



NORTH AMERICA REGIONAL TRAVEL INCENTIVE

Earn Points and Experience Aruba with LifeWave!

Let’s escape together to Aruba, where the sugar-white sands meet the turquoise sea. In 2023, we’re sponsoring a memorable incentive trip to Aruba — and you can qualify to attend by simply building your LifeWave business!

Qualification Period	August 22 – December 31, 2022
How to Qualify	Earn 100 points to become eligible, BUT make sure you’re in the Top 100 earners to qualify for this vacation of a lifetime!
How to Earn Points	You earn points by simply building your LifeWave business. Earn points for enrollments, upgrades, rank advancements, maintaining your lifetime rank, and other business-building activities within your team.
Prizes	<p>A fabulous travel experience for you (and a guest) isn’t the only reward. You can earn exclusive swag along the way.</p> <ul style="list-style-type: none"> 40 points – Rewards Swag Earned 80 points – Rewards Swag Earned 100 points – Rewards Swag Earned and Qualification for Trip Eligibility

We can’t wait for YOU to join us!

Any questions? Check out our FAQs.
 Keep track of your progress towards qualification with companion points chart!

TRAVEL INCENTIVE

ARUBA
2023

COMPANION POINTS CHART

Type of points	Points	Activity	Occurrence	Total Points
Personally Sponsored Enrollments	1	Silver		
	2	Gold		
	2	Platinum		
	4	Diamond		
Personally Sponsored Upgrades	1	Bronze/Silver to Gold		
	2	Gold/Plat. to Diamond		
New Lifetime* Rank Advancements (Individual or Personally Sponsored)	5	Manager		
	7	Director		
	10	Senior Dir.		
	15	Exec. Dir.		
	20	Pres. Dir.		
	25	Sr. Pres. Dir.		
Weekly Paid-as Lifetime Rank	1	Manager-Sr. Pres. Dir.		
Personally Sponsored 1st-time Customer Order**	2	Retail Customer 1st product purchase		
	2	Preferred Customer 1st product purchase		
Personally Sponsored Monthly Subscription Orders**	2	Personally Sponsored preferred customer		
	2	Personally sponsored member		
TOTAL OVERALL POINTS				

*Lifetime rank is the highest rank achieved through Aug. 21, 2022.

**Can earn up to 2 points per month per PS customer or brand partner, either through first product order or monthly subscription.



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GOALS & AFFIRMATIONS

What goal do you want to set for yourself, and what's your strategy to accomplish it? Write it here.

**What self-statements will help you accomplish your goal?
Write them here.**

FAQs

Q1: *What is the qualification period for the incentive?*

A1: The incentive qualification period is 22 August 2022 through 31 December 2022.

Q2: *Which LifeWave Members can participate in this incentive?*

A2: All LifeWave members can participate in this promotion and can work to earn a reward trip in their region.

Q3: *How do LifeWave members qualify for the incentive?*

A3: Members can earn points through specific business-building behaviors, such as enrollments, upgrades, customer purchases, individual rank advancement. Members can also earn points by holding a paid-as lifetime rank. As members earn points, they are eligible to earn prizes and potentially enough points to attend their regional incentive trip. Only the top point-earners will earn the incentive trip and will need to earn the minimum points to be eligible. Points are earned in the following ways:

- Personally Sponsored Enrollments – Silver (1 point), Gold – Gold & Platinum (2 points) and Diamond is (4 points)
- Personally Sponsored Upgrades – Bronze/Silver to Gold (1 point), Gold/Platinum to Diamond (2 points)
- Individual Rank Advancements & Personally Sponsored Rank Advancements
 - Manager – 5 points
 - Director – 7 points
 - Sr. Director – 10 points
 - Exec. Director – 15 points
 - Pres. Director – 20 points
 - Sr. Pres. Director – 25 points
- Paid-as Lifetime rank – 1 points each week achieved
- Personally Sponsored Brand Partner Monthly Subscription Order (2 points per month)
- Customer Purchases (Retail and Preferred Customers) – Earn up to 2 points per customer per month
 - 2 points for Customer's first product order
 - 2 points for Preferred Customer's subsequent monthly subscription order

Q4: *Is there a minimum points qualification to be eligible to earn a spot on the reward trip?*

A4: Members must earn a minimum of 100 points to be eligible to qualify to go on the reward trip. Overall points will be used to determine who qualifies for one of the spots on the trip.

Q5: *Is there a maximum number of points that can be earned during this promotion?*

A5: There is no point-earning limit. We want members to earn as many points as they can! Being one of the top 100 point-earners gets them the trip. The 10 top point-earners will get even more perks!

Q6: *If a member earns 100 points, are they guaranteed a spot on the trip?*

A6: No. Even if a member earns 100 points, they are not guaranteed a spot on the incentive trip. Only the highest point-earners overall win the trip after reaching the 100 points as a minimum. But they'll still have won great rewards along the way!

Q7: *When will the incentive trip take place?*

A7: The incentive reward trip will take place in Spring of 2023. Specific dates and locations will be provided at a later date.

EARNING POINTS

Q8: *For which types of enrollments can members earn incentive points?*

A8: Members can earn incentive points for personally sponsored Silver, Gold, Platinum, and Diamond enrollments.

Q9: *For which type of upgrades can members earn incentive points?*

A9: Members can earn incentive points for personally sponsored upgrades of Bronze/Silver to Gold and Gold/Platinum to Diamond.

Q10: *If a member enrolls under another member as a Silver and then that same new member upgrades to Gold or Diamond all during the incentive period, would the sponsoring member be eligible be eligible for incentive points for both?*

A10: Yes. If a new member enrolls with an eligible enrollment type and then upgrades to an eligible upgrade type during the incentive period, the sponsoring member would earn incentive points for both.

FAQs Continued

Q11: *Are any enrollments not eligible for incentive points?*

A11: Yes. Starter (i.e., Bronze) enrollments are not eligible for earning incentive points.

Q12: *How can members earn points from customer purchases?*

A12: Members can earn points for customer purchases in two ways:

1. When a customer purchases product from LifeWave for the first time, their sponsoring member, will earn 2 points for that first product purchase.
2. When a customer places a monthly subscription order, their sponsoring member will earn 2 points for that purchase.

NOTE: A member can earn a maximum of 2 points a month for each personally sponsored customer's order, either from a customer's first product order or a monthly subscription order, but not both.

Q13: *How many customer points can members earn each month of the incentive period?*

A13: Each month of the incentive period, members can earn up to 2 points per customer per month with qualifying product orders, either through the first customer purchase or from a monthly subscription order, but not both.

Q14: *Can members earn points for all personally sponsored customers who purchase during the promotion?*

A14: Yes. Members can earn up to 2 points per month per personally sponsored customer per first-time or monthly subscription.

Q15: *Can members earn points for maintaining their lifetime paid-as rank?*

A15: Yes. All members can earn 1 point for each week they are paid-as their lifetime rank or higher during the promotion period.

Q16: *Who is eligible to earn lifetime rank points?*

A16: All members at Manager level and above are eligible to earn lifetime rank points. If someone has not reached the rank of Manager prior to the start of the incentive, they would be eligible to receive lifetime rank points after achieving the rank of Manager.

Q17: *How is lifetime rank determined?*

A17: A member's lifetime rank will be whatever their highest paid-as rank is at the end of the commission week ending on 21 August 2022. For example, if a member's highest paid-as rank is Executive Director the week before the promotion begins, their lifetime rank for the promotion is Executive Director. If a member advances to Presidential Director or above, lifetime rank points can be earned for being paid-as Executive Director or above.

Q18: *If members haven't achieved a rank prior to the start of the incentive, what would their lifetime rank be?*

A18: If someone has not achieved a rank prior to the start of the incentive, they would need to achieve the rank of Manager to be eligible to earn these types of points. Once the lifetime rank of Manager is achieved, the member would receive 2 points each time they are paid-as Manager or above during the promotion period.

Q19: *Can members earn points each time their personally sponsored members process a Monthly Subscription Order?*

A19: Yes. Members can earn up to 2 points a month when their personally sponsored (PS) member processes a monthly subscription order (MSO) during the promotion period. If the PS member processes more than one MSO in a month, the member will still only receive 2 points.

Q20: *Can members earn points for their own personal rank advancements?*

A20: Yes. Members can earn points for their own rank advancements during the promotional period.

- Manager – 5 points
- Director – 7 points
- Sr. Director – 10 points
- Exec. Director – 15 points
- Pres. Director – 20 points
- Sr. Pres. Director – 25 points

Q21: *If a member achieves more than one new lifetime rank during the promotion, are they eligible for all associated points (even if a rank is skipped over during a commission week)?*

A21: Yes.

FAQs Continued

CLAIMING REWARD TRIP & DETERMINING ELIGIBILITY

Q22: How will members know if they have earned a spot on the trip?

A22: After the points for the trip are finalized, we will contact the top point-earners with an invitation to accept their spot on the trip. They will have a specified amount of time to accept the trip. Acceptance must happen within the time allotted or the qualifying member forfeits the trip.

Q23: If a member earns a spot on the trip but is unable to attend, will they receive an opt-out prize?

A23: No, they will not receive an opt-out prize.

Q24: What happens if a member accepts a spot on the incentive reward trip but then is unable to attend?

A24: If a member accepted a spot on the incentive reward trip but is unable to attend on the date of the trip, they will forfeit the reward.

Q25: What happens if a member is one of the 10 highest point-earners?

A25: If a member is one of the top 10 point-earners, they'll earn not only a spot on the trip but also other perks to be announced soon!

Q26: If a member earns a spot on the incentive trip, can they bring a guest?

A26: Yes. If a member earns a spot on the incentive trip by earning a minimum of 100 points and being a top point earner, they will earn a trip for up to two people. This is as long as the guest is at least 18 years old and willing to share a room with them.

Q27: If a member earns a spot on the incentive trip and accepts it, how will they learn about all the details of the trip?

A27: We will invite qualified and accepted members to a qualifiers webinar where all the details will be shared. There will also be qualifier emails and a webpage and registration site with further details.

Q28: Can a member transfer their reward to another member or non-member?

A28: No. The reward trip is not transferrable.

Q29: To qualify to attend the earned incentive trip, do they have to be an active member?

A29: Yes. The member must be active with 110 PV through the completion of the incentive period beginning from the time when points started to accrue.

Q30: Will members have to pay taxes on the value of the reward trip?

A30: Yes. For US members, the value of the reward trip will be reported on the 1099 of the individuals who earned/redeemed the trip.

Q31: If a member earns a spot on the trip, what can they expect after opting into the trip?

A31: Once a member earns a spot on the trip, they will receive a registration email with a link. The member will need to complete their registration (and qualified guest's registration, if any) and provide their flight details by the outlined deadline in the email. Failure to complete the registration in its entirety by the deadline could result in a forfeit of the reward trip.

Q32: If a member earns the reward trip, how do the travel vouchers work?

A32: If a member officially earns a spot on the reward trip, they will be eligible for up to 2 travel vouchers. A travel voucher allows them to be reimbursed for their flight to and from the trip after its completion, up to a maximum value of \$700 USD. If a member earns a spot on the trip but does not bring a guest, they will only be reimbursed up to the maximum value of one voucher.

Q33: If a member earns the reward trip, but doesn't provide their flight details by the specified date, will they still be able to take advantage of the travel vouchers?

A33: No. If a member fails to provide their flight details by the specified due date, they will not be able to take advantage of the travel vouchers and will not be reimbursed for flight expenses.

FAQs Continued

Q34: *If a member earns the reward trip, will their expenses to and from their home airport and/or baggage fees be reimbursable?*

A34: No. Expenses to and from a home airport and/or baggage fees will not be reimbursable.

Q35: *If a member is eligible for a travel voucher reimbursement, how do they claim the reimbursement and when/where will they see the funds?*

A35: Flight details for up to two people must be provided to events@lifewave.com by the specified due date to receive the travel vouchers we'll provide. If a member wishes to receive reimbursement for their flight costs, they must provide a complete receipt that shows the total charge of the ticket(s) and the method of payment. Reimbursement will not be provided without a complete receipt as specified AND must be submitted within 30 days of the completion of the reward trip. Additionally, emails sent for reimbursement must clearly state their name and member ID number. Members will receive reimbursement within 2 weeks from the date they submit their vouchers.

Q36: *If a member earns a spot on the trip and is included in it, where should they send their flight details?*

Members need to email their flight details to events@lifewave.com by the specified due date to receive their travel vouchers from us.

Q37: *If the reward trip gets cancelled due to external, uncontrollable circumstances, will LifeWave compensate members for the value of the trip?*

A37: Yes. If there is a circumstance that is out of our control that causes the trip to be cancelled, the trip can be changed at our sole discretion and an alternate reward will be determined. If a member wins the trip and it gets cancelled, please contact events@Lifewave.com.

Q38: *Can a member bring additional guests besides the plus-one they're allowed, if they pay for them themselves?*

A38: No.

TERMS & CONDITIONS

For active LifeWave Brand Partners only. Qualifiers will be announced no sooner than 30 days after promotion has ended. Promotion starts on 22 August 2022 at 12:00 AM CT and finishes on 31 December 2022 at 11:59 PM CT. Refer to the FAQs for incentive rules and requirements. LifeWave's Policies and Procedures are applicable to all Member activities related to this promotion. Participants must be active and in good standing with the company to be eligible. The company maintains the right to, at its sole discretion, alter or change any terms, conditions, or elements of this promotion as it deems necessary or as dictated by applicable laws and regulations. The company also maintains the right to, at its sole discretion, disqualify anyone for any reason.