



E. EXCEL

The Rewards of Sharing

THE REWARDS OF SHARING





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Sharing health and knowledge is the mission of E. EXCEL. By joining in E. EXCEL's mission, you have an opportunity to achieve a richer life with rewarding bonuses and great earnings potential, when you share E. EXCEL with others!

1. **Earn 1 Commission Volume (CV) for every \$1 of product sales.***
*Promotional and skincare items are at a slightly reduced CV.
2. **Receive a generous commission as part of E. EXCEL's 60% payout based on product sales.**
In addition, you're rewarded with 3% commission volume on product sales in promotions and incentives.
3. **Expect solid backing with E. EXCEL's 30-year track record of loyal product customers.**
The key to any successful business is repeat sales. All over the world, people have been purchasing and consuming E. EXCEL products for three decades—because they work!

Retail Sales: Start Earning Money Right Away!

Retail sales can be an important part of your business, and people want E. EXCEL products. As a COE member, you buy at a 10% discount and sell at retail price, giving you an immediate profit. With your own E. EXCEL website, customers can buy online any time, and E. EXCEL ships directly to them. What could be easier?

Tell your prospective customers why E. EXCEL products are the best!

- **Nutritional Immunology** – a widely-recognized science on which E. EXCEL products are based
- **Exclusive formulations** – by world-renowned microbiologist and immunologist Dr. Jau-Fei Chen
- **Wholesome, nutritious plant foods** – Supports the immune system and other body systems with a wide variety of plants from around the world

The Heart of E. EXCEL's Compensation Plan*



1 Earn Sales Bonuses From Sales of Product Packs

Promote life-changing E. EXCEL product packs, offered at a substantial discount—and earn sales bonuses for a great start to your business!

2 Earn Distributor Development Bonuses

Increase Your Organization's Sales

You earn bonuses on the products purchased by those you personally sponsored.

3 Earn the Qualified Master Bonus

Earn 10% on your Personal Group Commission Volume (PGCV)

Qualify as a Master!

Becoming a Qualified Master every month means you earn the maximum product sales commissions available.

4 Earn Master Leadership Bonuses

Earn a 5% bonus on the Group Commission Volume (GCV) of your 1st through 6th generation Downline Qualified Masters

The Power in the Plan!

Build your group with strong consumers and Distributors and the power of generations six levels deep.



*See E. EXCEL's Policies & Procedures for complete details on E. EXCEL's Compensation Plan.

"My husband and I run several family businesses but when I retire, I'll sell my businesses and my income can stop. The most attractive part of the E. EXCEL business is that it can bring me income continually. My E. EXCEL business can continue, and can pass to further generations. This is a gift!"



— Susan H. Chan, Whitestone, NY

1 Earn Sales Bonuses on E. EXCEL Product Packs—A Great Start

1K ANNIVERSARY PACKS

1K Anniversary Packs celebrate E. EXCEL's 30th anniversary—premier product packs worth over \$1,250 for just \$1,000 (plus Club of Excellence membership). Best of all, as a Referring Sponsor, you earn a \$300 sales bonus when you sell a 1K Anniversary Pack! In addition, the first Upline Qualified Master receives a \$50 bonus!

EXCELERATOR BONUSES

Excelsator Bonuses reward three E. Excellers each for sales of Excelsator Packs, offered for only \$330.00—a savings of 40% over wholesale—to new Distributors/consumers.

\$50 BUILDERS' BONUS

Those who are actively building their E. EXCEL businesses earn the \$50 Builders' Bonus. Referring sponsors earn this bonus for sales of Excelsator Product Packs to new Club of Excellence members placed anywhere in their organizations.

Distributors may collect a total of \$95 in combined product commissions from the sale of an Excelsator Pack in the Excelsator Bonus and Builder's Bonus. As the Referring Sponsor, you may choose to build depth into your organization and place your new customer further down in your group under another sponsor. In that case, as the referring sponsor, you would receive the Builder's Bonus once the new COE completes the requirements, and you may also be eligible for one of the other three Excelsator Bonuses.



SUCCESSFUL BUSINESS TIP

- Build a business team with whom you can work as quickly as possible
- Help others on your team who want to build their own businesses
- Use your team to share the workload

Sales Bonuses go to:	Actual Sponsor	Sponsor's Sponsor	1 st Qualified Upline Master	Referring Sponsor
1K Anniversary Bonuses (bonuses paid on sales of 1K Anniversary Packs only)	\$50*		(\$50*)	\$300
Excelsator Bonuses† (bonuses paid on sales of Excelsator Packs only)	\$45	\$45	\$45	
Builder's Bonus (bonus paid on sales of Excelsator Packs only)				\$50**

* If the Referring Sponsor and the Actual Sponsor are the same, the 1st Qualified Upline Master receives the \$50 1K Anniversary Bonus.

† A Distributor is only eligible for one Excelsator Bonus per sale of an Excelsator Pack.

** Referring Sponsors who receive the Builder's Bonus may also be eligible for one Excelsator Bonus. The Builder's Bonus is paid only after the purchaser completes the COE 4-month commitment.

2 Earn Distributor Development Bonuses—Increase Your Organization's Product Sales

Earn the Distributor Development Bonus on the Personal Commission Volume (PCV) from product sales of your personally sponsored Distributors, regardless of rank, up to four levels deep. Building four across on your 1st level and then helping them build their first level and so on down to your 4th level, is building "4x4" and helps you maximize your future payout and build a thriving E. EXCEL business.



SUCCESSFUL BUSINESS TIP 4X4 GROWTH

Successful businesses place four Distributors on their first level and then work to help them share E. EXCEL products with others. Sales bonuses from Product Pack sales keeps income rolling as they grow!

3 Earn the Qualified Master Bonus—Become a Master

Achieving sales minimums and qualifying as a Master every month is your first step in earning the maximum commission on your product sales. It requires two steps:

1. Become a New Master by having 3,000 PGCV in product sales for one month or in two consecutive months. You are a New Master in the month following the completion of that step.
2. Achieve a minimum of 2,000 PGQV in product sales every month to continue qualifying as a Master.

As a Qualified Master, you receive the 10% Qualified Master Bonus on your Personal Group Commission Volume (PGCV) on product sales, in addition to the Distributor Development Bonus.



4 Earn Master Leadership Bonuses—*The Power in the Plan*

The real depth and earning power of E. EXCEL's Compensation Plan is the Master Leadership Bonus. You receive a 5% bonus on all of your 1st through 6th generation Masters depending on your rank. This feature allows you to earn commissions on the product sales of a larger group of Distributors and consumers.



SUCCESSFUL BUSINESS TIP

Build deep as well as wide and maximize the commission on your organization's product sales.

To achieve the most from the Master Leadership Bonus, strive for strong Master legs who consistently achieve the product sales levels to qualify as Masters every month. Work with these team members to help them develop into strong leaders by sharing 1K Anniversary and Excelerator Product Packs. When you have strong Master legs, you have business partners you can rely on.



Travel the World with E. EXCEL

Each year, E. EXCEL holds at least one travel incentive contest and sends the winners on luxurious, exciting trips to fantastic locations around the world. Participating in these contests also helps your business grow so you enjoy rich rewards even after you return from your vacation!

"Through my E. EXCEL business, I can truly help people regain their health, and at the same time, help myself make a good income. I strongly believe in the E. EXCEL business plan."

— Teresa Tang, Surrey, BC



Share in E. EXCEL's Success: *Leadership Power Pools*

Leadership Power Pools reward E. Excellers for their leadership and commitment. Six percent (6%) of the Company's Monthly Commission Volume of all product sales is dedicated to four Leadership Power Pools. As you build your group and they sell more products, you participate in higher pools and earn greater rewards.

- With 2-3 Masters achieving the required product sales volume, you participate in the Manager Power Pool.
- With 4-5 Masters achieving the required product sales volume, you participate in the Executive Power Pool.
- With 6-7 Masters achieving the required product sales volume, you participate in the Director Power Pool.
- With 8+ Masters achieving the required product sales volume, you participate in the Presidential Power Pool.

The value in each Leadership Power Pool varies based on the monthly Commission Volume and the number of participants qualifying at each pool level.

For complete details on E. EXCEL's Compensation Plan and our Distributor Income Disclosure Statement, please see the Policies & Procedures.



"E. EXCEL's compensation plan is very good for Distributors. It doesn't matter if you are new or a leader, everyone is equal and how much time and effort you spend determines your income. It depends on hard work, how much you love E. EXCEL, and understanding that good health depends on Nutritional Immunology. I think it's very reasonable and a great choice to give people an opportunity to make money. For me, I think the E. EXCEL compensation plan is an advantage for Distributors."

— Cheng Wen Zheng, Woodside, NY