

# The USANA Lifetime Matching Bonus Program



A powerful, and sometimes overlooked, feature of the USANA Compensation Plan is the ***Lifetime Matching Bonus Program*** which allows Associates to earn a weekly lifetime matching bonus on every qualified USANA Associate they personally sponsor – **up to 15% of their weekly commissions!**

Before getting into the details of the ***Lifetime Matching Bonus Program***, we must first define two terms – “**Premier Platinum PaceSetter**” and “**Premier PaceSetter**”:



## Become a “Premier Platinum PaceSetter”

- You can become a Premier Platinum PaceSetter when, within the 8 weeks immediately following your initial enrollment date, you personally sponsor a minimum of four new Associates who then activate 1 or 3 Business Centers and collectively generate 1,600 Sales Volume Points (SVP).
- Finalized: Your Premier Platinum PaceSetter status will be finalized after the greater of two dates:
  - End of the eight-week Premier PaceSetter qualification window
  - 31 days after the purchase that brought your combined SVP total to 1,600

## Become a “Premier PaceSetter”

- You can become a Premier PaceSetter when, within the 8 weeks immediately following your initial enrollment date, you personally sponsor a minimum of two new Associates who then activate 1 or 3 Business Centers and collectively generate 800 SVP.
- Finalized: Your Premier PaceSetter status will be finalized after the greater of two dates:
  - End of the eight-week Premier PaceSetter qualification window
  - 31 days after the purchase that brought your combined SVP total to 800

If you do not achieve “Premier Platinum PaceSetter” or “Premier PaceSetter” status, you will be qualified as an “Associate” for the purposes of the USANA ***Lifetime Matching Bonus Program***.

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The USANA **Lifetime Matching Bonus** is earned as follows –

YOUR STATUS				
YOUR SPONSORED		2.5%	5%	10%
		5%	10%	15%

If you are an “**Associate**”:

- You will earn a 2.5% Lifetime Matching Bonus on every **Premier PaceSetter** you personally sponsor
- You will earn a 5.0% Lifetime Matching Bonus on every **Premier Platinum PaceSetter** you personally sponsor

If you are a “**Premier PaceSetter**”:

- You will earn a 5.0% Lifetime Matching Bonus on every **Premier PaceSetter** you personally sponsor
- You will earn a 10.0% Lifetime Matching Bonus on every **Premier Platinum PaceSetter** you personally sponsor

If you are a “**Premier Platinum PaceSetter**”:

- You will earn a 10.0% Lifetime Matching Bonus on every **Premier PaceSetter** you personally sponsor
- You will earn a 15.0% Lifetime Matching Bonus on every **Premier Platinum PaceSetter** you personally sponsor

As you can see, the USANA **Lifetime Matching Bonus Program** is extremely lucrative and becomes increasingly so as you qualify as a **Premier Platinum PaceSetter** and personally sponsor other **Premier Platinum PaceSetters**.

For example:

If you are a **Premier Platinum PaceSetter** and personally sponsor a new **Premier Platinum PaceSetter** who goes on to become a Gold Director earning, for example, \$52,000 per year in commissions, you would earn 15% of their commissions, or \$7,800 per year, in addition to your own commissions for the life of your USANA careers.

If you are a **Premier Platinum PaceSetter** and personally sponsor a new **Premier Platinum PaceSetter** who goes on to become a Diamond Director earning, for example, \$208,000 per year in commissions, you would earn 15% of their commissions, or \$31,200 per year, in addition to your own commissions for the life of your USANA careers.

Remember, whether you are an Associate, Premier PaceSetter or Premier Platinum PaceSetter, there is no limit to the number of personally sponsored Premier PaceSetter or Premier Platinum PaceSetters you can earn Lifetime Matching Bonuses from!

The key to maximizing your Lifetime Matching Bonus earnings is to become a Premier Platinum PaceSetter yourself, and then help everyone you personally sponsor into USANA become a Premier Platinum PaceSetter, too!

Please use this document to get up to speed with the program **ASAP**, and share it with your team members and prospects as well.

If you have any questions, you should always check for program details on the USANA Today web page.

Pete and Dora Zdanis

## Frequently Asked Questions About the Lifetime Matching Bonus

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### **Q. What is Lifetime Matching Bonus?**

A. Lifetime Matching Bonus is an additional way to earn income with USANA. When you sponsor a newly enrolled Premier PaceSetter or Premier Platinum PaceSetter, as long as you remain commission-qualified you will receive a percentage of their commission volume for the life of their business!

### **Q. Will I still earn Lifetime Matching Bonus if my new Associate becomes a Premier PaceSetter and not a Premier Platinum PaceSetter?**

A. Yes, but in order to maximize your own earnings potential with Lifetime Matching Bonus, you should help your new Associate finalize his or her status as a Premier Platinum PaceSetter.

### **Q. If I sponsor three Associates who all become Premier Platinum PaceSetters, will I earn a Lifetime Matching Bonus from all three at the same time?**

A. Yes. As long as you remain commission qualified, you will receive a Matching Bonus for the life of each finalized Premier PaceSetter/Premier Platinum PaceSetter you sponsor.

### **Q. Do I have to be a Platinum PaceSetter to earn Lifetime Matching Bonus?**

A. No, you may also qualify to receive bonuses even if you are a PaceSetter or an Associate. The percent of Lifetime Matching Bonus you are eligible to receive, however, will depend upon your finalized PaceSetter status.

### **Q. Does Lifetime Matching Bonus include a match of my sponsored Premier PaceSetters'/Premier Platinum PaceSetters' bonuses or incentives?**

A. No. With Lifetime Matching Bonus you will only receive a match of your sponsored Premier PaceSetters'/Premier Platinum PaceSetters' basic commissions (CVP) and not any other cash bonuses or incentives they receive (e.g., Fast Start Bonus, Matching Bonus, Leadership Bonus, etc.).

**Q. When does the CVP begin to match?**

A. Lifetime Matching Bonus starts to bank from the week your sponsored Associate enrolls. You will actually receive your banked Matching Bonus as soon as your sponsored Associate finalizes his or her Premier PaceSetter/Premier Platinum PaceSetter status.

**Q. A friend I sponsored has just qualified as a Premier Platinum PaceSetter, and he received a 100 CVP check this week. Why don't I see the matching amount in my commission?**

A. You will receive the matching payment after he finalizes his Premier PaceSetter/Premier Platinum PaceSetter status. USANA banks all the commissions he earns in the weeks before finalization and pays you in one lump sum upon finalization of his PaceSetter status. Thereafter, you will receive the Lifetime Matching Bonus weekly.

**Q. How do I "finalize" my PaceSetter status?**

A. Your PaceSetter status will be finalized after the latter of two dates:

- End of the eight-week Premier PaceSetter qualification window
- 31 days after the purchase that brought your combined SVP total to either 800 or 1,600\*

\*Provided that product returns have not dropped the combined SVP below the qualifying threshold.

**Q. What if my new, personally sponsored Associate qualifies as a Premier Platinum PaceSetter but fails to finalize his status?**

A. Any banked amounts will be lost. You will only earn a Lifetime Matching Bonus from finalized Premier PaceSetters and Premier Platinum PaceSetters. Therefore, it is important to work closely with new Associates you sponsor and encourage them to finalize.

**Q. I earned a 15 CVP Matching Bonus. Why wasn't it paid to me?**

A. When your total earnings for a week are under 20 CVP (including revenue from Lifetime Matching Bonus), USANA will bank the generated CVP as a credit until such time that your earnings accumulate to 20 CVP or more.

**Q. Do I have to be commission-qualified to earn a Lifetime Matching Bonus?**

A. Yes. To earn a Lifetime Matching Bonus, your Business Center must be active, which means you must generate at least 100 PSV every four weeks.

**Q. What happens if I become commission-ineligible?**

A. If you become commission-ineligible, you will not earn a Lifetime Matching Bonus and all "banked" amounts will be lost. You may start earning Lifetime Matching Bonus when you become commission-qualified again, but you will not recover any banked amounts previously lost.

**Q. The Associate I sponsored finalized her Premier Platinum PaceSetter status BEFORE I did. Do I still earn a 15 percent match of her commission?**

A. Yes, as soon as you finalize your own Premier Platinum status. In such cases, your Lifetime Matching Bonus will be banked until your final status is confirmed.

**Q. Does my status as a Premier or "Annual" PaceSetter make a difference with Lifetime Matching Bonus?**

A. No. A Premier PaceSetter and "Annual" PaceSetter both qualify for the same percentages of Lifetime Matching Bonus. Annual status, however, will need to be renewed each year during the qualification period following the anniversary of your enrollment date.

**Q. What if I'm an Annual PaceSetter or Annual Platinum PaceSetter and I fail to renew my "Annual" status during the requalification period following the anniversary of my enrollment date? How does that affect my Lifetime Matching Bonus?**

A. As an Annual PaceSetter/Annual Platinum PaceSetter, once you begin receiving Lifetime Matching Bonus for a finalized Premier PaceSetter/Premier Platinum PaceSetter, you will continue to receive the same percentage of CVP match for the lifetime of that Associate's USANA business, even if your own PaceSetter status changes. However, note the percentage of Lifetime Matching Bonus you receive for all newly sponsored Premier PaceSetters/Premier Platinum PaceSetters will depend on your current finalized status and will not take into consideration any past PaceSetter/Platinum PaceSetter status you may have previously earned.