

## The Multipure Compensation Plan

Multipure's compensation plan allows you to start earning immediately, with the ability to increase your earnings as you sponsor more Distributors and sell more Drinking Water Systems. Multipure's compensation plan combines commissions on personal sales with potential bonuses based on the sales made by your network of Distributors. Compensation grows with you, so not only do you earn more when you sell more, but the more successful you and your network become, the higher your commission rate and bonuses become.

### Important Multipure Terminology

- **Personal Activity Requirement (PAR):** is a requirement which enables Distributors to receive commission on their network sales and filter replacements. Distributors are asked to make a personal sale or purchase a Drinking Water System valuing of at least \$165 every four months in order to qualify to receive commissions on sales and replacement filter purchases made in their ten level network. Distributors who are not PAR qualified would only earn commission on their sales and replacement filter commission (Senior Builder Level and above) from their personal customers.

- **Achievement Level Volume (ALV):** is cumulative over any period of time, determines your Achievement Level. ALV is the commissionable net (retail price less distributor incentive) values of:

100% of your personal sales  
+50% of your 2nd level Distributors' personal sales  
+25% of your 3rd level Distributors' personal sales  
**= TOTAL ALV**

- **Monthly Achievement Level Volume (MALV):** is calculated each month based on the values of:

100% of your personal sales (for that month)  
+50% of your **active** 2nd level Distributors' personal sales (for that month)  
+25% of your **active** 3rd level Distributors' personal sales (for that month)  
**= TOTAL MALV**

Distributors will qualify for bonuses based on their monthly achievement level volume (MALV), with the maximum amount being based on their Achievement Level. For example, if you are a Senior Builder and your MALV is less than \$600 but equal to or greater than \$300, you will receive bonuses at the Executive Builder level. If your MALV is equal to or greater than \$1,200, you will receive bonuses at your Achievement Level the Senior Builder level.

- **Activity Bonus:** Depending on your level achievement and the MALV you achieve during the month, you can earn activity bonuses ranging from 0.5% to as much as 6% of commissionable net on sales made by the Distributors in your active network. Your Monthly Achievement Level Volume will determine the amount of your Activity Bonus with the maximum amount being based on your level of achievement.

- **Rollup Bonus:** You can receive a rollup bonus on sales made by Distributors in your active ten level network when they are at a lower achievement level, and you are PAR qualified. You would receive the unearned portion of the commission when not paid to another active Distributor in your network closer to the sale. For example: if you are a Master Builder, your commission rate is 35%. If the person making the sale receives a 20% commission (Junior Builder), the 15% difference between your qualified achievement level and the selling Distributor's achievement level could "rollup" to you unless the 15%, or some portion thereof, is paid to another Distributor closer to the sale.

- **Three Types of Distributors:**

- **Active Distributors:** Distributors are PAR qualified. Commissions and bonuses on Drinking Water Systems and filters are paid to the first ten active (PAR-eligible) Distributors in a network.

- **Inactive Distributors:** Are not PAR-qualified; however, they will receive commission on their personal sales, including personal replacement filter sales (Senior Builder or above). They do not lose their level of achievement and can become an Active Distributor by meeting the PAR requirement.

- **Dormant Distributors:** Have not been PAR-qualified for 36 consecutive months and are removed from the Distributor database; however, they will remain on file as a customer. If you are a Dormant Distributor and would like to once again become an Active Distributor, you may: a) Become a brand new Distributor (Junior Builder) by paying the Distributor Fee or b) Reinstate your previous achievement level by paying the Distributor Fee and making a sale/purchase of a Drinking Water System valuing \$165 in the same transaction.

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### Disclaimers

1. Both Active and Inactive Distributors will always receive commission on their personal sales, including personal replacement filter sales (Senior Builder or above), based on their achievement level. Commissions and bonuses on downline sales are paid only to Distributors who qualify for the Personal Activity Requirement (PAR).
2. Commissions and bonuses will be paid to the first ten active (PAR-qualified) Distributors in a network, based on each of those Distributor's ALV and MALV qualification.
4. At the Distributor's option, the Distributor Incentive may be offered to a customer in the form of a discount. Distributors will be paid the Distributor Incentive on personal sales along with their percentage commission when the sale/purchase is not discounted, up to the maximum allowed.
5. In order to remain a Distributor, you need to PAR qualify at least once every 36 months (purchase or a sell Drinking Water System, valued at least \$165). To receive downline commission you need to PAR qualify every four months.
6. A flat commission is paid to the selling Distributor on products that are a part of our Home Essentials line.
7. The Multipure Compensation Plan is subject to change without notice. For program changes and the up-to-date plan go to [www.multipure.com](http://www.multipure.com).

\*Distributor Incentive is \$79.95 for the Aquaperform Drinking Water System.

Income Disclaimer: The chart and the earnings figures displayed do not constitute a promise or guarantee of income. The success and potential earnings of a Multipure Independent Distributor are dependent upon various factors including, but not limited to, business skill, communication ability, interpersonal relations, work effort, and market conditions. Multipure International does not guarantee any level of income or success.



Junior Builder

Executive Builder

Senior Builder

Master Builder

Network Director

National Network Director

Requirements	Submit Distributor Application Form, purchase your Multipure Unit	Accumulate \$1,000 in ALV over any period of time	Accumulate \$5,000 in ALV over any period of time, or have 4 Executive Builders on 2nd level	Accumulate \$10,000 in ALV over any period of time, or have 4 Senior Builders on 2nd level	Accumulate \$25,000 in ALV over any period of time, and have 4 Master Builders on 2nd level, or sell a minimum of 500 Drinking Water Systems	Accumulate \$50,000 in ALV over any period of time, and have 8 Master Builders on 2nd level (Annually PAR Qualified)
Personal Sales Commission	20% + up to \$59.95* Distributor incentive	25% + up to \$59.95* Distributor incentive	30% + up to \$59.95* Distributor incentive	35% + up to \$59.95* Distributor incentive	35% + up to \$59.95* Distributor incentive	35% + up to \$59.95* Distributor incentive
Personal Replacement Filter Sales Commission			2%	3%	3%	3.5%
Network Commission	5% of 2nd level 2% of 3rd level	5% of 2nd level 2% of 3rd level 0.5% of 4th - 5th level	5% of 2nd level 2% of 3rd level 0.5% of 4th - 8th level	5% of 2nd level 2% of 3rd level 0.5% of 4th - 8th level 1% of 9th & 10th level	5% of 2nd level 2% of 3rd level 0.5% of 4th - 8th level 1% of 9th & 10th level	5% of 2nd level 2% of 3rd level 0.5% of 4th - 8th level 1.5% of 9th & 10th level
Network Replacement Filter Commission			2% of active 2nd - 8th level	3% of active 2nd - 10th level	3% of active 2nd - 10th level	3.5% of active 2nd - 10th level

Monthly Bonuses

Requirements	\$300 MALV	\$600 MALV	\$1,200 MALV	\$2,000 MALV	\$2,000 MALV	
Personal Replacement Filter Bonus			6%	8%	9%	9%
Activity Bonus	3% on 2nd level 1% on 3rd level	4% on 2nd level 2% on 3rd level 0.5% on 4th - 8th level	5% on 2nd level 3% on 3rd level 1% on 4th - 10th level	5.5% on 2nd level 3.5% on 3rd level 1% on 4th - 10th level	6% on 2nd level 4% on 3rd level 1.5% on 4th - 10th level	
Rollup Bonus	5% max	10% max	15% max	15% max	15% max	
Network Replacement Filter Bonus			1% on active 2nd - 10th level		1% on active 2nd - 10th level	