

COMPENSATION PLAN

AGENT NO REQUIREMENTS	TRAINER \$100 PV \$300 TV	SENIOR TRAINER \$300 PV \$3,000 TV	DIRECTOR \$1,000 PV \$15,000 TV	REG. DIRECTOR \$1,500 PV \$60,000 TV	NAT. DIRECTOR \$3,000 PV \$90,000 TV
\$35 Bonus Per Personal Sale	\$35 Bonus Per Personal Sale	\$35 Bonus Per Personal Sale	\$35 Bonus Per Personal Sale	\$35 Bonus Per Personal Sale	\$35 Bonus Per Personal Sale
25% of Level 1	25% of Level 1	25% of Level 1	25% of Level 1	25% of Level 1	25% of Level 1
	5% of Level 2	5% of Level 2	5% of Level 2	5% of Level 2	5% of Level 2
		2% of Level 3	2% of Level 3	2% of Level 3	2% of Level 3
		One-Time Bonus: \$250 Cash Bonus or FREE 3 Day Hotel Stay!	2% of Level 4	2% of Level 4	2% of Level 4
			1% of Level 5	1% of Level 5	<u>1% of Level 5-10</u>
			Monthly Bonus: \$500	1% of Level 6	Monthly Bonus: \$1000
			*Willable Income	1% of Level 7	*Willable Income
				Monthly Bonus: \$800	*Generational Share:
				*Willable Income	2% of the Agency's Monthly Volume is distributed equally among NDs.

COMPENSATION REQUIREMENTS

Agreement for Agents/Brokers/Resellers

- Sales Agents must pay an annual fee of \$100 for a back-office subscription to earn cash bonuses and commissions.
- Sales Agents must meet and/or maintain their monthly minimum sales requirements to maintain their pay rank.
- Sales Agents who have reached their Personal Volume goal can use their total to Team Volume to promote.
- Sales Agents become eligible for commissions with one (1) sale of a KonnectMD Membership. An agent's personal monthly membership fees count towards their personal volume but are not commissionable. *Back-office fees and enrollment fees does not count towards volume, only monthly membership fees.

COMMISSION TYPES

Personal Sales Bonus (PSB):

Every (1) personally sponsored membership sold will trigger a \$35 personal sales bonus. The bonus period begins every Saturday at 12:00 AM CST and ends every Friday at 11:59:59 PM CST. This commission is paid out the following week.

Residual Commission / Monthly Agent Overrides:

Residual Commissions and Monthly Agent Overrides are paid monthly from Personal Volume & Team Volume. Commissionable volume is comprised of monthly membership fees. Back Office fees are not commissionable.

Sr. Trainer One-Time Bonus:

- Once an agent achieves the pay rank of Sr. Trainer, they become qualified to receive a company-paid hotel stay at a top destination of their choice or they can choose to accept a one-time cash bonus of \$250.

Lifestyle Bonus:

- Once an agent achieves the pay rank of Sales Director, Regional Sales Director, or National Sales Director, they become qualified to receive a guaranteed monthly bonus if they maintain the pay rank each month. Sales Directors receive \$500 monthly, Regional Sales Directors receive \$800, and National Sales Directors receive \$1000 monthly. This bonus program motivates agents to reach higher ranks and become successful leaders.

Bonus Pool:

The Bonus Pool is a company-wide incentive program offered to the top-performing agents of the company. The monthly program rewards the qualifying National Sales Director to equally share in 2% of the company's gross membership fees.

PROMOTION QUALIFICATIONS

To advance in rank within the organization, agents must satisfy two specific requirements: (Personal Volume/Team Volume)

Personal Volume (PV) is the amount of commissionable volume that includes the agent's personal membership fee and the monthly membership fees of their personally sponsored customers and recruited agents. However, enrollment fees and back-office fees are not included in personal volume.

Team Volume (TV) is the sum of membership fees compiled from the agent's Personal Volume and the agent's downline team membership fees. Personal and Team Volume requirements must be met to qualify for rank advancement.

With each rank advancement, agents access a new **Agent Override Level**. This means they can earn a percentage of the monthly membership fees made by their downline team members in addition to their personal sales. As members advance in rank and gain access to higher commissionable override levels, significantly increasing earning potential.

SEE CHART FOR BREAKDOWN: At Level 1, the agent is entitled to a 25% override on the monthly membership fees of personal customers. Upon achieving the requisite volume, the agent becomes eligible to receive 5% of the volume generated by the agents they have recruited. Consequently, any customer sponsored by their agent will activate a 5% override on their monthly membership fee.

New levels are established when an agent from one level recruits another agent, thereby creating a new level. These override levels may become commissionable and can be compensated up to ten levels deep, contingent upon volume requirements.