

VILAVI[®]

REWARDS PLAN





STAGE 1

START

ENTRANCE TO BUSINESS



IT'S EASY TO START BUSINESS WITH VILAVI!

You just need to take three simple steps:

- 1** To pass simple registration on the website
- 2** To choose one of three entrance types – "Basic", "StartUP" or "Business"
- 3** To make an Initial Purchase

For Initial Purchase, you can buy any products from the company catalogue.

The higher the status of joining the business is, the more bonuses and premiums are received by the representative.



BASIC*

PV volume = 50-99

- Start-up bonus up to 5 %
- Accumulative activity for 1 month

STARTUP*

PV volume = 100-499

- Start-up bonus up to 20 %
- Accumulative activity for 1 month

BUSINESS

PV volume = 500+

- Start-up bonus up to 30 %
- Bonus activity for 2 months
- Bronze qualification (accumulative bonus - 4 %)
- Access to buying BigPack sets

*Make a repeat purchase for over 50 PV during the current or next month to get a retail award.

You can change the "Basic" status to "StartUP" at any time having just made an additional one-time purchase for 150 PV. Requalification for the "Business" status is possible after one-time purchase for 500 PV.

Attention!

If you join with "Business" status, the cost is calculated based on the wholesale price with a deduction of the retail award.



RETAIL REWARD

When you or your clients buy VILAVI products, you get a compensation from each purchase. This compensation is called a Retail Reward.

The Retail Reward makes up to 30% of product cost.

You can see the exact amount of the Retail Reward from each VILAVI product in the "Store" section of your Personal Account.

In order to get a Retail Reward you have to fulfill a simple condition – to buy personally products for 100 PV within one settlement period or totally within two settlement periods according to the 50 PV + 50 PV scheme.



RETAIL REWARD

The Retail Reward for the Initial Purchase for less than 150 PV is added immediately after you repeatedly buy products for 50PV or more during the current or the next settlement period. If the amount of the Initial Purchase is 150- 499PV, you will immediately get the Retail Reward.

For example. You make your first purchase for 130 PV. The Retail Reward for this purchase will be credited to be accumulated. As soon as you spend 50 PV on another purchase, the Retail Reward for both your purchases will be credited to your cash account. Note that you have to make your repeat purchase during the current or the next settlement period, otherwise the Retail Reward from your accumulation will be added to the account of your higher-ranking sponsor.

If your spend more than 500 PV on your Initial Purchase, the Retail Reward is not added to your account but is deducted immediately from the cost of your order.

For example. You buy 10 pcs. of T8 EXTRA and 10 pcs. of T8 BLEND. The cost of your purchase is 50 000 rub., which is 500 PV, the amount of the Retail Reward is 14 300 rub. The Retail Reward will be automatically deducted from the cost of your order and the payment amount will be 35 700 rub.



RETAIL REWARD

100 PV for 1 settlement period

If you have already made your Initial Purchase, the easiest way to receive the Retail Reward at once is to make a one-time purchase for 100 PV. In this case, the accrual is made instantly both for this purchase and for all subsequent purchases until the end of the settlement period.

Another option is to make smaller purchases, accumulating the volume during the settlement period. In this case, the Retail Award for them will be added when you get to 100 PV in this settlement period. For all subsequent purchases made until the end of the period, the reward will be credited at once.

For example, you purchase products for a total amount of 75 PV within the first weeks of the settlement period, and within the second week you make one more purchase for 25 PV. At the date of this purchase, you will receive the Retail Reward for both weeks, the Retail Reward for all subsequent purchases will be accrued on the date of the purchase, till the end of the settlement period.



RETAIL REWARD

100 PV for 2 settlement periods according to the 50 PV + 50 PV scheme

If during the settlement period your Personal Volumes are less than 100 PV, but more than 50 PV, in order to receive the Retail Reward, you need to earn at least 50 PV during the next settlement period. As soon as this condition is fulfilled, you will receive the Retail Reward in aggregate for these two periods. For all subsequent purchases made until the end of the current settlement period, the reward will be credited at once.

For example, you purchase products for a total amount of 80 PV within one settlement period. The Retail Award during this period is not accrued. If you reach the minimum volume of 50 PV in the next settlement period, you will get the Retail Reward for both periods at once on the day when these 50 PV are received.

If during the settlement period you don't get the required minimum of 50 PV, your Retail Reward will be provided to your Sponsor who fulfills the required bonus activity in the current settlement period.



In any business, you get profit only if you are active.
In VILAVI business your activity directly influences
bonuses and rewards you earn.

BONUS ACTIVITY

The Bonus Activity is your purchases made for personal/family consumption and for sale, allowing you to accumulate volumes and earn bonuses. For bonus activity confirmation, representatives should buy products* of the company for at least 100 PV during the settlement period.

Why do you need confirmation of Bonus Activity?

You receive all monthly bonuses. In addition, confirmed bonus activity is necessary to get qualifications and ranks of 1 CARAT and higher (provided the conditions for their achievement are fulfilled).

ACCUMULATIVE ACTIVITY

Accumulative Activity is your purchases made for personal/family consumption and for sale. The accumulative activity allows you to make purchases in the volume from 50 to 99 PV during the settlement period.

Why do you need the Accumulative Activity?

After the Accumulative Activity confirmation, you can receive accumulative and starting bonuses for the settlement period when the Accumulative Activity was performed.

*Your clients' purchases are added to your personal volume



STARTING BONUS

Generation	Business	StartUP	Basic	Your qualification
1	30%	20%	5%	BRONZE - GOLD
2	5%	5%	5%	1 CARAT
3	3%	3%	3%	2 CARAT
4	3%	3%	3%	3 CARAT and higher
5	3%	3%	3%	
6	2%	2%	2%	

The Starting Bonus is a reward you earn for every first purchase of your personal group representatives up to the 6th generation. The size of your Starting Bonus depends on the type of joining the business, which you chose at the beginning of your business, and on your qualification.

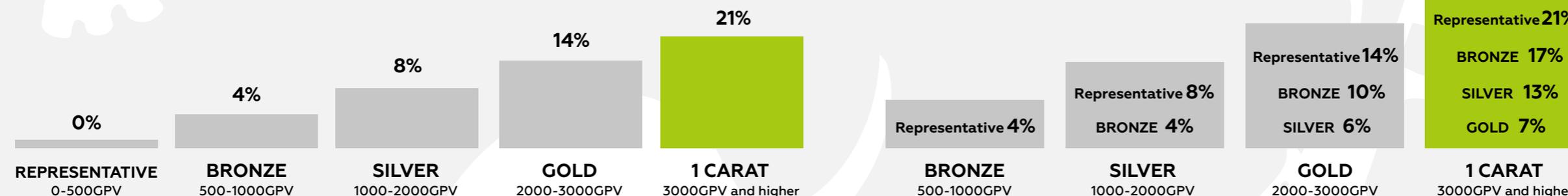
ATTENTION!

If you choose to join with "Basic" and you want to raise your bonus from 5% to 20% or 30%, you can just make an additional one-time purchase for 150 PV for requalification for the "StartUP" status or for 500 PV for requalification for the "Business" status.



ACCUMULATIVE BONUS

The Accumulative Bonus is a reward you earn for products purchased by you or your Personal Group. The Accumulative Bonus amount depends on the qualification.



What bonus do you get for personal purchases?

You receive a fixed bonus from each Personal Purchase, except for the Initial Purchase. The bonus amount depends on your qualification. For example, if your qualification is SILVER, you receive a bonus of 8% from your Personal Purchase. If your qualification is 1 CARAT and higher, you receive a bonus of 21%.

What bonus do you receive from purchases of your Personal Group?

From purchases of your Personal Group representative, you receive a bonus in the form of a difference between the qualification of your first line representative and your qualification. The Accumulative Bonus is accrued for each purchase, except for the initial one.

ATTENTION!

The Accumulative Bonus based on the settlement period results is paid only if you confirm Bonus or Accumulative Activity during this period.

ACCUMULATIVE BONUS



The Accumulative Bonus for personal purchases is calculated in stages.

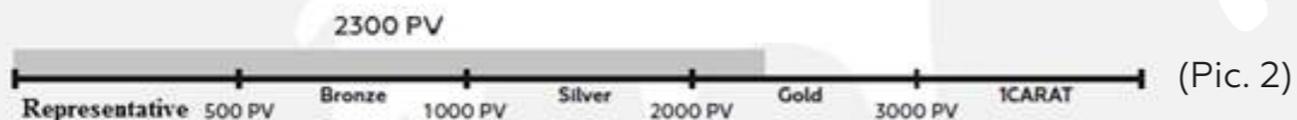
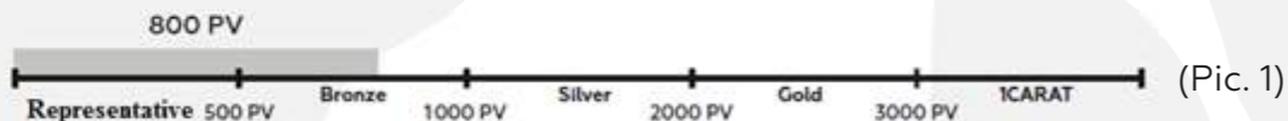
This means that if you reach the qualification of 1 CARAT already in the first period, you can't receive the Accumulative Bonus of 21% immediately. The interest from the first 500 PV received before the Bronze qualification is calculated according to the "Representative" qualification. The following 500 PV, required for the Silver

For example.

Your Personal Volume in the first period is 800PV, your Group Volume is 1500PV. Total 2300 PV. After the calculation of the results of the period, your qualification will change from Representative to Gold.

First, the Accumulative Bonus from the Personal Volume is calculated. (Picture 1)

$500 \text{ PV} * 0\%$
 $300 \text{ PV} * 4\% = 12 \text{ c.u.}$



Then the Accumulative Bonus from the Group Volume is calculated.

For example.

You have two first line representatives, one representative has the Bronze qualification with the Group Volume of 500 GPV and the second one has Silver qualification with the Group Volume of 1000 GPV.

1. Your Gold qualification "minus" the qualification of the first Bronze representative = $10\% * 500 \text{ GPV} = 50 \text{ c.u.}$

2. Your Gold qualification "minus" the qualification of the second Silver representative = $6\% * 1000 \text{ GPV} = 60 \text{ c.u.}$

110 c.u. of the Accumulative Bonus from the Group Volume in total

You begin the next period with the Gold qualification with the Accumulated Volume of 2300 GPV. From this very point, results of further stages will be calculated with the accrual of the Accumulative Bonus from the Personal Volume (Picture 2). When you get to the 1 CARAT qualification in the next period and further, the Accumulative Bonus from the Personal Volume will always be calculated according to the current qualification (not by stages).

The background features a light gray gradient with various white silhouettes of animals. There are three birds in flight at the top, a large bison on the left, a smaller bison on the right, a bear in the bottom left, a moose in the bottom center, a large deer in the bottom right, and a smaller deer in the middle right. The text is centered over the middle of the image.

STAGE 2
DEVELOPMENT



DINAMIC BINARY BONUS

The Dynamic Binary Bonus is a reward for your contribution to your business structure development. This reward type is provided only to representatives of the 1 CARAT qualification and higher who confirm his/her bonus activity.

Placement in a Binary Tree

After the 1 CARAT rank achievement, the Representative is placed in the Binary Tree of his/her sponsor. From this moment, the Representative begins to build his/her own Binary Tree. The sponsor of the Representative who reaches the 1 CARAT rank has to place the Representative in his/her Binary Tree during the settlement period, otherwise the Representative will be automatically placed on a smaller branch of the Binary Tree before bonus calculation.



DINAMIC BINARY BONUS

How is the Dynamic Binary Bonus calculated?

The Binary Bonus is paid as interest on the Binary Volume of the small direction of your business center. The interest is dynamic, i.e. changeable.

During each settlement period, the total amount of all bonuses which are accrued at fixed rates (all bonuses, except Binary and Sponsor bonus which depend on a binary one) is automatically calculated.

Then the interest to be paid for the Binary Bonus is calculated, so that a total amount of payments to the network is 56% of company's total GPV.

Thus, the Dynamic Binary Bonus size changes monthly without any interest limitation.

The Dynamic Binary Bonus is paid at the end of the period after all calculations are done and a final interest rate of the Binary Bonus for this settlement period is determined.





DINAMIC BINARY BONUS

How is the dynamic binary bonus calculated?

For example:

The total company GPV during the settlement period is 100,000 GPV. It means that the planned sum for the payment of all bonuses is 56,000 c.u. (56% of GPV).

The total amount of all accrued Fixed Bonuses based on the results of the period is 30,000 c.u. The remaining 26,000 c.u. are paid as the Sponsor and the Dynamic Binary Bonuses. The Dynamic Binary Bonus interest is calculated so that the payments correspond to this amount.

If there are few Fixed Bonuses, the Binary Bonus is big. And vice versa – if there are a lot of accrued fixed bonuses, the Binary Bonus interest decreases.

Company GVP: 100,000





DYNAMIC BINARY BONUS

For what minimum volume is the Dynamic Binary Bonus paid?

The Dynamic Binary Bonus is paid for the Binary Volume of the small line. After bonus accrual, the same volume is written off from the bigger line of the business center.

How is the volume written-off and accumulated?

ATTENTION!

First of all, the Starting Volumes are written-off in the bigger line, and only then all other volumes. The remaining volumes are transferred to the Accumulative Volume in this line.

If the Starting Volume in the bigger line exceeds the Binary Volume in the small line, the Starting Volumes remaining after write-off are not accrued.

Bonuses from the Accumulated Volumes are paid, if the representative confirms his/her bonus activity. If the activity is not confirmed, the volumes are nullified.



DYNAMIC BINARY BONUS

An example of volumes accumulation.

The Binary Volume of the small line is 2,700 GPV, and of the bigger one – 3,500 GPV. The Binary Bonus is calculated based on the volume of 2,700 GPV, and the same volume is written off from the bigger line.

1. If the Starting Volumes of 500 GPV are in the bigger line, then 800 GPV will be accumulated from the bigger line:
 $3,500 \text{ GPV} - 2,700 \text{ GPV} = 800 \text{ GPV}$
2. If there are 3,000 Starting Volumes in the bigger line, only 500 GPV are accumulated, as starting volumes aren't considered in accumulation.



OBLIGATORY CONDITIONS FOR THE BINARY BONUS RECEPTION:

- 1. It is necessary to confirm your bonus activity**
- 2. Your qualification should be not lower than 1 CARAT**
- 3. The left and right lines relative the business center should have at least one active representative of the personal group who confirmed his/her bonus activity.**

If the representative does not confirm the 1 CARAT qualification, the last volume is not accumulated and is transferred to the higher active Sponsor; the Binary Bonus is not paid, and the Accumulative Bonus is paid from the group bonus volume according to the GOLD rank.



DEVELOPMENT BONUS

The Development Bonus is paid to the representatives who have the 3 CARAT qualification and higher. It is equal to 5% of the group qualification volume (GPV) for the current settlement period. The more active the organization is, the more bonuses are received by its Sponsor in the 3 CARAT qualification.

ATTENTION!

During bonus accrual, the Starting Volumes of the Personal Group, as well as the Group Volume of the group representatives who have the 3 CARAT qualification and higher are not considered.

In order to receive the Development Bonus, you have to have confirmed bonus activity.



SPONSOR BONUS

PAYMENTS FOR the SPONSOR BONUS (% of the binary bonus)

QUALIFICATION	CRYSTAL	RUBIN	SAPPHIRE	EMERALD	DIAMOND	BLACK DIAMOND STAR	RED DIAMOND STAR	GREEN DIAMOND STAR	BLUE DIAMOND STAR	VIOLET DIAMOND STAR	PURPLE DIAMOND STAR	
GENERATION	1	20	20	25	25	30	30	35	35	40	45	50
2	-	5	5	5	10	10	10	10	15	15	15	
3	-	-	5	5	5	5	5	5	10	10	10	
4	-	-	-	5	5	5	5	5	5	5	5	
5	-	-	-	-	5	5	5	5	5	5	5	
6	-	-	-	-	-	3	3	3	3	3	3	
7	-	-	-	-	-	-	2	2	2	2	2	

After the CRYSTAL rank achievement, you receive a Sponsor Bonus – a reward for the creation of your organization. You will always receive it when you achieve or confirm the CRYSTAL qualification or higher.

How is the sponsor bonus calculated?

The Sponsor Bonus can make up to 50% of the Binary Bonus of the representatives of your Personal Group in 1 CARAT qualification and higher up to the 7th generation (depending on the representative's qualification) during this settlement period. You will receive a Sponsor Bonus based on the results of the settlement period when the required conditions are fulfilled.

The Sponsor Bonus cannot exceed 50% of the Binary Bonus in the current settlement period.

In order to receive the Sponsor Bonus, it is necessary to have confirmed bonus activity.

ATTENTION!

The sponsor of the 3rd or 4th Business center gets a Sponsor Bonus from the Business center where the maximum Binary Bonus is provided.



		PREMIER CLUB			GOLD CLUB			CRYSTAL CLUB					DIAMOND CLUB						Important notes
		BRONZE	SILVER	GOLD	1 CARAT	2 CARAT	3 CARAT	CRYSTAL	RUBIN	SAPPHIRE	EMERALD	DIAMOND	BLACK DIAMOND STAR	RED DIAMOND STAR	GREEN DIAMOND STAR	BLUE DIAMOND STAR	VIOLET DIAMOND STAR	PURPLE DIAMOND STAR	
Retail Reward		up to 30% of product cost															The Retail Reward is paid from all purchases made by you personally		
Starting bonus	1 generation	5% for the "Basic" status / 20% for "StartUP" status/ 30% for the "Business" status																	The Starting Bonus is accumulated as interest of the starting volume of representatives in your Personal Group - the starting purchases made by them during the settlement period
	2 generation	5%																	
	3 generation	3%																	
	4 generation	0%			3%														
	5 generation	0%			3%														
	6 generation	0%			2%														
Accumulative Bonus	Personal volume (% of PV)	4%	8%	14%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	The Accumulative Bonus is accumulated as interest of your Personal Volume (PV) and the volume of the representatives of your first line with a qualification lower than 1 CARAT (the volume of the settlement period is considered, the initial purchases are not considered)
	Group volume Representative (% of GPV)	4%	8%	14%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	
	Bronze (% of GPV)	0%	4%	10%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	
	Silver (% of GPV)	0%	0%	6%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%	
	Gold (% of GPV)	0%	0%	0%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%	
Dynamic Binary Bonus	Small direction (SD)	0%			Payment in the form of interest of a Binary Volume. The interest changes dynamically. Volume remaining at the end of the settlement period: 0 GPV														The Dynamic Binary Bonus is accumulated as interest of your Binary Volume - the volume of your business centers in the binary within one settlement period. The bonus size depends on the sum of all other bonuses accrued during this settlement period.
	Big direction (BD)	0%			payment 0% Remaining volume at the end of the settlement period: GPV (BD) - GPV (SD) (without starting volumes)														
Development bonus		0%			5% of GPV (without starting volumes)														The Development Bonus is accrued as interests of the Group Volume of the representatives in your Personal Group who are in a rank lower than 3 CARAT (the volume of the settlement period is considered, the initial purchases are not considered).
Sponsor Bonus	1 generation	0%			20%	20%	25%	25%	30%	30%	35%	35%	40%	45%	50%				The Sponsor Bonus is paid as interest of the Binary Bonus of each representative in your Personal Group with the qualification of 1 CARAT and higher based on the results of the settlement period.
	2 generation	0%			0%	5%	5%	5%	10%	10%	10%	10%	15%	15%	15%				
	3 generation	0%			0%	0%	5%	5%	5%	5%	5%	5%	10%	10%	10%				
	4 generation	0%			0%	0%	0%	5%	5%	5%	5%	5%	5%	5%	5%				
	5 generation	0%			0%	0%	0%	0%	5%	5%	5%	5%	5%	5%	5%				
	6 generation	0%			0%	0%	0%	0%	0%	0%	0%	0%	3%	3%	3%				
	7 generation	0%			0%	0%	0%	0%	0%	0%	0%	0%	0%	2%	2%	2%	2%	2%	

MARKETING PLAN IN NUMBERS



MULTI-CURRENCY

Depending on the region, where you run your business, you use the local currency. At the present day, euro (for the European Union) and ruble (for other countries) are available.

Bonuses are calculated in the currency of the purchase. That is why several cash accounts (according to the number of currencies) are available to you to get bonuses.

The Retail Reward.

This reward from you purchases and the purchases of your clients is added to the account of the currency, which was used for purchasing.

For example, the currency of your region is euro. When you complete your purchase, the Retail Award will be added to your euro account in the Personal Account. If your client is not in the European Union and makes purchases in rubles, the Retail Award for his/her order will be added to your ruble account in Personal Account.



MULTI-CURRENCY

The Starting Bonus.

The Starting Bonus from the purchases of your representatives will be added to your cash account of the currency which was used for the Initial Purchase.

The Accumulating Bonus.

The Accumulating Bonus from Personal Purchases is added to cash accounts in proportion to the PV amount from purchases in different currencies.

For example, if you purchase in euro for 500 PV, and your client – for 100 PV in ruble, the Accumulative Bonus from the Personal Value will be calculated from 600PV. Thus, 1/6 of the bonus will be added to the ruble cash account, and 5/6 of the bonus – to the euro cash account. The same way the Accumulative Bonus from the Group Volume is distributed.

The Dynamic Binary Bonus. The bonus is calculated in aggregate for all volumes (of all currencies). The distribution of the bonus between the cash accounts is in proportion to the PV amount of the corresponding currencies in the "weak foot".

For example, the volume of your "strong foot" is 2000 PV. 100 PV of them – from the purchases in euro and 1900 PV – ruble, and the volume of your "weak foot" is 1000 PV. 800 PV of them – from the purchases in euro, and 200 PV – ruble. The Dynamic Binary Bonus is accrued from this very volume. 1/5 (200 PV of 1000 PV) will be added to the ruble cash account and 4/5 (800 PV of 1000 PV) – to euro cash account.



MULTI-CURRENCY

The Development Bonus.

The bonus is added to the account of the currency that is used for purchasing.

The Sponsor Bonus.

It is an interest from the Dynamic Binary Bonus of your partner. Depending on the distribution of the bonus among the accounts of your partner, you will get the Sponsor Bonus to the similar accounts of the corresponding currencies.



DRIVE CLUB



DRIVE CLUB VILAVI

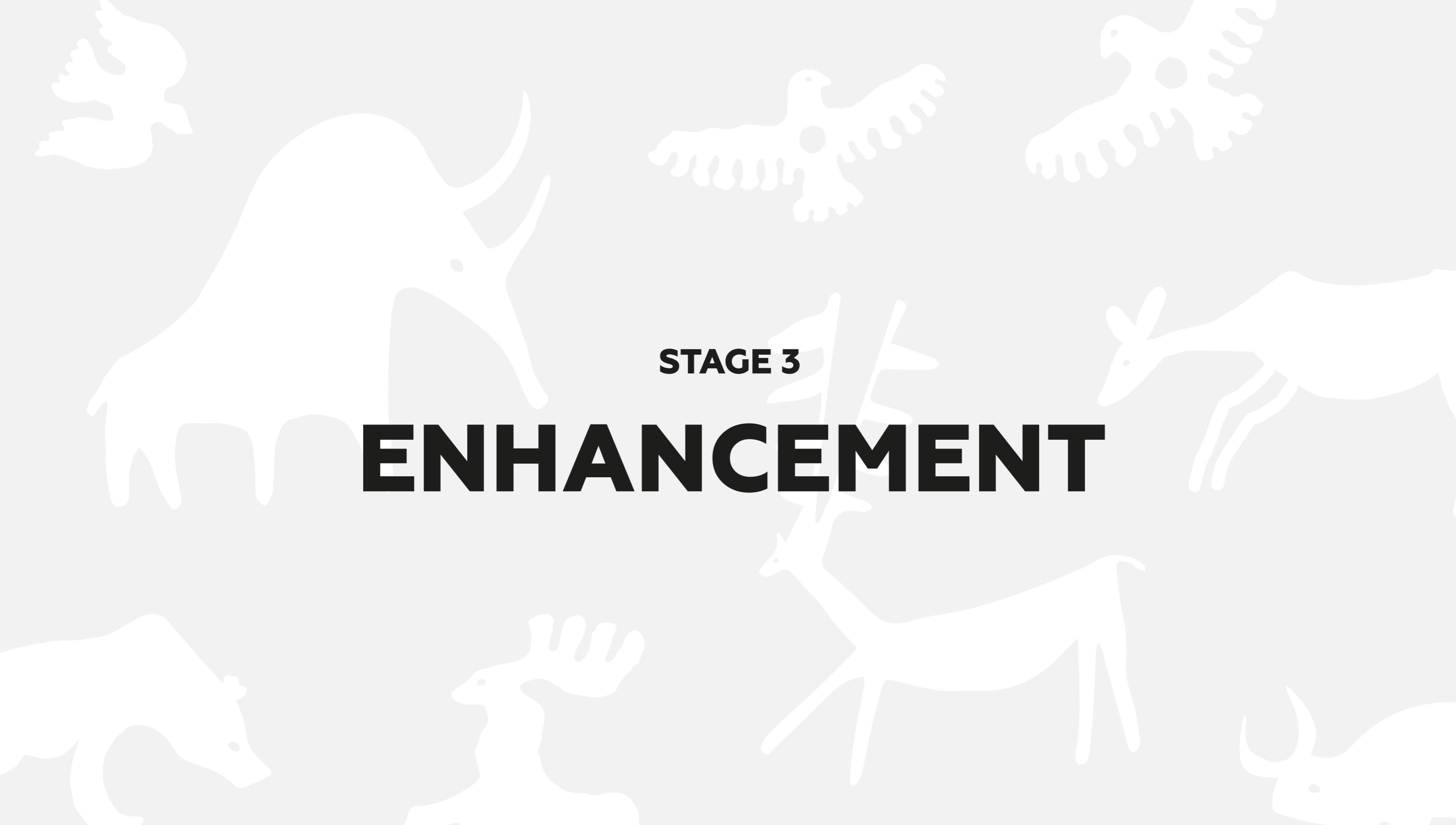
VILAVI business is a high-status business. We developed the DRIVE CLUB VILAVI Car Program specially for VILAVI Company representatives. Every participant of the DRIVE CLUB gets BMW, Chevrolet Camaro or Harley Davidson at the expense of the company.

You just develop your business with VILAVI, join the DRIVE CLUB and get behind a wheel!

HOW CAN YOU BECOME A DRIVE CLUB VILAVI PARTICIPANT?

- 1. Confirm or achieve the 3 CARAT qualification and higher**
- 2. Hold the qualification for a set number of periods**
- 3. Fill out an application**
- 4. Receive your car or motorcycle**
- 5. Hold the qualification for 1 year, if you chose Harley Davidson, or for 3 years, if you chose a car ***

*send an email to info@vilavi.com for more information about program in your region



STAGE 3

ENHANCEMENT



CAREER LADDER

VILAVI business includes 4 clubs:



The VILAVI business is based on simple and clear rules. Your qualification and the status of your club show the success rate of your business.

You get new awards and privileges with each higher qualification and with the transition to a new club.



PREMIER CLUB VILAVI

Rank

Qualification Group Volume

BRONZE 500 GPV

SILVER 1000 GPV

GOLD 2000 GPV

You enter the PREMIER CLUB at the very beginning of your business with VILAVI. This club includes three qualifications: BRONZE, SILVER and GOLD. In order to get a new qualification in the PREMIER CLUB, you need to just sell products of the company and start the formation of your partners team– your Personal Group. Ranks are assigned according to the executed volumes in the current qualification period.

When joining with "Business", you receive the BRONZE qualification

ATTENTION!

The partner starts each new settlement period with the "Representative" qualification.



GOLD CLUB VILAVI

You enter the GOLD CLUB when your business begins to develop actively. You increase sales volume, register partners, get to a new level of income and access to new bonuses and company opportunities.

Rank	Accumulated group volume	Qualification group volume	Number of representatives in the first line	Number of qualification periods
1 CARAT	3 000 GPV	2 000 GPV	-	-
2 CARAT	-	6 000 GPV	2 x 1 CARAT	1
3 CARAT	-	12 000 GPV	2 x 1 CARAT	2

ATTENTION!

To confirm any GOLD CLUB qualification and to receive any GOLD CLUB rank, it is necessary to have confirmed bonus activity.

In order to receive the 3 CARAT rank, it is necessary to fulfill conditions of 2 qualification periods in a row. In each of the two periods, you have to accumulate the volume of 12 000 GPV.



GRYSTAL CLUB VILAVI

Rank	Qualification group volume	Number of representatives in the first line	Number of qualification periods
CRYSTAL	20 000 GPV	4x1 CARAT	3
RUBIN	30 000 GPV	6x1 CARAT	3
SAPPHIRE	50 000 GPV	2x3 CARAT	3
EMERALD	100 000 GPV	2x CRYSTAL	3
DIAMOND	150 000 GPV	2x3 CARAT 2x CRYSTAL	3

The elite club for successful representatives of the VILAVI Company. The CRYSTAL CLUB membership demonstrates that your business steadily develops. You have achieved good results and earn a lucrative reward.

ATTENTION!

To confirm any CRYSTAL CLUB qualification and to receive any CRYSTAL CLUB rank, it is necessary to have confirmed bonus activity.

Starting from the CRYSTAL rank, getting a rank requires fulfillment of the conditions of several qualification periods in a row. If you fulfill the conditions in each of the periods, the Sponsor Bonus is calculated according to the achieved qualification. Having achieved the CRYSTAL rank, you get two additional business centers that participate in the Binary Bonus formation.



DIAMOND CLUB VILAVI

Rank	Qualification group volume	Number of representatives in the first line	Number of qualification periods
BLACK DIAMOND STAR	300 000 GPV	2 x EMERALD	3
RED DIAMOND STAR	500 000 GPV	2x DIAMOND	3
GREEN DIAMOND STAR	1 000 000 GPV	2x BLACK DIAMOND	4
BLUE DIAMOND STAR	1 500 000 GPV	2xRED DIAMOND	5
VIOLET DIAMOND STAR	2 000 000 GPV	3xRED DIAMOND	6
PURPLE DIAMOND STAR	3 000 000 GPV	2x GREEN DIAMOND	6

The highest level of the VILAVI career ladder. Entering the DIAMOND CLUB, you receive special bonuses, rewards and privileges

ATTENTION!

To confirm any DIAMOND CLUB qualification and receive any rank of the DIAMOND CLUB, it is necessary to have confirmed bonus activity. Starting from the CRYSTAL rank, getting a rank requires fulfillment of the conditions of several qualification periods in a row. If you fulfill the conditions in each of the periods, the Sponsor Bonus is calculated according to the achieved executed qualification. Having achieved the BLACK DIAMOND STAR rank, you get the fourth business center.



		PREMIER CLUB			GOLD CLUB			CRYSTAL CLUB					
QUALIFICATION		BRONZE	SILVER	GOLD	1 CARAT	2 CARAT	3 CARAT	CRYSTAL	RUBIN	SAPPHIRE	EMERALD	DIAMOND	
Conditions of rank receipt	Accumulated Group Volume	500 GPV	1000 GPV	2000 GPV	3000 GPV								
	Qualified Group Volume				2000 GPV	6000 GPV	12000 GPV	20000 GPV	30000 GPV	50000 GPV	100000 GPV	150000 GPV	
	First line Representatives					2x1 CARAT	2x1 CARAT	4x1 CARAT	6x1 CARAT	2x3 CARAT	2x3 CRYSTAL	2xCRYSTAL 2x3 CARAT	
	Activity	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	
	Number of qualification periods*				1	1	2	3	3	3	3	3	
Bonuses, compensations and privileges	Recognition mark	certificate distinctive mark			certificate distinctive mark	certificate gold-silver mark		certificate white gold with stone badge	certificate white gold with ruby badge	certificate white gold with sapphire badge	certificate white gold with emerald badge	certificate white gold with diamond badge	
	Fixed Bonuses	Retail Reward	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
		Starting Bonus	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
		Accumulative Bonus	4%	up to 8%	up to 14%	up to 21%	up to 21%	up to 21%	up to 21%	up to 21%	up to 21%	up to 21%	
	Dynamic Bonuses	Binary Bonus				✓	✓	✓	✓	✓	✓	✓	
		Development Bonus						✓	✓	✓	✓	✓	
	Sponsor Bonus								up to 20%	up to 20%	up to 25%	up to 25%	up to 30%
	One-time Reward												
	Drive Club							MINI COOPER (3 doors) MINI COOPER (5 doors) HARLEY DAVIDSON IRON 883 2016 (4 periods**)	MINI COOPER COUNTRYMAN ALL4 BMW 320i (4 periods**)	BMW 420i BMW X1 xDrive20i (3 periods**)	BMW 530i BMW X3 xDrive28i CHEVROLET CAMARO (3 periods**)	BMW X5 xDrive35i (3 periods**)	BMW X6 xDrive35i (3 periods**)
	JOURNEYS	GOLDEN SECTION				✓	✓	✓	✓	✓	✓	✓	✓
		CRYSTAL DREAM							✓	✓	✓	✓	✓
		BON VOYAGE									✓	✓	✓
		Presidential VIP VILAVI service											
		ADDITIONALLY											
	ONE-TIME AWARD												

"CAREER" TABLE



		DIAMOND CLUB						
QUALIFICATION		BLACK DIAMOND STAR	RED DIAMOND STAR	GREEN DIAMOND STAR	BLUE DIAMOND STAR	VIOLET DIAMOND STAR	PURPLE DIAMOND STAR	
Conditions of rank receipt	Accumulated Group Volume							
	Qualified Group Volume	300 000 GPV	500 000 GPV	1 000 000 GPV	100000 GPV	150000 GPV	150000 GPV	
	First line Representatives	2x EMERALD	2x DIAMOND	2x BLACK DIAMOND	2x3 CRYSTAL	2xCRYSTAL 2x3 CARAT	2xCRYSTAL 2x3 CARAT	
	Activity	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	confirmed bonus	
	Number of qualification periods*	3	3	4	5	6	6	
Bonuses, compensations and privileges	Recognition mark	certificate, black and white diamonds badge, golden ring with black diamond or diamond pendant	certificate, black and white diamonds badge	certificate, black and white diamonds badge	certificate, black and white diamonds badge	certificate, black and white diamonds badge	certificate, black and white diamonds badge	
	Fixed Bonuses	Retail Reward	✓	✓	✓	✓	✓	✓
		Starting Bonus	✓	✓	✓	✓	✓	✓
		Accumulative Bonus	up to 21%	up to 21%	up to 21%	up to 21%	up to 21%	up to 21%
	Dynamic Bonuses	Binary Bonus	✓	✓	✓	✓	✓	✓
		Development Bonus	✓	✓	✓	✓	✓	✓
	Sponsor Bonus	up to 30%	up to 35%	up to 35%	up to 40%	up to 45%	up to 50%	
	One-time Reward		50 000 ye.	100 000 ye.	200 000 ye.	500 000 ye.	1 000 000 ye.	
	Drive Club	BMW 740Li xDrive BMW X7 (3 periods**)	Any car provided by the automobile program of the DRIVE CLUB VILAVI					SPECIAL BONUS BENTLEY BENTAYGA
	JOURNEYS	GOLDEN SECTION	✓	✓	✓	✓	✓	✓
		CRYSTAL DREAM	✓	✓	✓	✓	✓	✓
		BON VOYAGE	✓	✓	✓	✓	✓	✓
		Presidential VIP VILAVI service	✓	✓	✓	✓	✓	✓
ADDITIONALLY		Luxury cruise as a present					World tour for two	

"CAREER" TABLE



MAIN TERMS AND DEFINITIONS

VOLUME

PERSONAL VOLUME

Each product of the VILAVI Company corresponds to a certain volume – PV. Personal Volume is a volume of production in PV bought by the representative for personal consumption or for sale to clients.

GROUP VOLUME

The sum of the personal volume and volume of production bought by personal group representatives.

STARTING VOLUME

Production volume bought by the representatives who made his/her Initial Purchase. The starting bonus is paid on this volume.

GROUP BONUS VOLUME

The group volume of a personal group during the settlement period without the starting volumes or the group volume of personal group representatives with the 1 CARAT qualification and higher. It is used for the accrual of accumulative bonuses.

BINARY VOLUME

The binary volume is a total volume of all subordinate business centers. The binary volume includes the group volume of representatives with the 1 CARRAT qualification and higher, as well as the volume of Initial Purchases of the representatives registered for the first time.

GROUP QUALIFICATION VOLUME

The group volume for the qualification period. It is used for the assignment of ranks and qualifications.

ACCUMULATIVE QUALIFICATION VOLUME

The group volume from 0 to 3,000 GPV, used for the assignment of ranks from the Representative up to 1 CARAT, has no qualification period.

TOTAL AMOUNT OF PAYMENTS TO THE NETWORK

The sum planned for payments of all bonuses through the whole network (except the Retail Reward)

ACCOUNT

The profile of the representative created by him/her when signing in. The ID of the representative received during the registration is the number of the profile. The profile is assigned a place in a binary tree. All information on the representative, his/her orders, bonuses is also assigned to the profile. If the representative doesn't make the Initial Purchase within 60 days after registration, his/her account is automatically removed. If the representative doesn't make any purchase within 12 months from the date of the last purchase, his/her account is also automatically removed. After removal of the account, re-registration of the representative with the same data is possible.



MAIN TERMS AND DEFINITIONS

ACTIVITY

BONUS ACTIVITY

Personal purchases of the representative (for personal, family consumption and/or sale) allowing the accumulation of volumes and receiving bonuses. In addition, confirmed bonus activity is necessary to get qualifications and ranks from 1 CARAT and higher. To confirm bonus activity, the representative has to buy company products for at least 100 PV during the settlement period.

ACCUMULATIVE ACTIVITY

Personal purchases of the representative (for personal, family consumption and/or sale) allowing the accumulation of volumes and receiving starting and accumulative bonuses. To confirm accumulative activity, the representative has to buy company products for a sum from 50 to 99 PV during the settlement period.

PERSONAL GROUP

The representative personal group includes all representatives who are signed by the representative personally, as well as representatives who are signed by these representatives – all generations endlessly.

RANK

The rank is the qualification achieved by the representative. The rank cannot become lower. The rank is the recognition of achievements of the representative and it is not used for the calculation of bonuses. However, after the achievement of certain ranks, additional privileges become available to the representative, or one-time awards are paid.

QUALIFICATION

Qualification is confirmation of fulfillment of certain conditions by the representative and his/her personal group during the qualification period. Bonuses are paid depending on the achieved qualification. Unlike the rank, qualification can become lower depending on the results of activity of the representative and his/her personal group during the qualification period.

QUALIFICATION PERIOD

One month (from the 2nd day of the current month to the 1st day of the following month)



MAIN TERMS AND DEFINITIONS

BINARY TREE

After the 1 CARAT rank is achieved, the representative is placed in the binary tree of the sponsor. The sponsor is obliged to place the representative in the binary tree during the settlement period, when the rank is achieved. In the case of failure to place the representative before calculation of bonuses, the representative is automatically placed in the small binary line of the binary tree.

BUSINESS CENTRE

The location of the representative in the binary tree of the sponsor is called the Business center of this representative. From here, he/she begins to build his/her binary tree. After the achievement of the CRYSTAL rank, the representative gets two additional business centers. After the achievement of the BLACK DIAMOND STAR rank, the representative receives an additional fourth business center.

Rule of the business centers placement: the second business center is placed over the first, the third one – in the free line of the second business center. The fourth business center is placed above the top business center.

SPILL-OVER

A higher-ranking sponsor can place business centers of representatives of his/her (sponsor) personal group in the binary tree of the representative. Such business centers are called spill-over centres.

The binary volume generated in such business center is considered when calculating the binary bonus, however, the sponsor bonus from this volume is paid to the direct sponsor.

BINARY DIRECTIONS

Each business center has two binary lines. The line with a smaller volume for the settlement month is called a small line. Consequently, the second line is called a big line.

SPONSOR OR MEDIA SPONSOR

A representative upon the recommendation of which another representative joined the company.



MAIN TERMS AND DEFINITIONS

RETAIL REWARD

When you or your clients buy VILAVI products, you get a reward for each purchase. This reward is a Retail Reward. The retail award makes up to 30% of the product cost.

SETTLEMENT PERIOD

This is a period taken as the basis for bonuses calculation. The settlement period begins at 00:00 UTC of the 2nd day of the calendar month and ends at 16:59 UTC of the 1st day of the next calendar month. All bonuses are calculated at the end of the settlement period, once a month. The bonuses are paid to representatives to their personal accounts in the AdvCash system 2 weeks after the receipt of request for withdrawal.

CONVENTIONAL UNIT (C.U.)

INTERNAL UNIT

It is used in the VILAVI Company, regulating the ratio of international purchase currencies and internal currencies of the countries. It is established by the Company based on exchange rates, taking into account financial requirements of the countries. Currently, 1 c.u. = RUB 40.

FORMULA FOR BONUSES CALCULATION

GPV * % BY A BONUS = C.U.

C.U. * RUB 40 = AMOUNT OF REWARD IN RUBLES.

For example:

A representative with the 3 CARAT rank receives a development bonus of 5% from GPV for the current settlement period. If there are 12,000 GPV, his/her Development bonus is calculated as follows:

12 000 GPV * 5% = 600 C.U.

600 C.U. * 40 = 24,000

Thus, the Development bonus for this Representative in this month will be 24,000

THE TABLE OF PAYMENT LIMITATIONS FOR THE BINARY BONUS DEPENDING ON QUALIFICATION.



Rank	Maximum binary bonus during the settlement period	
1 CARAT	900 y.e,	36 000 рублей
2 CARAT	1 800 y.e,	72 000 рублей
3 CARAT	3 000 y.e,	120 000 рублей
CRYSTAL	4 500 y.e,	180 000 рублей
RUBIN	7 500 y.e,	300 000 рублей
SAPPHIRE	15 000 y.e,	600 000 рублей
EMERALD	22 500 y.e,	900 000 рублей
DIAMOND	45 000 y.e,	1 800 000 рублей
BLACK DIAMOND STAR	75 000 y.e,	3 000 000 рублей
RED DIAMOND STAR	150 000 y.e,	6 000 000 рублей
GREEN DIAMOND STAR	225 000 y.e,	9 000 000 рублей
BLUE DIAMOND STAR	300 000 y.e,	12 000 000 рублей
VIOLET DIAMOND STAR	450 000 y.e,	18 000 000 рублей
PURPLE DIAMOND STAR	Without limitations	

Unpaid bonuses do not expire and remain accumulated.

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