

“A Team Building” Challenge– with Additional Bonuses during incentive period\*

Incentive Period: June-September 2020

\* There is no guarantee that you will earn this Bonus; qualifications and earnings are performance based. Because this bonus is offered on a temporary basis and this is the first time it has been offered, there is no data on historical bonus earnings or payments.

# The Power of Choice!

- We live not by our conditions, but by our decisions
- Your Fate = Your choice + what you give
- A decision can change your life
- A new life comes from new choices
- A new choice = a new breakthrough



# Don't let others dominate what YOU think!

- Don't worry about what others think of you, people aren't really thinking of you as much as you think they are!
- Mindset is everything! If you don't believe in yourself, you will give up on yourself
- The only obstacle to your success is: you! Are you constantly persuading yourself to give up success?
- When your happiness is based on the views of others, you are no longer your own Master



Who is ready for the challenge? Who will take it?





# New Masters: Share E.EXCEL products with your customers and reach the required volume of product sales to reach the New Master mark.

If your E. EXCEL rank is Distributor: *(There is no charge to join as an E. EXCEL Distributor)*

## Challenge\*

- Reach rank of Master for the first time and earn \$50 Energy Bonus
- Maintain rank of Master for one additional month and earn an additional \$50 Energy Bonus
- From starting rank, maintain new rank or achieve higher rank for more than 2 months and bonus doubles in value

June	July	August	Doubles	September	Doubles
\$50 for Achieving Master Rank (New Master)	\$50 for Maintaining Master Rank	\$100 for Maintaining Master Rank for additional month		\$100 for Maintaining Master Rank for additional month	

\* Max “Energy Challenge bonus” for a new Master is \$300.

\* There is no guarantee that you will earn this Bonus; qualifications and earnings are performance based. Because this bonus is offered on a temporary basis and this is the first time it has been offered, there is no data on historical bonus earnings or payments.

# E. EXCEL Leader



- How will you lead?
- How will you inspire your team (downline)?
- How will you create energy?

ACTION Items (ideas):

- Train your downline for success!
- Hold meetings
  - New Distributor Orientation & New Distributor Training (NDO & NDT)
- Webinars (preparation)
  - Recruiting webinars
  - Hand out samples
- Actively participate in the challenge!
- Get your downline energized!





# NEW Silver Masters: Share E. EXCEL products with your customers and reach the required volume of product sales to reach the Silver Master mark. If your E. EXCEL rank is Distributor or Master:

## Challenge\*

- Reach rank of Silver Master for the first time and earn a \$100 Energy Bonus
- Maintain rank of Silver Master for one additional month and earn an additional \$100 Energy Bonus
- From starting rank, maintain new rank or achieve higher rank for more than 2 months and bonus doubles in value

June	July	August	Doubles	September	Doubles
\$100 for Achieving New Silver Rank	\$100 for Maintaining New Silver Rank	\$200 for Maintaining Silver Rank for additional month		\$200 for Maintaining Silver Rank for additional month	

\* Max Energy Challenge bonus for a New Silver Master is \$600.

\* There is no guarantee that you will earn this Bonus; qualifications and earnings are performance based. Because this bonus is offered on a temporary basis and this is the first time it has been offered, there is no data on historical bonus earnings or payments.



# NEW Gold Masters: Share E. EXCEL products with your customers and reach the required volume of product sales to reach the Gold Master mark.

If your E. EXCEL rank is Distributor, Master or Silver Master:

## Challenge\*

- Reach rank of Gold Master for the first time and earn \$150 Energy Bonus
- Maintain rank of Gold Master for one additional month and earn an additional \$150 Energy Bonus
- From starting rank, maintain new rank or achieve higher rank for more than 2 months and bonus doubles in value

June	July	August	Doubles	September	Doubles
\$150 for Achieving New Gold Rank	\$150 for Maintaining Gold Rank	\$300 for Maintaining Gold Rank for additional month		\$300 for Maintaining Gold Rank for additional month	

\* Max Energy Challenge bonus for a New Gold Master is \$900.

\* There is no guarantee that you will earn this Bonus; qualifications and earnings are performance based. Because this bonus is offered on a temporary basis and this is the first time it has been offered, there is no data on historical bonus earnings or payments.



**NEW Pearl Masters:** Share E. EXCEL products with your customers, and reach the required volume of product sales to reach the Pearl Master mark.

If your E. EXCEL rank is Distributor, Master, Silver or Gold Master:

### Challenge\*

- Reach rank of Pearl Master for the first time and earn \$200 Energy Bonus
- Maintain rank of Pearl Master for one additional month and earn an additional \$200 Energy Bonus
- From starting rank, maintain new rank or achieve higher rank for more than 2 months and bonus doubles in value

June	July	August	Doubles	September	Doubles
\$200 for Achieving New Pearl Rank	\$200 for Maintaining New Pearl Rank for one additional month	\$400 for Maintaining Pearl Rank		\$400 for Maintaining Pearl Rank	

\* Max Energy Challenge Bonus for a new Pearl Master is \$1,200.

\* There is no guarantee that you will earn this Bonus; qualifications and earnings are performance based. Because this bonus is offered on a temporary basis and this is the first time it has been offered, there is no data on historical bonus earnings or payments.



# Masters Re-Qualification Challenge: Re-energize your E. EXCEL product sales with your customers and reach Master rank again.

If your achieved rank with E. EXCEL is Master, and you have not qualified as a Master in the last 5 months (Jan – May 2020):

## Challenge\*

Re-qualify as a Master!

- Earn \$38 Energy Bonus for reaching it again
- Keep qualifying the rank of Master for one additional month during incentive and earn an additional \$38 US
- Re-qualify for more than 2 months and bonus doubles to \$76 per month

June	July	August	Doubles	September	Doubles
\$38 Master Re-Qualification Bonus	\$38 Master Requalify for one additional month	\$76 Master Re-qualification Bonus for maintaining rank for multiple months		\$76 Master Re-qualification Bonus for maintaining rank for multiple months	

\* Max Energy Bonus for a TITLE Master who requalifies is \$228.

\* There is no guarantee that you will earn this Bonus; qualifications and earnings are performance based. Because this bonus is offered on a temporary basis and this is the first time it has been offered, there is no data on historical bonus earnings or payments.



# Silver Masters Re-Qualification Challenge: Re-energize your E. EXCEL product sales with your customers and reach Silver Master rank again.

If your achieved rank with E. EXCEL is Silver Master, and you have not qualified as a Silver Master in the last 5 months (Jan-May 2020):

## Challenge\*

Re-qualify as a Silver Master!

- Earn \$75 Energy Bonus for re-qualifying as a Silver Master
- Keep qualifying the rank of Silver Master for one additional month and earn an additional \$75 USD
- Re-qualify for more than 2 months and bonus doubles to \$150 per month

June	July	August	Doubles	Sept.	Doubles
\$75 USD Silver Master Re-Qualification Bonus	\$75 USD Silver Master Requalify for one additional months	\$150 USD Silver Master Requalify Bonus for multiple months		\$150 USD Silver Master Requalify Bonus for multiple months	

\* Max ENERGY Bonus for a TITLE Silver Master who requalified is \$450 USD.

\* There is no guarantee that you will earn this Bonus; qualifications and earnings are performance based. Because this bonus is offered on a temporary basis and this is the first time it has been offered, there is no data on historical bonus earnings or payments.



# Gold Masters Re-Qualification Challenge: Re-energize your E. EXCEL product sales with your customers and reach Gold Master rank again.

If your achieved rank with E. EXCEL is Gold Master, and you have not qualified as a Gold Master in the last 5 months (Jan-May 2020):

## Challenge\*

Re-qualify as a Gold Master!

- Earn \$110 US Energy Bonus for reaching it again
- Keep qualifying the rank of Gold Master for one additional month during incentive and earn \$110 US for maintaining it
- Re-qualify for more than 2 months and bonus doubles to \$220 per month

June	July	August	Doubles	September	Doubles
\$110 Gold Master Re-Qualification Bonus	\$110 Gold Master Requalify for one additional month	\$220 Gold Master Requalify Bonus for multiple months		\$220 Gold Master Requalify Bonus for multiple months	

\* Max Energy Bonus for a TITLE Gold Master who requalifies, is \$660 USD.

\* There is no guarantee that you will earn this Bonus; qualifications and earnings are performance based. Because this bonus is offered on a temporary basis and this is the first time it has been offered, there is no data on historical bonus earnings or payments.



# Pearl Masters Re-Qualification Challenge: Re-energized your E. EXCEL product sales with your customers to reach Pearl Master rank again.

If your achieved rank with E. EXCEL is Pearl Master, and you have not qualified as a Pearl Master in the last 5 months (Jan- May 2020):

## Challenge\*

Re-qualify as a Pearl Master!

- Earn a \$150 Energy Bonus for Requalify the rank of Pearl Master
- Keep qualifying the rank of Pearl Master for one additional month and earn a \$150 Energy Bonus
- Re-qualify for more than 2 months and bonus doubles to \$300 per month

June	July	August	Doubles	September	Doubles
\$150 Pearl Master Re-Qualification Bonus	\$150 Pearl Master Requalify for one additional month	\$300 Pearl Master Requalify Bonus more than 2 consecutive		\$300 Pearl Master Requalify Bonus for multiple months	

\* Max Energy Bonus for a TITLE Pearl Master who requalifies is \$900 .

\* There is no guarantee that you will earn this Bonus; qualifications and earnings are performance based. Because this bonus is offered on a temporary basis and this is the first time it has been offered, there is no data on historical bonus earnings or payments.



# Jade and Diamond Masters Re-Qualification Challenge:

## Re-energize your E. EXCEL product sales!

If your achieved rank with E. EXCEL is Jade or Diamond Master (regardless of qualification from Jan - May 2020):

### Challenge\*

Energize your Team!

- Strive to be Paid As your Achieved Rank (For these ranks, paid Rank must be Pearl, Jade or Diamond)
- Your Organizational volume for the month must exceed the same month in the prior year (e.g. June 2020 vs June 2019)
- You'll earn a matching bonus from performers in your downline (matching your Master Leadership Bonus gen.)<sup>†</sup>!

June	Match	July	Match	August	Match	September	Match
Up to \$500 from all the earnings from your downline (excluding Strong Legs) <sup>†</sup>		Up to \$500 from all the earnings from your downline (excluding Strong Legs) <sup>†</sup>		Up to \$500 from all the earnings from your downline (excluding Strong Legs) <sup>†</sup>		Up to \$500 from all the earnings from your downline (excluding Strong Legs) <sup>†</sup>	

Max Energy Bonus for a current Jade/ Diamond Masters is **\$2,000**.

<sup>†</sup> Strong Leg: From December 2019 to April 2020, if your Pearl Master or higher has qualified and is paid as a Pearl Master or higher for at least 3 out of the 5 months, that will be your strong leg.

\* There is no guarantee that you will earn this Bonus; qualifications and earnings are performance based. Because this bonus is offered on a temporary basis and this is the first time it has been offered, there is no data on historical bonus earnings or payments.

# E. EXCEL Leader



- How will you lead?
- How will you inspire your team (downline)?
- How will you create energy?

## ACTION:

- Train your downline for success!
- Help them become Leaders who inspire and energize others!
- Hold webinars (preparation)
  - Recruiting webinars
  - Hand out samples
- Energetically participate in the challenge!
- When your downline members earn bonuses, you'll earn!



It is your choice!



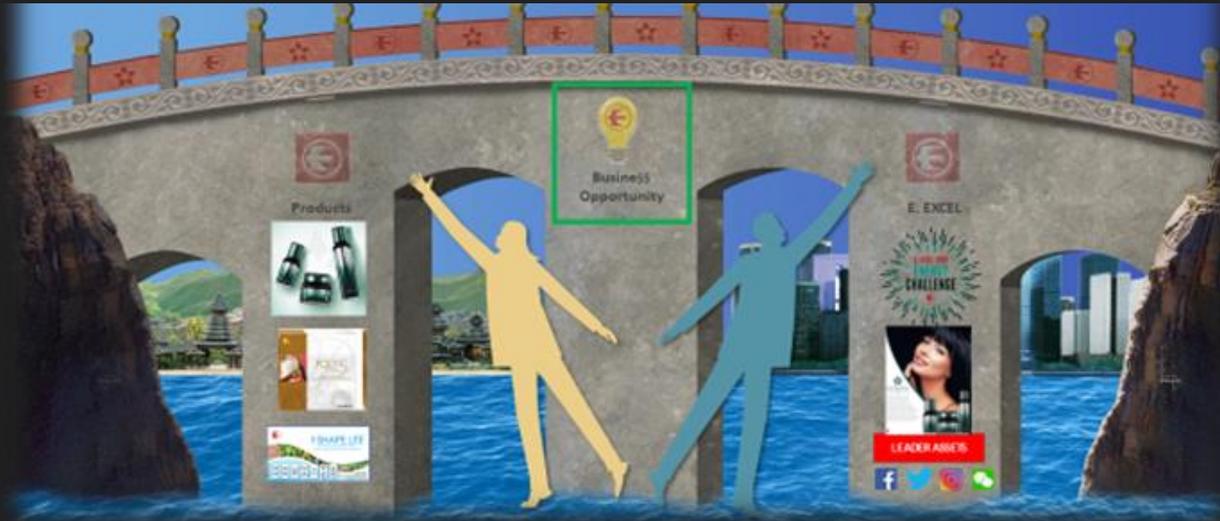
# 5 steps to break through your current status

1. Look at things rationally, not better, or worse. Know the truth and accept it.
2. Make sure that your vision of life becomes strong.
3. Find an example to follow and learn from his/her strategy.
4. Have a mentality of giving more than getting!
5. Stay at it to the end. Don't quit!



# I created my life, my life didn't create me!

- Decide what kind of life you want, and then cut off all other possibilities.
- Make a decision, not just an attempt!



Who will accept the challenge?

# E. EXCEL 2020 Energy Challenge Rules:



- Challenge Period: June 1 - September 30, 2020 (Page 1). Energy Challenge Bonuses are available only during the incentive period.
- ENERGY Challenge and Energy Bonus was created to support E. EXCEL Distributors efforts to promote and sell E. EXCEL products to their customers. Distributors engage their time and efforts training and demonstrating products to end consumers.
- Starting Rank: As of May 31, 2020, the highest rank (Title Rank) you have achieved with E. EXCEL.
- Achieve a new Rank. A Distributor who has never achieved such rank before (Title Rank) in the E. EXCEL Compensation Plan.
- New Rank: When a Distributor achieves a Rank for the first time, as per E. EXCEL Compensation Plan .
- For New Masters, only one upline qualified Master can count volume (PGQV) that rolls up as part of his/her group volume.
- Requalification: Becoming “Paid As” your Achieved Rank.
- Maintain new Rank. When a Master maintains achieved rank in any other month, after initial ranking, during incentive period
- If Distributor maintains higher rank for more than 2 months (during challenge period), the maintain rank bonuses doubles in value.
- Re-Qualification at Higher Ranking: If you have achieved a Rank (Title Rank) with E. EXCEL, but have not been paid at such rank for the last 5 months (Jan, Feb, March, April, May 2020) you have the opportunity to reach your previous Title Rank again, and be eligible for the Re-Qualification bonuses.
- Re-Qualification Energy Challenge and Energy Bonus was created as a short period incentive to support current Distributors efforts to promote and sell E. EXCEL products to their customers. Distributors engage their time and efforts training and demonstrating products to end consumers, as well as maybe providing product sampling.

# E. EXCEL 2020 Energy Challenge Rules (page 2):



- Current Jade and Diamond Masters are eligible to the challenge when: 1) Qualifies as Pearl Master or higher during challenge period in a monthly basis. 2) Organizational volume must exceed the volume in same month from previous year 3) Encourages their downlines to participate in the challenge. Jade and Diamond Bonuses will match the earning amounts of their downlines, up to \$500 USD per month. (Matching bonuses excludes all strong legs and will reach the Master Leadership Bonus generations).
- Strong Leg: From December 2019 to April 2020, if your Pearl Master or higher has qualified and being paid as a Pearl Master or higher for at least 3 out of the 5 months, that will be considered your strong leg.
- Current Jade and Diamond Masters: Energy Bonus will pay only to the first eligible Jade or Diamond Master.
- “Energy Bonuses” from challenge will be paid monthly during the challenge period months. This bonus will be paid by check or AR only.
- Only one bonus will be paid to each qualifying account, per month. However, E. EXCEL will pay the highest bonus amount, either New Rank or Re-qualification.
- If a Distributor advances multiple ranks, the various rank advancement(s) will count. The bonus will be paid at the maximum bonus rate available.
- E. EXCEL strictly prohibits Distributors from manipulative and unethical practices in order to earn challenge and bonuses. All qualifying accounts are subject to review and verification. E. EXCEL will unequivocally disqualify anyone participating in manipulative and unethical practices.
- Recipients of the “Energy Bonuses” agree that E. EXCEL may use their picture, testimonies, etc. for marketing purposes without any further compensation.
- “Energy Bonuses” are only available to US/ Canada Distributors from E. EXCEL who reside in North America with a valid US/ Canada identification.
- Taxes are the sole responsibility of earners. E. EXCEL will issue proper tax documentation to qualified earners.
- All Energy Bonuses are paid in U.S. Dollars.
- Energy Challenge Bonuses are separate from, and in addition to, standard compensation available to E.Excel Distributors. In the case of a discrepancy between the English and Chinese versions, the English version precedes. Rules can be changed or modified by E. EXCEL at its sole discretion. Decisions made by E. EXCEL are final.



Who will accept this challenge?

