

# The Multipure Compensation Plan

Multi-Pure'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. Multi-Pure'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):** A requirement that enables Distributors to receive commission on their network sales and filter replacements. To qualify for commissions on sales and replacement filter purchases (if eligible) within their Distributor network, Distributors are asked to make a personal sale or purchase of a drinking water system (valued at \$165 or more) every four months. Distributors who are not PAR qualified only earn commissions on personal sales and replacement filter purchases (if eligible) from personal customers.

- **Achievement Level Volume (ALV):** The cumulative (value over the entire time of Distributorship) commission net (retail price less Distributor incentive) value, used to determine your Achievement Level. ALV is the commission net values of:

100% of your personal sales  
+50% of your 2nd level distributors' personal sales  
+25% of your 3rd level distributors' personal sales

- **Monthly Achievement Level Volume (MALV):** The monthly commission net value, used to determine monthly bonuses. MALV is the commission net values of

100% of your personal sales  
+50% of your **active** 2nd level distributors' personal sales  
+25% of your **active** 3rd level distributors' personal sales

MALV determines the level of your bonus, limited to a maximum bonus based on your current Achievement Level, e.g., a Senior Builder can earn a monthly bonus at the Executive Builder (1-level below) but not at the Pure Network Director (1-level above).

- **Activity Bonus:** A bonus ranging from 0.5% to 6% of the commission net on sales made by the Distributors in your active network. The bonus percentage is determined by your MALV, limited to a maximum bonus based on your current Achievement Level.

- **Rollup Bonus:** A bonus based on sales made by Distributors in your active ten-level network when they are at a lower Achievement Level, and you are PAR qualified. The Rollup Bonus is the difference in commission between the active Distributor's level and your level, if no other active Distributor between your network levels exists.

EXAMPLE: You are a Master Builder. A Junior Builder in your Distributor network below you makes a sale, earning a 20% commission. There is no active Distributor directly between your network levels, so you earn a Rollup Bonus of 15% commission.



	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 - 5th 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	\$1200 MALV	\$2000 MALV	\$2000 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