



## **Dual Team Income System: Frequently Asked Questions – “FAQs”**

### **General Questions:**

**Q. How do I track and manage my commissions at iWowWe?**

A. When any sale is made in your organization, Dual Team Sales Volume (SV) points are instantly accrued and added to the Current Stored balance in your Back Office. After 72 hours (to allow for any moves within your system), these points are moved to your Ledger balance. Direct Referral Commissions are immediately posted to your Ledger balance. Once withdrawn, your points convert to cash at a 10:1 ratio (i.e. 10 points equals \$1 USD).

**Q. Why is there a 72-hour waiting period?**

A. The iWowWe system allows you to specify where new enrollments are placed within your structure. In case you don't like where a new enrollment has been placed, you have the ability to move them using the Binary Tree feature of your Back Office. After 72 hours, the new affiliate position is locked and Sales Volume points are posted in the Current Stored ledger and available to cycle.

**Q. What is the maximum amount of volume I can store if I am qualified?**

A. 3 Million points on either leg.

**Q. What is the maximum amount of volume I can store if I am not qualified?**

A. 25,000 points on the Left leg only.

**Q. Does the Dual Team System have a Weekly Earning Cap?**

A. No. There are no caps as your earning potential is unlimited including your ability to Pay Match and create cycles.

**Q. If I go inactive, what happens to my sales volume?**

A. After missing the first payment of the monthly subscription fee, a customer or affiliate has 30 days to become active by making current payment arrangements. If the account is not reactivated during this time, all points in all ledgers (except your Historical ledger) will “Flush” or be zeroed out.

**Q. What if I don't pay my Annual Fee?**

A. This annual fee is paid when a new Affiliate signs up and creates and maintains a place in the Dual Team pay structure for one year. This fee is due each year upon the anniversary date of enrolling and will be deducted from your account.

**Q. How are rank advancements determined?**

A. On a weekly basis each Sunday at midnight (23:59 hrs U.S. Central Time), the system calculates the number of cycles generated within your Sales Team. Your rank is based upon the number of cycles generated each week.

**Q. When are Eagle Club Bonuses Paid?**

A. At the end of each Calendar Month, enrollments are tabulated and 1,000 bonus points will be awarded for every group of 4 new Premium product enrollments within

that month. These points will be immediately posted to your Ledger balance.

**Q. When are Pay Matching Bonuses paid?**

A. Starting with the rank of International Director, Pay Matching Bonus points are calculated instantly every time a cycle is generated within your line of sponsorship (i.e. by one of your Personal enrollments, or one of theirs, etc.) and placed in your Ledger balance.

**Q. When are Car Bonuses Paid?**

A. Once a month and only after: 1) Qualifying for the appropriate leadership rank, and 2) submitting all required documentation to iWowWe corporate. (See *Car Bonus section for more details.*)

**Q. What is the difference between Commission Rank and Recognition Rank?**

A. Your Commission Rank is determined by the number of cycles you generate each week and can change from week to week. Your Recognition Rank is your highest earned title and only changes when you attain a higher rank. Your Recognition Rank does not affect any aspect of your income.

**Q. Do I get paid for recruiting other Affiliates?**

A. No. All commissions and bonuses are based on the retail sales and monthly subscription fees of product packages generated by end consumers. These consumers can be customers or affiliates.

**Q. What does it mean to be Qualified?**

A. When you have two personally sponsored Active Affiliates; one on the Left leg and one on the Right.

**Q. What does it mean to be “Rank Qualified?”**

A. Rank Qualification is based on the number of retail sales and monthly subscription fees that create weekly cycles within your team.

**Q. How much control do I have over the structure of my Dual Team organization?**

A. How new affiliates are added to your team is determined by the settings of the “Enrollment Configuration” feature of your Back Office. The default is “Auto,” which means that all new Affiliates will be placed on the “weaker” leg to help balance your team and make frequent cycling more likely. However, you may want to focus on building a strong “Power Leg” to increase your ability to earn more from increased cycles in the future. In this instance, you can tell the system to put all new enrollments in one specific Leg or under an individual within that leg.

**Q. Will I be able to place a new Affiliate wherever I want?**

A. Yes, the Enrollment Configuration feature will allow you to control this generally, but if you want a specific Affiliate moved to a specific open spot within your organization, you can use your “Binary Tree” command and specify exactly where they are to be placed (only within the first 72 hours of enrollment). You can also use the Binary Tree to enter direct one-time enrollments into any specific open spot in your organization. You can move an affiliate as much as you like within the 72-hour period, but after this, these positions are locked so that commissions can be paid.

**For Existing Affiliates:**

**Q. I've never had to pay the \$25 Annual Affiliate Fee in the past. Will I need to now?**

A. Yes, but not until your anniversary date. This will automatically be deducted from your chosen payment method each year at this time.

**Q. I'm currently paying \$20 or less a month for my monthly Product Subscription. Will my monthly fee go up?**

A. No. All existing affiliates will be locked in to their existing monthly subscription fee for the remainder of 2013. However, these lower-priced subscription fees will generate 35 SV each month (versus the 50 SV of a the \$25 per month fee).

**Q. Will I lose my current rank when the Dual Team Income System is implemented?**

A. Your Recognition Rank will remain the same. In the case where the names of ranks have changed, we will calculate the most comparable rank that matches your current team size and automatically assign this new title as your Recognition Rank going forward.

As for your Commission rank, all Affiliates will start at either a Super Affiliate or Director during the first week or so while all initial cycles are being generated. The larger your team, the shorter this process will take.

**Q. How will current dollars listed in my ledger balance today be converted as we move to points?**

A. Upon implementation of the Dual Team structure, the current dollars listed in your Ledger Balance will be converted to points

and placed in your new Ledger Balance. Once these transfer to your Available ledger, you will then be able to convert those points to cash. The cash-to-points ratio used will be 1:10 (i.e. \$1 USD will equal 10 SV points). Please note: If you are inactive when the new plan is implemented, all existing balances will flush, or be zeroed out. You must be active or you will lose all existing points.

**Q. How will iWowWe determine the initial structure of my Dual Team organization?**

A. For ranks lower than Executive Director (in the former matrix), your strongest Personal enrollment will be placed on your Left team and your second strongest will be placed on your Right team. EDs and higher have already been given the opportunity to hand pick some of their key positions.

**Q. Will current promotions (Founder Status, No Fee with Three, Fast Start Pools) be carried over to new compensation plan for those that qualified?**

- Founder status: You will continue to hold Founder status.
- "No Fee with Three:" Will NOT carry over in the new compensation plan.
- Fast Start Enroller and Sponsor Pools: Both will carry over and pay out Quarterly as it does today. However, no new shares will be awarded and once you fail to qualify for these shares under the original rules, you will lose them forever.

**Q. How will the PRO accounts be affected?**

A. PRO accounts will still be considered as retail customer accounts; they will generate 500 points for the Direct Sales Commission

in your Ledger balance and 50 points for the account holder each month and 10 points for each user on the sub account will be

added to your Current Stored ledger, thus helping you cycle each week.

### **Training:**

#### **Q. What will happen to the iWowWe Mastery Training system?**

- A. If you have purchased either or both of the existing iWowWe Mastery training modules, you will continue to have full access to the training and will receive unlimited updates as new training modules

are created. Because the training includes information about the old pay system, these modules will be updated and new trainings will be created. Please note: we will no longer sell any existing module in the store until all modules are updated and new training material has been created.

### **Car Bonus:**

#### **Q. How do I qualify?**

- A. When you achieve the title of International Director, you will be emailed a Car Bonus Application package giving you full details on how to qualify for your monthly car bonus of up to \$500 USD. Once you purchase the new vehicle (no older than one year past the current model year) and return all the materials requested (including, but not limited to a copy of the purchase agreement, proof of insurance, a written and video testimonial, a photo of you and your car, etc.), your monthly car bonus amount will begin to be deposited to your account.

The ID Car Bonus will cover up to \$500 each month. For example, if your new car's monthly payment is \$650, you will receive \$500 USD. If your monthly payment is \$350, you will receive \$350 USD. These payments will continue each month you maintain the Paid Rank of International Director.

Higher ranks qualify you to earn higher monthly amounts, but the Car Bonus for each rank must be used for a unique vehicle. For example, reaching the rank of Field Vice President qualifies you for a \$1,000 Car Bonus, but this can only be applied to the purchase of another new vehicle (and not to any existing vehicle). In this way, iWowWe's Car Bonus program can provide a car for your family and one for you. The same is true with your Presidential Director Car Bonus; each must be applied to the purchase of a new vehicle.

#### **Q. What kind of car can I get?**

- A. As an International Director, you can get any car or motor vehicle of your choice that is no older than one year of the current model year. A Field Vice President and Presidential Director must receive prior approval for the type of car purchased.

#### **Q. What if I am not ready for a new car?**

- A. This bonus will only be paid after you purchase a new car. No cash amounts will

be paid in lieu of purchasing a vehicle or for payments on an existing vehicle. Also, no amounts will be accrued between the time you achieve the appropriate paid rank and the time you submit your application for the purchase of the vehicle.

**Q. What do I need to submit to Corporate to receive my Car bonus?**

A. You will need to send proof of ownership, video and text testimonials (with associated rights for iWowWe to use these in the promotion of the program), proof of insurance, a signed Car Bonus Agreement with iWowWe and a picture of you with your new car. A complete Car Bonus Application kit will be mailed to you once you achieve the rank of International Director. A new application will need to be filled out for each new car purchased for each rank within the program.

**Q. Is this bonus available in all countries?**

A. Yes.