

2022

SOUTHERN AFRICA

# INCENTIVES

INCENTIVE PERIOD: JANUARY 2022 – DECEMBER 2022

# Explore the Possibilities



NeoLife Incentives are here to reward and pamper you as your business grows. These exciting incentives are earned in addition to your NeoLife Compensation Plan earnings. We invite you to explore the 2022 Incentives Book and discover how to unlock a lifestyle of endless possibilities.

**Thank You for your partnership in Making The World A Healthier & Happier Place!**

## QUICK REFERENCE

WORLD TEAM QUALIFICATION CHART			
	TITLE	QUALIFICATIONS	
		First Level Director Legs	Total Group PV
PRESIDENT'S TEAM	5 Diamond Director	18	500,000
	4 Diamond Director	16	400,000
	3 Diamond Director	14	300,000
	2 Diamond Director	12	250,000
	1 Diamond Director	10	200,000
	5 Ruby Director	8	150,000
	4 Ruby Director	6	100,000
	3 Ruby Director	5	50,000
	2 Ruby Director	4	30,000
	1 Ruby Director	3	20,000
	Sapphire Director	1	10,000

**TIP:** Group PV is your QPV plus the QPV of three levels of Qualified Directors in your group.

Incentives are subject to change at the discretion of the company.

**Emerald Director** – Achieve Qualified Director status for 3 consecutive months with 100 PPV and at least 4,000 QPV

**Director** – Achieve Qualified Senior Manager status and accumulate 10,000 QPV in a 6 month period with at least 100 PPV each month and 4,000 QPV in your last month of qualifying

**Executive Manager** – Accumulate 2,000 QPV in one month with 100 PPV

**Senior Manager** – Accumulate 1,000 QPV in one month with 100 PPV

**Manager** – Accumulate 500 QPV in one month with 100 PPV

**Distributor** – Anyone who has signed up as a Distributor



# Fast Start to Director Incentive

## For New Distributors

All the benefits of a NeoLife Director... only faster and bigger!!

Fast Start to Director Incentive empowers you and your team to achieve and experience all the benefits of being a NeoLife Director faster than ever before.

## How to Achieve Fast Start to Director

### STEP 1

#### Start with 250 Personal PV (PPV) or more in the First Three Month Period in NeoLife

- First Three Month Period is the joining month plus the next Two calendar months
- Select from the NeoLife Kit options & add other products of your choice to the value of 250 PPV or more (includes Kit PV)
- Or simply accumulate 250 PPV in a single calendar month
- Your 6 month window to do 4,000 QPV has opened

### STEP 2

#### A minimum of 250 PPV monthly is required to keep the 6 month Fast Start to Director window open

### STEP 3

#### Step-up to Director with 250 PPV and 4,000 QPV or more in any month of the 6 month window period

# Step to Director Incentive

For Existing Distributors, Managers, Senior Managers and Executive Managers

### STEP 1

#### Be a Qualified Executive Manager with a minimum of 2,000 QPV in a month

### STEP 2

#### Follow the Qualified Executive Manager month with your Director Step Up month by doing:

- 250 PPV (Personal PV)
- Accumulate 4,000 QPV (Qualifying PV)

# New Director Incentive

A gift to you for helping us make the world a healthier and happier place!

## Simply Do This

Step-up and become a New Director.

## And You Earn

A Special NeoLife Gift.



## Director Consistency Bonus

Repeat the 250 PPV and 4,000 QPV within 2 months after stepping up to Director and earn a Director Consistency Bonus of R1,000\* / P750 / MT4,000. A minimum of 250 PPV must be maintained in the 2 month period after stepping up to Director in order to qualify for the Consistency Bonus. You may only qualify to receive this Bonus once.

\*Amounts in local currency for South Africa, Eswatini, Lesotho and Namibia.

# Emerald Director Consistency Incentive

Be consistent, build your business and receive extra money monthly.

## Simply Do This Monthly

Be an Emerald Director.

Consistently qualify at 4,000 QPV per month - at least 2 months prior.

Do 250 PPV / 5,000 QPV or more a month.

Start 5 new Distributors in the month (in your Director Team) with one personally sponsored.

If you drop below 4,000 QPV in a month, you will need to do 4,000 QPV for 2 consecutive months to re-qualify for the Consistency Incentive.

## And You Earn

Botswana	P 750
Eswatini	E 1,000
Lesotho	M 1,000
Mozambique	MT 4,000
Namibia	N\$ 1,000
South Africa	R 1,000

## Emerald Director Consistency Top Up Bonus

Qualify 3 consecutive months for the Consistency Incentive. Continue to earn a Top Up Bonus every time you qualify for 3 consecutive months.

\*Amounts in local currency for South Africa, Eswatini, Lesotho and Namibia.

Botswana	P 1,120
Mozambique	MT 6,000
Southern Africa*	1,500



# World Team & President's Team Consistency Incentive

Consistently build your business and get extra money monthly.

## Simply Do This Monthly

Consistently qualify at title for at least 2 months prior.

Qualify at title with 250 PPV / 5,000 QPV or more in the month.

Start 5 New Distributors in the month (in your Director Team) with one personally sponsored.

If you drop below 4,000 QPV or current title in a month, you will need to do 4,000 QPV and qualify at title for 2 consecutive months to re-qualify for the Consistency Incentive.

## And You Earn

Botswana	P 1,120
Eswatini	E 1,500
Lesotho	M 1,500
Mozambique	MT 6,000
Namibia	N\$ 1,500
South Africa	R 1,500

## World & President's Team Consistency Top Up Bonus

Qualify 3 consecutive months for the Consistency Incentive. Continue to earn a Top Up Bonus every time you qualify for 3 consecutive months.

\*Amounts in local currency for South Africa, Eswatini, Lesotho and Namibia.

Botswana	P 1,680
Mozambique	MT 9,000
Southern Africa*	2,250



# Travel Incentives!

## Travel To World-Class Vacation Destinations As Your Business Grows

### LEADERSHIP SCHOOL

**WHO:** New Sapphire Directors who remain qualified for 3 consecutive months  
SPECIAL INVITATION to Emerald Directors who...

1. Consecutively qualify at title for 6 months
2. Do 25,000 QPV
3. Sponsor 25 new Distributors in your Director Team, of which 3 new Distributors must be personally sponsored

**WHAT:** Where leaders are supercharged to take their business to new heights with world-class business training and workshops, product training from nutrition experts, and fun team building competitions which are geared towards empowering you with knowledge to help you take your business to the top! All accommodations and meals paid. You can only qualify to attend this event once in a lifetime.

Only available if not previously attended a Leadership School or Business Building Retreat.  
School dates to be advised.



### RUBY DIRECTOR ORIENTATION

**WHO:** Ruby Director Step-Ups who remain qualified for 3 consecutive months

**WHAT:** Attend Ruby Director Orientation, all travel and accommodations paid, if not previously attended. Get an exclusive VIP tour of the NeoLife Headquarters in South Africa and spend time getting to know the corporate support team dedicated to your success.

Only available if not previously attended.



### WORLD TEAM CONFERENCE

**Prague  
May 2022**

**WHO:** All World Team and President's Team Members

**WHAT:** The perfect balance of lifestyle and leadership in some of the most sought after luxury vacation destinations. Earn discounts for air travel and accommodation by qualifying consistently at title or by stepping up within the incentive period.



### #1 WORLD TEAM & #1 PRESIDENT'S TEAM AWARDS

**WHO:** Based on performance in volume, consistency, stepping-up, and developing consistent Emerald and World Team leaders and step-ups in your team.

**WHAT:** Recognition and awards presented on-stage at Convention.  
See Convention Incentive for more details.



# Diamond Lifestyle

TBA

**Incentive Period: January 2022 – August 2022**

**WHO:** President's Team Members

**WHAT:** The ultimate VIP luxury vacation where NeoLife's top social entrepreneurs, representing over 50 countries, will experience the finest dining, world class accommodations, breathtaking beaches, networking, workshops, and fun!

**WHEN:** TBA



## EARN FREE AIR TRAVEL AND ACCOMMODATIONS

	NeoLife will pay for Air Travel & Accommodations when:	NeoLife will pay for Accommodations when:
5 Diamond Director	All New & Existing 3, 4, & 5 Diamond Directors, simply maintain your title	
4 Diamond Director		
3 Diamond Director		
2 Diamond Director	<b>New step-ups</b> 4 Ruby through 2 Diamond Director step-ups who achieve one additional month at New title (since August 2021)	Existing 4 Ruby through 2 Diamond Director who achieve Qualified Pay Status at title for 4 out of the 8 months
1 Diamond Director		
5 Ruby Director	<b>Or existing</b> 4 Ruby through 2 Diamond Director who achieve Qualified Pay Status at title for 6 out of the 8 months	<b>PLUS</b> New 4 Ruby Step-ups
4 Ruby Director		

Base title: Your starting title for the Diamond Lifestyle incentive is your January 2022 title.

\*Step-ups must have a minimum of 6 out of 8 months at starting President's Team title to remain eligible.

4 Ruby Step-ups earn accommodations and air travel by achieving 4 out of 8 months at new 4 Ruby title.





SILVERADO ANCHORED OFF THE SHORES OF MEXICO

1 WEEK ON  
THE SILVERADO =  
**\$100K**  
VALUE!

## ULTRA EXCLUSIVE!

### VIP Destination Trips For Diamond Step-Ups

Take a vacation on the Founder's personal yacht, the Silverado. Includes travel, on-board accommodation, private chef, and staff to pamper you on this luxury vacation valued at \$100,000 US dollars.

#### Exclusive Trip On The Silverado!\*

Step-up to 5 Diamond Director & maintain for 3 consecutive months.

Only immediate family invited.  
NeoLife only pays for the Qualified Distributorship.

#### Trip On the Silverado Or A Luxury Cruise With Other Step-Ups!\*

Step-up to 3 or 4 Diamond Director & maintain for 3 consecutive months.

#### Trip To A Luxury Resort With Other Step-Ups!\*

Step-up to 1 or 2 Diamond Director & maintain for 3 consecutive months.

\*Only available if not previously attended.



Incentives are subject to change at the discretion of the company.

# Step-Up Bonuses!

Earn an extra bonus when you step-up in the World Team and President's Team.

	STEP-UP TO & MAINTAIN FOR 3 CONSECUTIVE MONTHS	STEP-UP BONUS SOUTHERN AFRICA*	STEP-UP BONUS BOTSWANA	STEP-UP BONUS MOZAMBIQUE
PRESIDENT'S TEAM	5 Diamond Director	450,000	P 300,000	MT 1,800,000
	4 Diamond Director	375,000	P 250,000	MT 1,500,000
	3 Diamond Director	300,000	P 200,000	MT 1,200,000
	2 Diamond Director	220,000	P 150,000	MT 900,000
	1 Diamond Director	150,000	P 100,000	MT 600,000
WORLD TEAM	5 Ruby Director	90,000	P 60,000	MT 360,000
	4 Ruby Director	60,000	P 40,000	MT 240,000
	3 Ruby Director	45,000	P 30,000	MT 180,000
	2 Ruby Director	32,000	P 20,000	MT 130,000
	1 Ruby Director	16,000	P 11,000	MT 66,000
	Sapphire Director	8,000	P 5,500	MT 33,000

Your step-up month can be counted as the first month of the 3 consecutive month requirement. The Step-Up Bonus incentives can only be earned one time per Directorship for each step taken starting January 2019. For step-ups in 2022 the 3 consecutive months must be achieved prior to June 2023. Your starting title for the Step-Up Bonus is your January 2019 title.

\*Amounts in local currency for South Africa, Eswatini, Lesotho and Namibia.



# President's Team Consistency Cash

Earn cash based on consistency in the President's Team

## PRESIDENT'S TEAM CONSISTENCY CASH CHART

QUALIFY 6/12 OR 9/12 MONTHS AT YOUR JANUARY 2021 TITLE + DEVELOP 6 NEW EMERALD DIRECTORS	SOUTHERN AFRICA BONUS*		BOTSWANA BONUS		MOZAMBIQUE BONUS	
	6/12	9/12	6/12	9/12	6/12	9/12
5 Diamond Director	150,000	300,000	P 100,000	P 200,000	MT 600,000	MT 1,200,000
4 Diamond Director	120,000	250,000	P 80,000	P 160,000	MT 500,000	MT 1,000,000
3 Diamond Director	100,000	200,000	P 70,000	P 140,000	MT 400,000	MT 800,000
2 Diamond Director	90,000	180,000	P 60,000	P 120,000	MT 350,000	MT 700,000
1 Diamond Director	60,000	120,000	P 40,000	P 80,000	MT 250,000	MT 500,000
5 Ruby Director	45,000	90,000	P 30,000	P 60,000	MT 180,000	MT 360,000
4 Ruby Director	30,000	60,000	P 20,000	P 40,000	MT 120,000	MT 240,000

### DETAILS:

- Requires that you develop 6 or more New Emerald Directors within your President's Team Developing Group (PTDG). Your PTDG includes your entire organisation down to the next President's Team.
- Based upon consistency at your President's Team title held at the start of January 2022.
- \*Amounts in local currency for South Africa, Eswatini, Lesotho and Namibia.

# President's Team Emerald Director Development Bonus

Earned by President's Team members who develop 8 or more New Emerald Directors

TITLE		8-13 EMERALD DIRECTORS	14-19 EMERALD DIRECTORS	20-29 EMERALD DIRECTORS	30+ EMERALD DIRECTORS
5 Diamond Directors	Southern Africa*	117,000	169,000	325,000	780,000
	Botswana	P 92,000	P 133,000	P 255,000	P 612,000
	Mozambique	MT 470,000	MT 680,000	MT 1,300,000	MT 3,100,000
3 & 4 Diamond Directors	Southern Africa*	85,000	130,000	260,000	520,000
	Botswana	P 66,000	P 102,000	P 204,000	P 408,000
	Mozambique	MT 340,000	MT 520,000	MT 1,050,000	MT 2,100,000
1 & 2 Diamond Directors	Southern Africa*	52,000	78,000	117,000	234,000
	Botswana	P 41,000	P 61,000	P 92,000	P 184,000
	Mozambique	MT 210,000	MT 310,000	MT 470,000	MT 950,000
4 & 5 Ruby Directors	Southern Africa*	33,000	52,000	78,000	130,000
	Botswana	P 26,000	P 41,000	P 61,000	P 102,000
	Mozambique	MT 130,000	MT 210,000	MT 315,000	MT 525,000

**DETAILS:**

- Paid on New Emeralds developed in your President's Team Developing Group during the incentive period. Your bonus will be paid according to the President's Team title that you hold at the end of the incentive period (December 2022).
  - New Emeralds are those achieving Emerald Director title for the first time in NeoLife.
  - **President's Team Developing Group** includes your entire organisation down to the next President's Team.
    - When a new President's Team Member develops in your network during the incentive period, you can count the New Emeralds developed within that President's Team Member's Developing Group up to and including the month in which they achieve New 4 Ruby title.
    - New President's Team members can count all New Emeralds developed in their Developing Group from the beginning of the incentive period (January 2022).
- \*Amounts in local currency for South Africa, Eswatini, Lesotho and Namibia.



## Diamond Director Top Up Bonus!

**An exclusive bonus pool shared among Qualified Diamond Directors. The bigger the business, the bigger the bonus!**

Maintain **1 DIAMOND OR HIGHER** status every month  
**OR**  
**NEW DIAMONDS**

Have 6 or more **QUALIFIED SAPPHIRE DIRECTOR LEGS** for at least 6 out of 12 months during the incentive year

who earn a Step-Up Bonus & maintain Diamond status for all months remaining in the year



## Founder's Profit Sharing Pool!

3 Diamond Directors and above share in a generous profit-based bonus pool, a personal gift from Founder Jerry Brassfield. This bonus rewards those who go above and beyond in developing leaders and investing in their business and organisation.

# Define Your Dreams - Outline

## What Do You Want To Have, Do, Contribute, Or Be?

This should also include incentives and size of business goals with NeoLife.



### “NOW DREAMS” (1 YEAR)

\$ VALUE

WHEN

1. ....
2. ....
3. ....
4. ....
5. ....



### “SHORT-TERM DREAMS” (3-5 YEARS)

\$ VALUE

WHEN

1. ....
2. ....
3. ....
4. ....
5. ....



### “LONG-TERM DREAMS” (5-10 YEARS)

\$ VALUE

WHEN

1. ....
2. ....
3. ....
4. ....
5. ....

