

Compensation Plan

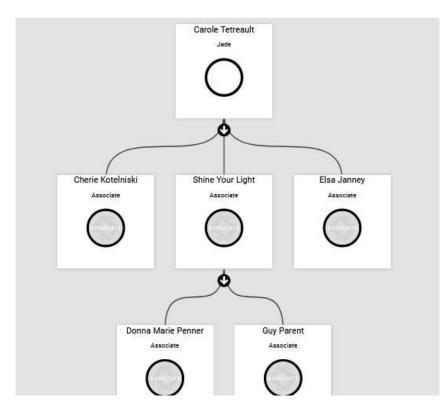
Created by:

Carole Tetreault

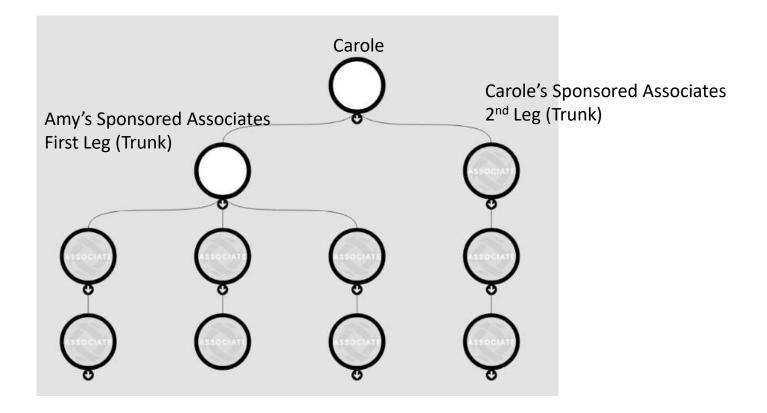
Terminology

- Customer Points = CP
 - A measurement to track volume from customer purchases
- Customer Volume
 - Total Customer Points which commissions, monthly bonus and one time rank are paid out to sponsors
- Sponsors
 - A person who signs up a customer or an associate
- Personal Volume = PV
 - The volume that comes from your personal purchases
- Group Volume = GV
 - Total volume from orders of your sponsors in your downline
 - Does Not include Customer Points/Customer Volume

Sponsor Tree



Placement Tree



Terminology continued...

- Sponsor
 - The Tranont Associate who directly sponsors a new associate or customer
 - Sponsor can place Associates under any other associate in their downline
 - Allows Sponsor to keep direct connection with their personal sponsored Associates
- Placement Sponsor
 - Is the person position in which a new associates has been placed
- Sponsor Tree
 - The line of Associates consecutively linked through the Associate sponsor tree
- Placement Tree
 - The line of Associates consecutively linked through the Associate placement tree
- Holding Tank
 - Where a new associates position awaits placement.
 - You have 10 days to move them
 - Once moved it is permanent

Pay Plan

• Our pay plan is derived from 2 sources:



Customers

- These are people who decide they want to purchase products from you. You will share your store link: i.e. tranont.com/shineyourlight
- They may purchase once, or maybe subscribe and purchase monthly
- Customer Subscriptions allow a small discount to the customer approximately 10%
 - Varies with each product
- When they have amazing results with products they start to share with friends and family
 - This is a good opportunity to offer them to join your community and join as an Associate so they can earn \$ with their referrals
- Customer's purchases are measured in Customer Points (CP) which gets converted to (CV) Customer Volume



Customer's Sharing Bonus

In order for an associate (you) to receive compensation from a customer's purchase you must qualify:

- You must have 100 PV (Personal Volume) at the time of customer's purchase
- If you do not have 100 PV but did in the previous full month you still qualify
- ** You can not add PV months together to make your 100 PV
- Your 100 PV can come from 50% CP and 50% from your PV
- Commission Pay rate for each country is the same. The amount is US funds converted to your country you live in.
 - Pay is weekly (Fridays) for commissions and monthly bonuses
 - Commissions are paid one week after customer purchase
 - If Customer buys product on a Wednesday, you will receive commissions for this the following week Friday
 - One Time Rank Retention Bonuses are paid the 10th of the following month

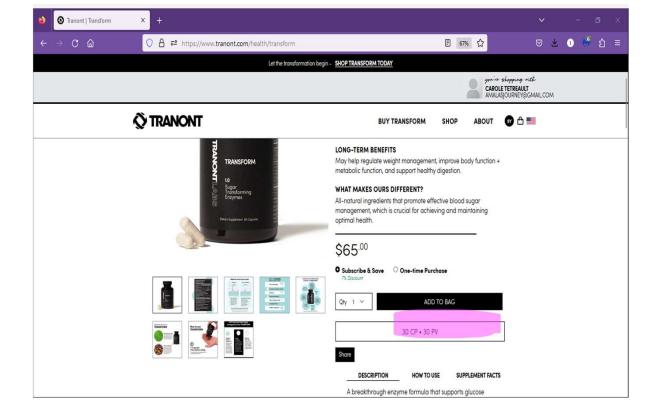


Associate Volumes & Bonus

In order for an associate (you) to receive compensation from an associate's you must qualify:

- You must have 100 PV (Personal Volume) at the time of associate's sponsorship purchase
- If you do not have 100 PV but did in the previous full month you still qualify
- ** You can not add PV months together to make your 100 PV
- Your 100 PV can come from 50% CP and 50% from your PV
- Commission Pay rate for each country is the same. The amount is US funds converted to your country you live in.
 - Pay is weekly (Fridays) for commissions and monthly bonuses
 - Commissions are paid one week after associate's purchase
 - If Associate signs up on a Wednesday with product bundle or items, you will receive commissions for this the following week Friday
 - One Time Rank Retention Bonuses are paid the 10th of the following month

Customer Points & Personal Volume



Associates



Inactive:

These are customers who sign up as an associate but don't actively work the business.

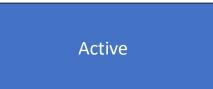
There are many reasons why they may choose to do so:

> The timing to start the business is not right for them but want to be positioned on your sponsor tree

- They want to sit and wait by using the product first before starting the business so they can have their own testimonials
- > They want to help you out by becoming one of your required 3 sponsors to help you qualify

Active:

These are associates who are excited about sharing health for others and creating an additional stream of income! They know what their WHY is!



- ➢We want to attract new Associates who is eager to get their business off the ground.
- \succ We want to support them as much as possible.

Associate Start

➢It is beneficial for them to be set up so they can qualify for bonus immediately.

Associate Commissions

Active

Qualifications:

- ✓ 100 points in your Personal Volume (PV)
 - ✓ You can resale these products to customers
 - ✓ You can accumulate 50 points from customer purchases and 50 of your own purchases

Please Note:

Each week your CV is paid out commissions on the following week

Customer Volume	Commission
1 - 999	10%
1,000 - 1,999	20%
2,000+	30%

CUSTOMER COMMISSION TIERS

Customer Volume is the total volume from your personally sponsored customers

Customer Commissions

Active

Qualifications:

- ✓ 100 points in your Personal Volume (PV)
 - \checkmark You can resale these products to customers
 - ✓ You can accumulate 50 points from customer purchases and 50 of your own purchases

Please Note:

- Upon your NEW associate's sponsorship you will receive commissions on their bundle or product purchase
- This is only for the first time order



Associate/Customer Monthly Bonus - Ranking

Active

Qualifications:

- ✓ Meet Personal Volume target (PV)
 - ✓ Amount varies depending on Rank
 - \checkmark You can resale these products to customers
- ✓ Have (3) active personally sponsored Associates
- ✓ Achieve Group Volume (GV) target
- ✓ Stay within the Maximum Leg Percentage (Max Leg % allowance)

Associate/Customer One-Time Rank Retention Bonus

Active

Qualifications:

- ✓ Meet Personal Volume target (PV)
 - ✓ Amount varies depending on Rank
 - ✓ You can resale these products to customers
- ✓ Have (3) active personally sponsored Associates
- ✓ Achieve Group Volume (GV) target
- ✓ Stay within the Maximum Leg Percentage (Max Leg % allowance)
- ✓ Attain GV within the qualification time frame

Associates Volumes & Bonuses

Please Note: In CDN funds

ASSOCIATE VOLUMES & BONUSES

Rank	PV	PSA	GV	Max leg	Max leg GV	Monthly bonus	Jeep" bonus	One-time Rank Retention bonus	Stackable	*Rank Retention bonus requirements
Onyx	100	3	600	70%	420	\$132		\$132	Yes	Earn in first 30 days
jade	100	3	1,500	65%	975	\$330	\$460	\$1,180	Yes	Earn in first 30 days
Opal	100	3	3,000	55%	1,650	\$460	\$460	\$660	Yes	Earn in first 2 months
Pearl	100	3	5,000	50%	2,500	\$660	\$660	\$1,320	Yes	Earn in first 2 months
Ruby	200	3	10,000	45%	4,500	\$1,980	\$660	\$3,300	Yes	Earn in first 3 months, hold 1 month; paid over 1 month
Sapphire	200	3	25,000	45%	11,250	\$5,940	\$660	\$6,600	Yes	Earn in first 4 months, hold 1 month; paid over 2 months
Emerald	200	3	50,000	45%	22,500	\$11,220	\$660	\$13,200	Yes	Earn in first 8 months, hold 1 month; paid over 2 months
Diamond	200	3	100,000	40%	40,000	\$22,440	\$660	\$26,400	No	Hold for 3 months; paid over 3 month
Black Diamond	200	3	200,000	40%	80,000	\$36,960	\$660	\$39,600	No	Hold for 3 months; paid over 3 month
Red Diamond	200	3	400,000	40%	160,000	\$79,200	\$660	\$66,000	No	Hold for 3 months; paid over 3 month
Blue Diamond	200	3	1,000,000	40%	400,000	\$151,800	\$660	\$198,000	No	Hold for 4 months; paid over 4 month
Exec. Blue Diamond	200	3	2,000,000	40%	800,000	\$211,200	\$660	\$462,000	No	Hold for 4 months; paid over 4 month
Pres. Blue Diamond	200	3	4,000,000	40%	1,600,000	\$396,000	\$660	\$660,000	No	Hold for 5 months; paid over 5 month

DEFINITIONS:

PV-Personal Volume (your active purchases)

GV-Group Volume (your downline associate and customer volume)

Max leg %-Max Volume allowed to count from any given leg

PSA-Personally Sponsored Associate

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ROGRAM

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 a) Onyx through Emerald Rank Retention bonuses can be combined and paid cumulatively.

b) Diamond to Presidential Blue Diamond Rank Retention bonuses pay out consecutively with highest rank paid first.

c) You may earn either the associate or the customer Rank Retention bonus, not both.

d) You may earn either the associate or customer Jeep bonus, not both.

e) Launch bonus paid to sponsor when a specific volume threshold is met.

*Full details are found within the Tranont Sales Compensation Plan on tranont.com/compensation.

- Tranont makes no promises or guarantees of income or financial success. Income achievements are dependent upon the individual associate's business skills, personal ambition,
- time, commitment, activity, and demographic factors. Individuals should not rely on the results of others as an indicator of what they should expect to earn.

Jeep is a registered trademark of FCA US LLC.

CANADA-ONE PAGE COMPENSATION PLAN

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Customer Volumes & Bonuses

Please Note: In CDN funds

CUSTOMER VOLUMES & BONUSES

Rank	PV	Customer Volume	Monthly bonus	Jeep" bonus	One-time Rank Retention bonus	Stackable	*Rank Retention bonus requirements	
Quartz	100	300	\$66	-	-	None		
Onyx	100	600	\$132		\$132	Yes	Earn in first 30 days	
Jade	100	1,500	\$330	\$460	\$1,180	Yes	Earn in first 30 days	
Opal	100	3,000	\$460	\$460	\$660	Yes	Paid when earned	
Pearl	100	5,000	\$660	\$660	\$1,320	Yes	Paid when earned	
Ruby	200	10,000	\$1,960	\$660	\$3,300	Yes	Earn, hold 1 month; paid over 1 month	
Sapphire	200	25,000	\$5,940	\$660	\$6,600	Yes	Earn, hold 1 month; paid over 2 months	
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Customer Volume	Commission
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2,000+	30%

Customer Volume is the total volume from your personally sponsored customers

Group Volume

Where does your Group Volume (GV) come from?

- Your Personal Volume (PV) = Group Volume (GV)
- Your Associates PV = GV
- Your Customer Points (CP) does not = (GV)
 Only when CV comes from your associates
 CV does NOT convert to GV when customers buy directly under your store