



**WorldVentures™**

**OVERVIEW COMPENSATION PLAN  
AUSTRALIA**

WorldVentures Marketing Pty Ltd

Revised April 14, 2018

Effective April 14, 2018 – July 27, 2018

WorldVentures has designed the Compensation Plan to reward Independent Sales Representatives for (1) successfully selling WorldVentures travel products and (2) successfully building sales organizations by supporting others to do the same.

## ORGANISATIONAL STRUCTURE

### Lineage Organisation

A Representative's Lineage Organisation comes from those whom the Representative personally introduces and whom they in turn personally introduced. A Representative's Lineage Organisation includes Representatives and Customers added through direct line of sponsorship. (See Fig 1.)

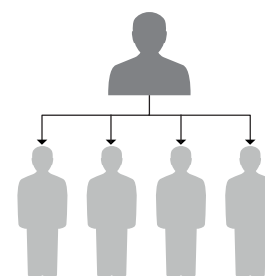


Fig.1

### Binary Organisation

The Binary Organisation is built on twos. Once the Representative has access to both sides of their binary organization, each Representative will have a left side and a right side and may be related to only one Representative on each side. It looks like the example in Fig. 2.

Only if a Representative has achieved four personal Customer sales will they be able to make downline Representative placements on both sides of their binary organization. The Representative's second leg will open for Representative placement once the Representative completes two consecutive pay weeks maintaining four Active personal Customer sales.

A Representative may have Representatives in his/her Binary Tree who are not in his/her Lineage because of "Spillover." These Representatives are a part of his/her Binary Organisation, but they are not a part of his/her Lineage Organisation. Customers who are NOT Representatives are listed separately and are NOT displayed in the Binary organization.

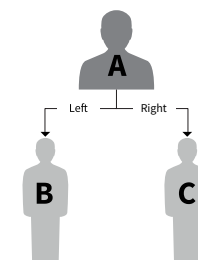


Fig.2

## PRODUCT PRICING & SALES CREDITS\*

Please refer to the Products and Commissions Chart in your back office for details of the Products, pricing, sales credits, commissions, and volume for each category of commission and bonus.

Residents of Australia may only purchase the International DreamTrips Gold Membership and/or the DreamTrips Platinum Membership. Representatives resident in Australia may, subject to the policies on international sponsorship, promote the sale of other products listed above in markets where WorldVentures offers those products.

\*Sales Credits may be adjusted based on actual purchase price paid by Customer.

## COMMISSIONS & BONUSES - See Section 7 of the Detailed Compensation Plan for full rules and limitations.

### Get One Customer: Direct Commissions\*

WorldVentures pays Representatives a Direct Commission for every initial sale of a Product. The Direct Commission is paid to the new Customer's Enroller. Please see the Products and Commissions Chart for specific amounts.

\* DreamTrips, DreamTrips Gold, DreamTrips Platinum. No Direct Commissions are paid on DreamTrips U Membership(s)

\*See Detailed Compensation Plan for full details of Direct Commissions

### Lifestyle Bonus Program

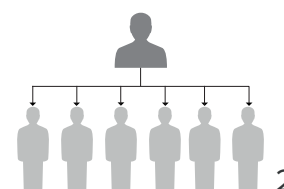
There are three tiers in the Lifestyle Bonus Program. A Representative who maintains four (4) Active Customers and generates at least \$1600 in sales volume in their lineage organisation in a month will qualify to receive a Tier 1 Lifestyle Bonus of \$200 per month. If you maintain five (5) Active Customers and generate at least \$3200 in sales volume in your lineage organization in a month you will qualify to receive a Tier 2 Lifestyle Bonus of \$300 per month. Or go further and maintain six (6) Active Customers and generate at least \$5400 in your lineage organisation to qualify for a bonus of 8% of your Lineage Sales Volume—up to \$900 per month

**NOTE:** See Detailed Compensation Plan for full Lifestyle Bonus Program details, including lineage organization caps.

All new Representatives who achieve the Tier 2 or Tier 3 Lifestyle Bonus within their first eight (8) full weekly pay periods from the time of enrollment will earn double the respective Tier 2 or Tier 3 Lifestyle Bonus within that eight (8) week period,

### Get Six Customers: Personal Sales Bonus

When a Representative personally obtains six (6) new Customers within a rolling calendar of four (4) full weekly pay periods or less, he/she will earn a \$250 Personal Sales Bonus. New Customers count toward a Personal Sales Bonus for four weeks. Once per month he/she will also be awarded 100 TrainingDollars. **Personal Sales Bonus \$250**



Within 4 weekly pay periods.

### Weekly Bonuses\*

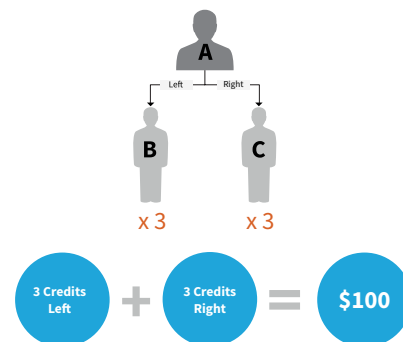
Only after a Representative has achieved four personal Customer sales, they will be able to make downline Representative placements on both sides of their Binary Organization. Until that time, a Representative will be ineligible for the binary Weekly Team Bonuses.

WorldVentures Representatives with access to both legs of their Binary Organization may earn Weekly Bonuses based on the initial product sales generated by their entire Binary Organisation. The Representative accumulates sales credits based on the initial product purchase each Customer makes.

One “cycle” is generated for every three sales credits on the left side that match up with three sales credits on the right side of the Representative’s Binary Organisation. Each Weekly Bonus cycle pays up to \$100.

Every sixth Weekly cycle pays \$100 TravelDollars in lieu of the \$100 Cycle Bonus.

In the event that a Representative earns three (3) or more cycles in a single weekly pay period, up to three (3) Cycle Bonuses paid out that week will be doubled.



**Note:** Representatives who reach National Marketing Director or above rank will not receive Double Cycles

\*See Detailed Compensation Plan for full details of Weekly Bonuses.

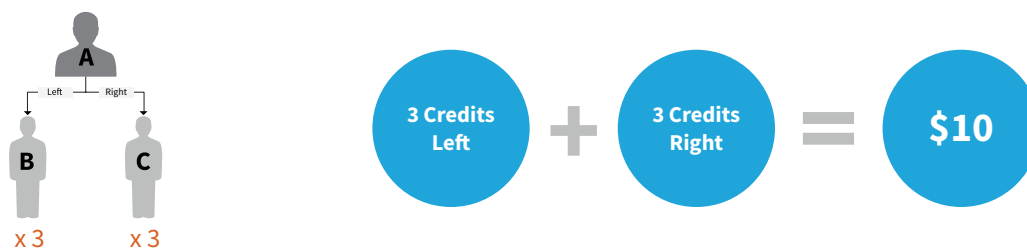
### Monthly Residual Commissions\*

Only after a Representative has achieved four personal Customer sales, they will be able to make downline Representative placements on both sides of their Binary Organization. Until that time, a Representative will be ineligible for the binary Monthly Residual Commissions.

WorldVentures Representatives at the Senior Representative or higher rank with access to both legs of their Binary Organization may earn Monthly Residual Commissions based on the monthly billing generated by their entire Binary Organisation. The Representative accumulates sales credits based on the monthly fees each Customer pays. One “cycle” is generated for every three (3) sales credits on the left side that match up with three sales credits on the right side of the Representative’s Binary Organisation. Each Monthly Bonus cycle pays up to \$10\*\*.

\*\*Once a Senior Representative achieves the rank of Director, the value of each cycle increases to \$15.

\*See Detailed Compensation Plan for full details of Monthly Residual Commissions.



### DreamCar Bonus\*

When a Representative achieves the Regional Marketing Director level, WorldVentures pays them \$1,000 monthly as a DreamCar Bonus. This bonus increases to up to \$1,500 monthly when he or she reaches International Marketing Director.

The DreamCar Bonus supersedes the Lifestyle Car Bonus.

\*\*See Detailed Compensation Plan for full details of DreamCar Bonus.

### DreamHome Bonus\*

WorldVentures pays Representatives who achieve the International Marketing Director level a DreamHome Bonus of up to \$3,000 monthly.

\*See Detailed Compensation Plan for full details of DreamHome Bonus.

### Training Dollars\*

TrainingDollars can be redeemed toward the price of many of WorldVentures’ training events.

\*See Detailed Compensation Plan for full details of Training Dollars.

### TravelDollars\*

TravelDollars may be redeemed only through the Company and are designed to reward Representatives by covering some or all of the costs of their travel experiences.

\*See Detailed Compensation Plan for full details of TravelDollars.


### PROMOTIONAL LEVELS\*

\*See Detailed Compensation Plan for full details of Promotional Levels

#### Enrolled Rep (ER)

| Requirements   | Commissions & Bonuses  |
|--|--|
| Entry-Level position;<br>Representative who has enrolled, but is not Active. | <ul style="list-style-type: none"> <li>• Direct Commissions</li> <li>• Personal Sales Bonus</li> </ul> |

#### Active Rep (AR)

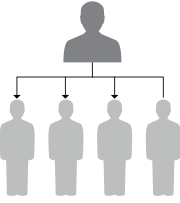
| Customer Requirement  | Commissions & Bonuses  |
|---|--|
| <br>Active RBS | <ul style="list-style-type: none"> <li>• Direct Commissions</li> <li>• Personal Sales Bonus</li> </ul> |

#### ACTIVE STATUS REQUIREMENT

WorldVentures Representatives must be “Active” to be eligible to accumulate sales credit or to earn most commissions and bonuses. A Representative becomes/remains Active by paying his/her monthly RBS fee.

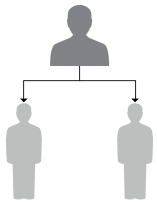
Once the Representative becomes Active, he/she begins to accumulate sales credit toward earning commissions and bonuses. For full description and limitations please see Detailed Compensation Plan.

#### Qualified Rep (Q)

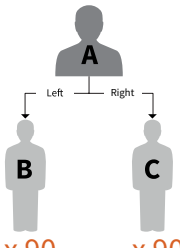
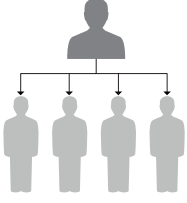
| Customer Requirement  | Lineage | Earnings | Commissions & Bonuses   |
|---|---------|----------|---|
| <br>Four (4) Product Sales to Customers | NONE    | NONE     | <ul style="list-style-type: none"> <li>• Direct Commissions</li> <li>• Personal Sales Bonus</li> <li>• Weekly Bonuses (\$2,000 Weekly maximum)</li> <li>• TravelDollars subject to the \$2,000 maximum combined value of Cycle Bonuses and Travel-Dollars</li> <li>• Lifestyle Bonus</li> </ul> |

#### WAIVED MONTHLY FEES - See Detailed Compensation Plan for full rules and limitations.

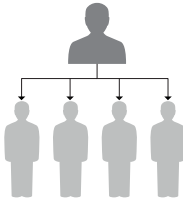
#### Senior Rep (SR)

| Customer Requirement  | Lineage | Earnings | Commissions & Bonuses   |
|---|---------|----------|---|
| <br>x 30      x 30 | NONE    | NONE     | <ul style="list-style-type: none"> <li>• Direct Commissions</li> <li>• Personal Sales Bonus</li> <li>• Weekly Bonuses (\$2,000 Weekly maximum)</li> <li>• Monthly Residual Commissions, \$10/cycle (\$500 Monthly maximum)</li> <li>• TravelDollars subject to the \$2,000 maximum combined value of Cycle Bonuses and Travel-Dollars</li> <li>• Lifestyle Bonus</li> </ul> |

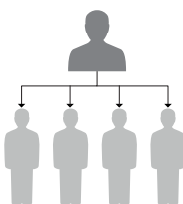
#### Director (DIR)

| Customer Requirement  | Lineage  | Earnings | Commissions & Bonuses  |
|---|--|----------|--|
| <br>x 90      x 90 | <br>140 Active Customers<br>No more than ninety (90) counted from any one line. | NONE     | <ul style="list-style-type: none"> <li>• Direct Commissions</li> <li>• Personal Sales Bonus</li> <li>• Weekly Bonuses (\$2,000 Weekly maximum)</li> <li>• Monthly Residual Commissions, \$15/cycle (\$2,000 Monthly maximum)</li> <li>• TravelDollars, subject to the \$2,000 maximum combined value of Cycle Bonuses and Travel-Dollars</li> <li>• Lifestyle Bonus</li> </ul> |

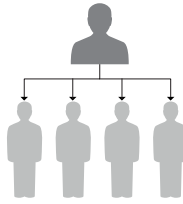
**Marketing Director (MD)**

| Attained Rank | Lineage Requirement  | Earnings Requirement   | Commissions & Bonuses  |
|---------------|--|--|--|
| Director      |  <p><b>400 Active Customers</b><br/>No more than two hundred (200) counted from any one line.</p> | \$6,750 cumulatively in the preceding three calendar months, \$2,250/month average | <ul style="list-style-type: none"> <li>• Direct Commissions</li> <li>• Personal Sales Bonus</li> <li>• Weekly Bonuses (\$5,000 Weekly maximum)</li> <li>• Monthly Residual Commissions, \$15/cycle (\$5,000 Monthly maximum)</li> <li>• TravelDollars subject to the \$5,000 maximum combined value of Cycle Bonuses and TravelDollars</li> <li>• Lifestyle Bonus</li> </ul> |

**Regional Marketing Director (RMD)**

| Attained Rank      | Lineage Requirement  | Earnings Requirement  | Commissions & Bonuses  |
|--------------------|--|---|--|
| Marketing Director |  <p><b>900 Active Customers</b><br/>No more than three hundred (300) counted from any one line.</p> | \$15,750 cumulatively in the preceding three calendar months, \$5,250/month average | <ul style="list-style-type: none"> <li>• Direct Commissions</li> <li>• Personal Sales Bonus</li> <li>• Weekly Bonuses (\$10,000 Weekly maximum)</li> <li>• Monthly Residual Commissions, \$15/cycle (\$10,000 Monthly maximum)</li> <li>• TravelDollars subject to the \$10,000 maximum combined value of Cycle Bonuses and TravelDollars</li> <li>• \$1,000 DreamCar Bonus Monthly maximum</li> </ul> |

**National Marketing Director (NMD)**

| Attained Rank               | Lineage Requirement  | Earnings Requirement   | Commissions & Bonuses  |
|-----------------------------|--|--|--|
| Regional Marketing Director |  <p><b>1,800 Active Customers</b><br/>No more than six hundred (600) counted from any one line.</p> | \$31,500 cumulatively in the preceding three calendar months, \$10,500/month average | <ul style="list-style-type: none"> <li>• Direct Commissions</li> <li>• Personal Sales Bonus</li> <li>• Weekly Bonuses (\$20,000 Weekly maximum)</li> <li>• Monthly Residual Commissions, \$15/cycle (\$20,000 Monthly maximum)</li> <li>• TravelDollars subject to the \$20,000 maximum combined value of Cycle Bonuses and TravelDollars</li> <li>• \$1,000 for DreamCar Monthly maximum</li> </ul> |

**International Marketing Director (IMD)**

| Attained Rank               | Lineage Requirement   | Earnings Requirement  | Commissions & Bonuses   |
|-----------------------------|---|---|---|
| National Marketing Director |  <p><b>3,000 Active Customers</b><br/>No more than one thousand (1,000) counted from any one line.</p> | \$ 31,500 cumulatively in the preceding three calendar months, \$10,500/month average | <ul style="list-style-type: none"> <li>• Direct Commissions</li> <li>• Personal Sales Bonus</li> <li>• Weekly Bonuses (\$25,000 Weekly maximum)</li> <li>• Monthly Residual Commissions, \$15/cycle (\$50,000 Monthly maximum)</li> <li>• TravelDollars subject to the \$25,000 maximum combined value of Cycle Bonuses and TravelDollars</li> <li>• \$1,500 DreamCar Bonus Monthly maximum</li> <li>• \$3,000 DreamHome Bonus Monthly maximum</li> </ul> |