



Distributor Compensation Levels

Your Distributor profit level determines how much you earn from retail and wholesale product sales. Profit levels range from 20% to 40% and are based on the point volume of products purchased by you (the Distributor) and your personal group during a calendar month. This is also known as Personal Group Point Volume, or PGPV.

SPECIAL NOTE:

Point volumes and Business volumes for each product are noted on the Distributor price list.

PROFIT LEVEL QUALIFICATION - RETAIL PROFIT

Each profit level has a specific PGPV qualification, as follows:

| STATUS | PGPV | PROFIT LEVEL |
|--------------------|-----------|--------------|
| Retail Distributor | 0-699 | 20% |
| Affiliate | 700-1499 | 25% |
| Key Affiliate | 1500-2999 | 30% |
| Senior Affiliate | 3000-4999 | 35% |
| Master Affiliate | 5000 | 40% |

When your retail customers purchase products from you, or directly from Reliv, you earn retail profit based on the difference between your profit level and the price paid by the retail customer. With the exception of Master Affiliate, which requires annual re-qualification, once you achieve a profit level, you enjoy that status permanently. As long as you remain a Reliv Distributor in good standing, you will retain your profit level month after month. If for any reason your Distributorship is terminated, however, all benefits are lost.

When a Distributor qualifies at a new profit level during a month, the order that achieves the qualifying PGPV level will receive the new higher discount.

However, the exception to this rule is for qualifying Master Affiliates. The highest discount allowed on orders up to and including 5000 PGPV is 35%. The Master Affiliate's 40% profit begins with the next order, following achievement of 5000 PGPV in one month.

WHOLESALE PROFITS

Wholesale profits are paid to any Reliv Distributor with downline Distributors at a lower profit level. Wholesale profits are equal to the difference between your profit level and your downline Distributor's profit level.

For Example:

You are a Senior Affiliate, your Profit Level is..... 35%

Your Distributor is an Affiliate, his Profit Level is 25%

You receive wholesale profits of..... 10% on the Retail Value or RV of product purchases made by your Distributor.

Reliv streamlines the wholesale profit process by setting you up for automatic monthly payment of your wholesale profits directly from Reliv. Reliv takes care of the rest, automatically calculating all wholesale profits you are entitled to receive, and issuing you a direct deposit.

MASTER AFFILIATE

How to Qualify

Distributors may qualify as a Master Affiliate in one of two ways. Both qualification approaches require the Distributor to have at least 1000 PGPV "unencumbered"

Unencumbered volume consists of volume points that are not being used to qualify a downline Distributor as a Master Affiliate during the same month.

Qualification 1: Achieve 5000 PGPV in a calendar month including 1000 PGPV unencumbered.

Qualification 2: Achieve 3000 PGPV per month for two consecutive months, including 1000 PGPV unencumbered each month.

Matching Volume Requirements

If you are a fully qualified Master Affiliate, each time a Distributor in your personal group qualifies as a new Master Affiliate, you must meet a matching volume requirement during their qualifying month. This requirement is used by Reliv to validate the Master Affiliate process, and in some instances to validate the qualifying Master Affiliate's sales for the month.

If a promoting Master Affiliate does not meet the matching volume requirement, they risk losing sponsorship of the newly promoted Master Affiliate and may not be able to receive future Overrides for them.

SPECIAL NOTE: Your PGPV as a Master Affiliate includes all orders you place with Reliv during the calendar month, PLUS all orders placed by your downline personal group, PLUS all PVQ points from your first-level Active Master Affiliates (See "PVQ" section).

Unencumbered Volume - Is personal group volume that is available for you to use. It is not being used by your downline to advance to MA.

Encumbered Volume - Is personal group volume that is unavailable for you to use. It is being used by your downline to advance to MA.

Master Affiliate Benefits

In addition to enjoying the highest profit level, Master Affiliates enjoy a number of other monetary and support/training benefits. To receive the full benefits available, Master Affiliates must remain "active" on a monthly basis.

MASTER AFFILIATE REQUIREMENTS

As a Reliv Master Affiliate, you have the opportunity to fully participate in the Reliv compensation plan, which offers you a wide variety of income, bonus and award benefits. However, to remain eligible for these substantial benefits, Reliv requires that certain qualifications be met.

These qualifications assure that you are actively involved in the business and are fulfilling the additional responsibilities of your Master Affiliate status:

Personal Volume Qualifications (PVQ)

Master Affiliate benefits are available only to fully qualified, active Master Affiliates. To certify that you are active each month as a Master Affiliate, Reliv requires a monthly personal volume qualification (PVQ) order of 100 points. PVQ orders must be specifically designated as PVQ in order to be accurately credited to you. This monthly qualification, which is ordered at a 40% discount, can be satisfied in one of the following ways.

1. Place a designated personal wholesale order of at least 100 PV each month, or
2. Arrange a monthly automatic PVQ Protection Order 100 PV Autoship order.

Your PVQ order assures Reliv that you are actively pursuing your Reliv business, retailing to customers and working with your Distributors.

Failure to comply with this monthly minimum qualification will classify the Master Affiliate as inactive, and certain Master Affiliate privileges will be withdrawn for that volume month, including suspension of override payments from Reliv and eligibility for some bonuses.

PVQ Reinstatement

A Master Affiliate who has missed their PVQ during any month may have those privileges reinstated, provided they meet PVQ the following month.

Director PVQ Point Credit

Reliv recognises the continuous work required by Directors to teach, train and motivate their frontline Master Affiliates. Therefore, the volume points attributed to the PVQ of your frontline Master Affiliates are credited to your Personal Volume each month. The volume points from your own PVQ are credited to your first upline fully qualified, active Master Affiliate each month and are not counted into your total PGPV.

This volume recognition programme ensures you receive compensation for your support efforts, even though your frontline Master Affiliates are no longer members of your personal group. The programme also allows you to build a solid and more permanent foundation for your business.

PVQ points will compress around inactive Master Affiliates to the first active upline Master Affiliate.

Master Affiliate Yearly Requalification

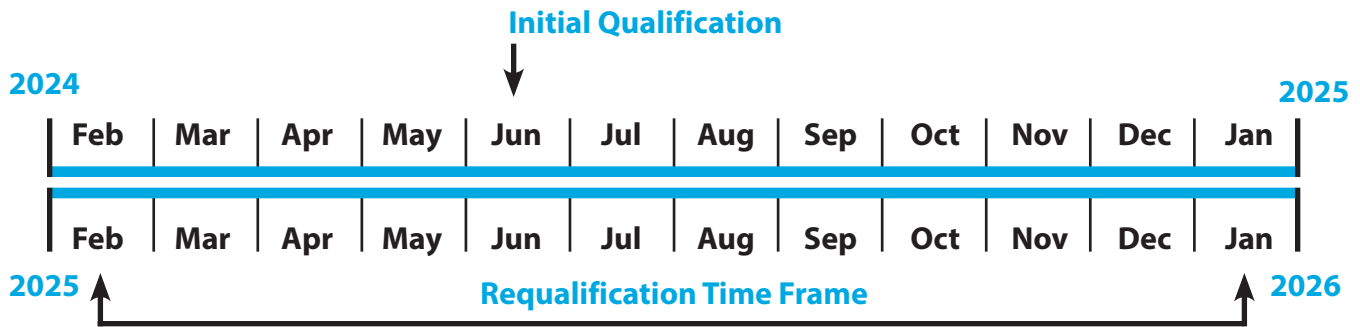
Master Affiliate is the only profit level that requires requalification on an annual basis. To retain benefits and 40% buying privileges, Master Affiliates must requalify at least once during the qualification period February 1st to January 31st.

To qualify all Master Affiliates must meet the same requirements necessary for the initial qualification.

1. Achieve 5000 PGPV during a single month with 1000 unencumbered each month.
2. Achieve 3000 PGPV per month during two consecutive months with 1000 PGPV unencumbered each month.

For newly qualified Master Affiliates, requalification is required during the year following the year in which they promoted.

*Unencumbered volume — Any volume that is not being used to qualify a new Master Affiliate.



You qualify as a Master Affiliate in June of 2024 and begin enjoying Master Affiliate benefits beginning in July 2024. Those benefits apply for the rest of 2024 and all of 2025. However, in order to retain your benefits for 2026, you must requalify in one of the 12 months between February 1st 2025 and January 31st 2026.

If you fail to requalify for Master Affiliate:

- You automatically revert to Senior Affiliate status and a 35% profit level.
- You retain all Distributors and their groups who are not fully qualified Master Affiliates.
- All Master Affiliates who are fully qualified as of February 1 of the new qualification year, along with their downline Distributors, will be permanently removed from your downline and compressed up to the first fully qualified Master Affiliate.
- You will no longer be entitled to any of the benefits of Master Affiliate, including 40% profit buying privileges, Overrides (including all Star Director Bonuses), eligibility for some bonuses and incentives, etc.

OVERRIDES

Overrides represent an important aspect of the Reliv compensation plan. Overrides are paid to Master Affiliates only in recognition of the training and ongoing support you provide to downline Distributors who have “broken away” from their personal group by qualifying for Master Affiliate status.

While you no longer receive wholesale profits from these Master Affiliates and their groups, through Overrides you retain the opportunity to benefit from their business success and the success of the Master Affiliates they in turn sponsor.

Overrides are calculated monthly by active Master Affiliates based on the Personal Group Business Volume (PGBV) of their downline Master Affiliates. Reliv pays Overrides for active Master Affiliates five levels deep and of unlimited width.

To receive Override payments, you must achieve and maintain active Master Affiliate status. Overrides are then paid monthly according to the following schedule, provided maintenance qualifications are met (see “Override Maintenance”):

| | |
|--|----|
| 1 st Level (your frontline Master Affiliates) | 8% |
| 2 nd Level | 6% |
| 3 rd Level | 4% |
| 4 th Level | 3% |
| 5 th Level | 2% |

Override Maintenance

In order to qualify for Override payments, an active Master Affiliate must meet monthly maintenance requirements. Your monthly maintenance is in addition to your PVQ requirement and is intended to demonstrate that you are actively pursuing your Reliv business and performing the necessary duties of an organisation leader.

Overrides are paid based on the following PGPV requirements:

| PGPV | % of Overrides Paid |
|----------------------|----------------------------|
| 0 – 999 | 0 |
| 1,000 – 1,999 | 50% = 4% of BV |
| 2,000+ | 100% = 8% of BV |

In each case, available Overrides are totaled for the active Master Affiliate, and they then receive the applicable percentage of that Override for the month.

Reduced Maintenance Privilege

10 Frontline Master Affiliates

When an active Master Affiliate attains 10 frontline Master Affiliates, the 100% maintenance requirement is reduced to 1,000 PGPV (including at least 500 of GV). This is an all-or-nothing benefit each month.

A monthly PGPV less than 1,000 will disqualify the Override entitlements for that month (or GV of less than 500).

To maintain this privilege, the 10 Master Affiliates must be maintained. If at any time the number of frontline Master Affiliates drops below 10 (due to requalification, termination, non-renewal, etc.), the reduced maintenance benefit will be revoked. It can be regained by replacing the lost Master Affiliates.

Exceptions to Master Affiliate Requirements

The GV requirement is waived for new Master Affiliates during the first 12 months after they begin enjoying Master Affiliate benefits. In addition, first upline fully qualified Master Affiliates receive one month of reduced maintenance following the month in which a Distributor from their personal group qualifies for Master Affiliate. This benefit is offered to promoting Master Affiliates to allow time to rebuild their personal group volume.

For example:

Mary is a Distributor in Tom's personal group. She qualifies for Master Affiliate during June. For the month of July, Tom receives the 1,000 PGPV (including at least 500 of GV) reduced maintenance benefit.

NOTE: This benefit is also awarded to qualifying Master Affiliates. If, in your qualifying month, you have a Distributor who also qualifies for Master Affiliate, you will receive the reduced maintenance benefit the following month.

Again, the one-month reduced benefit is an all-or-nothing option. A PGPV of less than 1,000 (or GV of less than 500) will disqualify the Master Affiliate from any Override earnings for the month.

Missed Maintenance

In the event a Master Affiliate has a PGPV of less than 1,000 for the month, they will not earn Overrides. All available downline Overrides will compress up to the next fully qualified Master Affiliate. This compression continues until a downline Master Affiliate qualifies for some portion of the available Overrides.

Long-Term PVQ Benefits

Master Affiliates who maintain 10 personally sponsored active frontline Master Affiliates will receive their monthly Override payments provided they have 1,000 PGPV and at least 500 of GV.

Since the PVQ points of frontline Master Affiliates are credited to the upline Master Affiliate's PGPV, a 10-Star Director may meet the 1,000 PGPV reduced maintenance requirement based exclusively on the PVQ of their frontline Master Affiliates (100 PVQ points x 10 = 1,000 PGPV).

Remaining Active (Additional Requirements)

- Override payments and other benefits of being a Master Affiliate will only be paid to Distributors who are actively pursuing their Reliv business. To be considered active, Master Affiliates are required to: (1) have consumers in their personal group purchasing Reliv product each month (2) assist their downline Distributors by, communicating on a regular basis, promoting Reliv events, providing information, training, and business-related guidance to their downline Distributors and (3) assist Reliv corporate staff in resolving the business-related challenges that may occur in their organisation.
- A Distributor that is only buying or donating product to qualify for overrides or other benefits is not considered active and will not be paid overrides. Reliv expects all field leadership to put forth substantial efforts to meet these responsibilities and reserves the right to require reasonable documentation from a Distributor to substantiate such efforts. Where Reliv determines, in its sole discretion, that a Distributor is not satisfying its obligations to actively pursue its Reliv business, it will terminate or suspend the payment of overrides and other benefits to that Distributor.

ONERELIV ROAD TO PLATINUM

The prestigious Road to Platinum is designed to recognise and reward your accomplishments as you continue to grow your organisation.

Road to Platinum participants receive special recognition at events and may qualify for additional rewards as follows:

| Director Level | Qualifications | Bonus |
|-----------------------|---|-------------------------------------|
| Director | £300 earnings (min £150 from Overrides) or 10,000 PGPV New Volume | One-time £100 bonus |
| Key Director | £600 earnings (min £300 from overrides) or 20,000 PGPV New Volume | One-time £250 bonus |
| Senior Director | £1200 earnings (min £600 from overrides) In two consecutive months | One-time £500 bonus |
| Master Director | £2300 earnings (min £1150 from overrides) In two consecutive months | One-time £1000 bonus |
| Presidential Director | £4600 earnings (min £2300 from overrides) In two consecutive months | One-time £2000 bonus and PD Ring |
| Bronze Director | £6000 earnings (min £3000 from overrides) In two consecutive months One First Level MD with MD earnings | One-time £2500 bonus |
| Silver Director | £7000 earnings (min £3500 from overrides) In two consecutive months two First Level MD with MD earnings | One-time £3000 bonus |
| Gold Director | £8000 earnings (min £4000 from overrides) In two consecutive months Three first Level MD with MD earnings | One-time £3500 bonus |
| Platinum Director | £9000 earnings (min £4500 from overrides) In two consecutive months Four first Level MD with MD earnings | One-time £4000 bonus |

STAR DIRECTOR BONUS PROGRAMME

The Star Director Programme is a three-stage bonus plan that allows active Master Affiliates to increase their monthly income instantly as recognition for their organisation-building efforts.

The programme awards additional percentage points at each generation level, and extends Bonus payments to an unlimited depth.

Here's how it works:

3-Star Director Bonus

Qualification: Active Master Affiliates who have three first-level active Master Affiliates.

Reward: With a combined 6,000 PGPV from their frontline Master Affiliates, 3-Star Directors receive an additional 1% Override on the BV of all lines to an unlimited number of levels until they reach a Master Affiliate in any line who has qualified for Star Director status. That means 3-Star Directors not only receive an additional 1% on levels 1 to 5, but they may also receive a 1% Override on levels 6 and beyond.

6-Star Director Bonus

Qualification: Active Master Affiliates who have six first-level active Master Affiliates.

Reward: With a combined 12,000 PGPV from their frontline Master Affiliates, 6-Star Directors receive an additional 2% Override on all volume in all lines for an unlimited depth, until they reach a Master Affiliate who has also achieved Star Director status.

10-Star Director Bonus

Qualification: Active Master Affiliates who have 10 first-level active Master Affiliates.

Reward: With a combined 20,000 PGPV from their frontline Master Affiliates, 10-Star Directors receive an additional 3% Override on all volume in all lines for an unlimited depth, until a Master Affiliate who has also achieved Star Director status is reached.

Maintaining Star Director Qualification

In order to maintain Star Director bonus payments and recognition, each frontline Master Affiliate in the Director's organisation must requalify as a Master Affiliate during the appropriate requalification period each year (February – January) and have a PGPV of 500 for the relevant month.

Example:

If one of a 6-Star Director's six frontline Master Affiliates fails to requalify as a Master Affiliate or does not have a PGPV of 500 for the month, then that 6-Star Director will automatically drop to 3-Star Director status until that or another frontline Master Affiliate qualifies by having a minimum 500 PGPV.

In addition, if the first level organisation PGPV requirement for your Star Director level is not maintained each month, you will be paid based on the lower level for which you did achieve the appropriate accumulative PGPV requirement.

| Star Director Level | First Level PGPV Requirement |
|---------------------|------------------------------|
| 3-Star Director | 6,000 PGPV |
| 6-Star Director | 12,000 PGPV |
| 10-Star Director | 20,000 PGPV |

Example 1:

Frank, a 10-Star Director, achieves only 19,000 in first-level organisation PGPV for the month of August. Frank will receive the 6-Star Director bonus of 2%, not the 3% bonus paid to 10-Star Directors because he missed the 10-Star requirement of 20,000 in first-level PGPV. If Frank meets the 20,000 PGPV requirement in September, he will again receive his full 3% bonus.

Example 2:

Helen, a 3-Star Director achieves 5,000 in first-level organisation PGPV for the month of June. Since she did not meet the 6,000 PGPV requirement for 3-Star Director, so she receives no Star Director bonus for the month of June. Her bonus will resume when she again achieves 6,000 in combined PGPV for her first-level organisation.