 with 10,000+ Leadership Team Sales Volume; 1 with 20,000+ Leadership Team Sales Volume; 1 with 30,000+ Leadership Team Sales Volume; 1 with 40,000+ Leadership Team Sales Volume) in December 2019.

Pre-Velocity Incremental Leadership Team Examples	
If in December 31, 2018	Then required in December 31, 2019

1 Leadership Team with 10,000+ Leadership Team Sales Volume	2+ Leadership Teams each with 10,000+ Leadership Team Sales Volume
3 Leadership Teams each with 10,000+ Leadership Team Sales Volume	4+ Leadership Teams each with 10,000+ Leadership Team Sales Volume

Velocity Incremental Leadership Team Examples

If in December 31, 2018	Then required in December 31, 2019
2 Leadership Teams 1 with 10,000+ Leadership Team Sales Volume 1 with 20,000+ Leadership Team Sales Volume	4+ Leadership Teams 1 with 10,000+ Leadership Team Sales Volume 1 with 20,000+ Leadership Team Sales Volume 1 with 30,000+ Leadership Team Sales Volume 1 with 40,000+ Leadership Team Sales Volume
5 Leadership Teams 2 with 10,000+ Leadership Team Sales Volume 1 with 20,000+ Leadership Team Sales Volume 1 with 30,000+ Leadership Team Sales Volume 1 with 40,000+ Leadership Team Sales Volume	6+ Leadership Teams 3 with 10,000+ Leadership Team Sales Volume 1 with 20,000+ Leadership Team Sales Volume 1 with 30,000+ Leadership Team Sales Volume 1 with 40,000+ Leadership Team Sales Volume

If there is any discrepancies between the English version and the Chinese translation, the English version shall prevail.