

ZENNOA® REWARDS PLAN

Simple. Fair. Exact.

LOYALTY REWARDS



PERSONAL

Earn Reward Points from 3%-12%, on the Reward Volume for personal purchases.*

(see Pipeline Member Reward Status)



TEAM

Earn Reward Points for team referral efforts up to 50 Reward Points (RPs) monthly.

(see Team Rewards)

REFERRAL REWARDS



RETAIL PROFIT

Earned from the purchases made by Guests.

(difference between wholesale & retail)



ZEN MAKER

Earn \$100 when Members you personally enroll achieve the rank of Zen Maker 1 within their first 2 months.

(2 full months after the enrollment month)

TEAM REWARDS

RANKS MEMBER	MONTHLY REWARDS Reward Points (RPs)	TEAM REWARD VOLUME (TRV)			RANK RECOGNITION
		CHANNELS 1+ (Team Vol.)	CHANNELS 2+ 40%	CHANNELS 3+ 0%	
M 300	15 RPs	300	120	0	1 Time Bonus Consecutive Months
M 600	30 RPs	600	240	0	
M 900	50 RPs	900	360	0	
MAKER	CASH REWARDS**		40%	10%†	2 months
Zen 1	\$125	1500	600	150	\$100†
Zen 2	\$250	2500	1000	250	\$200
Zen 3	\$500	4500	1800	450	\$400
Zen 4	\$1,000	7500	3000	750	\$700
MENTOR			40%	10%	3 months
Zen 5	\$2,000	15K	6K	1.5K	\$1,000
Zen 6	\$3,500	25K	10K	2.5K	\$1,500
Zen 7	\$5,500	45K	18K	4.5K	\$2,000
Zen 8	\$8,000	75K	30K	7.5K	\$2,500
MASTER			40%	15%	3 months
Zen 9	\$11,000	125K	50K	18.75K	\$3,000
Zen 10	\$15,000	200K	80K	30K	\$4,000
Zen 11	\$20,000	300K	120K	45K	\$5,000
Zen 12	\$25,000	500K	200K	75K	\$6,000
LEGEND			40%	15%	3 months
Zen 13	\$32,000	800K	320K	120K	\$7,500
Zen 14	\$42,000	1.2M	480K	180K	\$10,000
Zen 15	\$55,000	2M	800K	300K	\$12,500
Zen 16	\$75,000	3M	1.2M	450K	\$15,000

An affiliate must have a minimum of 150 monthly PRV to qualify for ZENNOA REWARDS.

Reward Points are redeemed for products, promotions, and prizes only, as offered by ZENNOA (1 RP=\$1). Reward Points may not be used for qualifying volume ie. Personal, Team, Pipeline.

*Pipeline Member Reward Status: Members who accumulate 100k, 500k, or 1M in monthly pipeline volume achieve the status of Silver Reward Member (100k), Gold Reward Member (500k), and Platinum Reward Member (1M).

**All Cash Rewards include 50 Reward Points

Personal Reward Volume (PRV) is an accumulation of an Affiliate's or Member's monthly personal and guest purchases.

Personal Reward Volume is counted in an Affiliates Channel 3+ Reward Volume (RV).

Channel 3+ RV is counted in or rolled into the Channel 2+ RV, which is counted in the total Team Reward Volume Channel 1+RV. Based on Rank: 10% or 15% of the Team Reward Volume (TRV) requirement must come from the equivalent of a third channel.

† Beginning July 1, 2019, the Channel 3+ requirement will be 15% for all ranks except Member.

Earn double ZEN MAKER 1 recognition bonus if you reach Zen Maker 1 Status within your first two full months and maintain it for two consecutive months.

The ZENNOA Rewards Plan is capped at a maximum payout of 51% of the company monthly RV (Rewards Volume). If the cap is reached, an adjustment will be made at ZENNOA's discretion.

Calculating the quarterly Pipeline Rewards Wave Pool Bonus: After all bonuses and promotions are paid, the remaining RV not paid out in the calendar quarter is allocated to the Pipeline Rewards Wave Pool Bonus where the remaining RV is divided among the earned shares in the pool.

PIPELINE WAVE POOL BONUS

Zen 1 – Zen 16 may be eligible for share(s) when qualifying for quarterly Wave Pool Promotions. If you are Zen 5-16, promotional shares will be added to your total rank shares earned during that quarter.

Zen 5 – Zen 16 qualify for shares each month based on monthly ranking. At the end of the quarter the monthly shares accumulated are totaled and paid.

Zen 5 — 1 share
Zen 6 — 2 shares
Zen 7 — 4 shares
Zen 8 — 6 shares

Zen 9 — 10 shares
Zen 10 — 15 shares
Zen 11 — 20 shares
Zen 12 — 25 shares

Zen 13 — 35 shares
Zen 14 — 45 shares
Zen 15 — 55 shares
Zen 16 — 65 shares

