



Together Everyone Achieves More!

Sales Compensation

for Independent Representatives

Sales Compensation Benefits & Requirements

You can reach up to five levels of achievement with RichWay International.

We call these levels:

- **Independent Representative**
- **Gold Executive**
- **Emerald Executive**
- **Diamond Executive**
- **Royal Family**

You can easily choose which level to begin your new business with RichWay International, and you can earn greater benefits and rewards as you progress through the next four steps.

In order to qualify for each new level, you will need to meet a few basic requirements.

You will only have to meet those requirements once for each level, and there are no time restrictions or quotas in order to maintain your new status with RichWay.

Independent Representative

All independent representatives approved by RichWay International:

- Receive a 5% sales commission on all directly-sponsored sales;
- Receive 10% Product Certificate for each sponsored product sold (see “Product Certificates”);
- May sponsor other Independent Representatives.

What do you need to do in order to become an Independent Representative?

- 1. Complete an Independent Representative Application & Agreement form.*
- 2. Purchase a distributor business kit. (Cost: \$27.95 + \$15.00 s/h = \$42.95).*

Gold Executive

Benefits:

- Receive 7% sales commission on all directly-sponsored sales
- Receive one Placement Certificate when paid a Binary Bonus check (see “Bonuses and Rewards”);
- Receive 10% Product Certificate for each sponsored product sold (see “Bonuses and Rewards”);
- Ability to sponsor other Independent Representatives;
- May earn up to \$400.00 in Binary Bonus per week, per business center;
- May earn 10 % Training Bonus. (see “Bonuses and Rewards”);

What do you need to do in order to become a Gold Executive?

- 1. Own 3 business centers.*
- 2. Have combined personal sales and/or purchases equal a minimum \$4500.00.*

Emerald Executive

Benefits:

- Receive 10% sales commission on all directly-sponsored sales
- Receive one Placement Certificate when paid a Binary Bonus check (see “Bonuses and Rewards”);
- Receive 10% Product Certificate for each sponsored product sold (see “Bonuses and Rewards”);
- Ability to sponsor other Independent Representatives;
- May earn up to \$800.00 in Binary Bonus per week, per business center;
- May earn 10 % Training Bonus. (see “Bonuses and Rewards”);

What do you need to do in order to become an Emerald Executive?

- 1. Own 3 business centers.*
- 2. Have combined personal sales and/or purchases equal a minimum \$10,500.00.*

Diamond Executive

Benefits:

- Receive 20% sales commission on all directly-sponsored sales
- Receive one Placement Certificate when paid a Binary Bonus check (see “Bonuses and Rewards”);
- Receive 10% Product Certificate for each sponsored product sold (see “Bonuses and Rewards”);
- Ability to sponsor other Independent Representatives;
- May earn up to \$1,200.00 in Binary Bonus per week, per business center;
- May earn 10 % Training Bonus. (see “Bonuses and Rewards”);
- May qualify for Automobile Allowance Program (see brochure “Automobile Allowance Program”);
- May join the Diamond’s Club for additional benefits, including 20% Product Certificates (see brochure “The Diamond Club”);
- May be promoted to the Managing Director (MD) and/or member of the Royal Family (see “The Business Management System –The MD Program”).

What do you need to do in order to become a Diamond Executive?

- 1. Own 3 business centers.*
- 2. Have combined personal sales and/or purchases equal a minimum \$16,500.00.*

ROYAL FAMILY

Benefits:

- Receive 20% sales commission on all directly-sponsored sales
- Receive one Placement Certificate when paid a Binary Bonus check (see “Bonuses and Rewards”);
- Receive 10% Product Certificate for each sponsored product sold (see “Bonuses and Rewards”);
- Ability to sponsor other Independent Representatives;
- May earn up to \$1,200.00 in Binary Bonus per week, per business center;
- May earn 10 % Training Bonus. (see “Bonuses and Rewards”);
- May qualify for Automobile Allowance Program (see brochure “Automobile Allowance Program”);
- May join the Diamond’s Club for additional benefits, including 20% Product Certificates (see brochure “The Diamond Club”);
- May be promoted to the Managing Director (see “The Business Management System –The MD Program”);
- Participation in the Royal Family Bonus Pool (see Bonuses and Rewards).

A Diamond Executive who meets the following criteria achieves the pinnacle of success with RichWay:

- 1. Assist four other Independent Representatives in becoming Diamond Executives; each of whom must have been sponsored by the Representative.*
- 2. Receive a combined total of at least \$50,000.00 in direct sales commissions and binary bonuses (promotional bonuses included) within a six month period.*

Benefit Summary Table

	Independent Representative	Gold Executive	Emerald Executive	Diamond Executive	Royal Family
Sales Commissions	5%	7%	10%	20%	20%
Placement Certificates		✓	✓	✓	✓
Binary Bonuses per Business Center per week		\$400	\$800	\$1200	\$1200
10% Product Certificates	✓	✓	✓	✓	✓
Can Sponsor Independent Reps	✓	✓	✓	✓	✓
10% Training Bonuses		✓	✓	✓	✓
Automobile Allowance		---	---	✓	✓
Diamond Club Membership		---	---	✓	✓
MD Promotion		---	---	✓	✓
Profit Sharing		---	---	---	✓

Bonuses and Rewards

RichWay is committed to the development and advancement of the human potential, rewarding individuals for outstanding dedication and achievement.

By becoming a RichWay Independent Representative, you take an important step in securing what could become a lifetime source of income for you and your family.

RichWay offers a unique selection of health products at competitive prices. Independent Representatives may earn a substantial retail profit selling RichWay products to the consumer.

In addition, Independent Representatives are eligible to earn weekly binary bonus commissions and sales and training bonuses. These bonuses are determined by the number of sales made within each leg of a representative's organization (see "The Art of Sales Placement" for additional information on the Binary System).

Binary Bonuses

Binary bonus commissions are paid on a weekly basis, per each qualifying business center.

A binary bonus point is a bonus that accrues upward in individual business centers. A sale placed in a sponsor's business structure will generate 1 binary bonus point per \$500.00 worth of product sold. Binary bonus points go upward, into every business center to which the business center is connected

- At **Gold Executive** Status: When a Gold Executive generates 6 or more binary points in each leg of one of their business centers Binary Bonus. 6 right/6 left = \$400.00 bonus
- At **Emerald Executive** Status: Same as Gold or, when an Emerald Executive generates 12 or more Binary Points in each leg of one of their business centers, they earn an \$800.00 Binary Bonus. 12 right/12 left = \$800.00
- At **Diamond Executive** Status: Same as the Gold, Emerald bonus payout, or, when a Diamond Executive generates 18 or more Binary Points in each leg of one of their business centers, they earn a \$1,200.00 Binary Bonus. 18 right/18 left = \$1,200.00 bonus.
- At **Royal Family** Status: Same as Diamond plus participation in the Royal Family Bonus Pool, as calculated by taking 2% of the company's total business volume for the year and dividing it by the total number of Royal Family members according to their respective sales volumes.

Training Bonus

RichWay stands apart in the industry for its commitment to rewarding Executives for supporting, training, and leading their sales organizations.

A training bonus may be earned each month by all qualifying Executives. A RichWay representative who has received 4 Binary Bonuses in a designated month and who is a Gold Executive or higher, shall be entitled to receive 10% of the total amount of Binary monies paid in that same month to the down-line representatives that they have personally sponsored.

Additional Bonuses: Placement and Product Certificates

Placement Certificates

Each time a Gold Executive representative, or higher, earns a Binary Bonus check, they receive a Placement Certificate which entitles them to one free business center. These business centers are for the purpose of placement only. They do not count as sales, and they are non-transferable. You may place your free business center anywhere in *your* down-line organization.

A representative may earn up to one Placement Certificate per week. Directions for redeeming the certificates are simple and can be found on the certificates themselves. Certificates must be filled out and mailed for processing to RichWay International prior to each certificate's expiration date (as noted on the certificate).

Product Certificates

Product Certificates are essentially “coupons” with certain requirements to be used in exchange for RichWay products. There is a 5–certificate minimum and they come with an expiration date. However, they are transferable, thus encouraging distributors to work together.

Product Certificates are 10% of the product value for each product sold. Certificates for Diamond Club members are for 20%.

You receive one coupon for each item sold. Example: if you sell a BioMat Professional and a Pillow, you would receive one \$145.00 certificate and one \$25.00 certificate, along with your sponsor sales commission check.

To redeem certificates, you must have a minimum of 5 of them, and the total of the certificates must cover the *total* cost of the product for which you are redeeming them, excluding shipping. (Shipping must be paid for when you place an order with the certificates.)

Product Certificates have an expiration of 3 months and 2 weeks. Certificates must be filled out and mailed for processing to RichWay International prior to each certificate’s expiration date (as noted on the certificate).

Product Certificates are a great way to help each other out, and receive 'free' products!