



## PlayCare Health

June, 2022

LEARN WHY WE CALL  
THIS COMPENSATION PLAN  
"THE PEOPLE'S PLAN"





# the basics

Before we begin, let's get familiar with some of our company's language



## CUSTOMER

Is a person who has created a PLAY account to buy PLAY products directly from the company. There's no yearly fee. A customer can't earn commissions from the company but they can refer other customers and participate of the Customers Referral Program explained later on this document.

## PLAYER

Is a person who has created a PLAY account to buy PLAY products directly from the company, agrees to the Policies and Procedures for PLAYERS as they have intentions to build a business organization by sharing their PLAY business with their own Customers and other PLAYERS enrolled by them. There's an annual membership fee. They can earn commissions according to the PLAY Compensation Plan when meeting the requirements explained later on this document.

## WEEKLY PERIODS

Starting Tuesday 12am MT, closing Mondays 11:59pm MT  
Payday: Second Friday after closing.

## PEC (PERSONALLY ENROLLED CUSTOMER)

## PEP (PERSONALLY ENROLLED PLAYER)

Is a Customer or Player enrolled by you.

An "Active PEC" is a customer enrolled by you who placed a purchase within the last 4 weeks.

An "Active PEP" is a Player enrolled by you with a PQV of 75 or more within the last 4 weeks.

## QV / CV

Commissionable PLAY products have a QV/CV point value associated to them. Unless otherwise specified, the QV amount will be the same as the CV amount. **QV (Qualifying Volume)** is used for meeting qualification requirements. **CV (Commissionable Volume)** is used for calculating commissions throughout the Compensation Plan.

## PQV (PERSONAL QUALIFYING VOLUME)

Is the sum of the QV from your personal orders and orders from your PECs within 4 commissionable periods including the current week.

A PLAYER is required to meet a minimum of 75 PQV to be eligible to earn a rank and commissions in a commissionable period. We call this "PQV qualified". Most PLAYERS choose to be PQV qualified with their personal orders, using the convenient **AUTOPLAY** (described below).

## RESCUE VOLUME

When a PLAYER doesn't have enough QV from personal orders to be PQV qualified, the QV from one or more Customers is used, up to the amount needed. We call this volume amount, "Rescue Volume"

## OV (ORGANIZATIONAL VOLUME)

This is the sum of QV from the whole Enrollment Tree, including your own.



# the basics (continued)



## AUTOPLAY

This is an easy and convenient way to ensure your products are shipped to you for a discounted price! Get on AUTOPLAY for one or more products of your choice to have a recurring order processed and shipped to your home every four weeks. You can edit or cancel your AutoPlay anytime.

## ENROLLER TREE

This genealogy tree keeps track of who enrolled each Customer or PLAYER. The person under whom you signed up is your Enroller.

- **Downline** — Anyone within your Enroller Tree is part of your “Downline”
- **Upline** — The person who invited you is your Enroller, and they have an enroller too. Everyone has an enroller. We call this your “Upline”.

## BINARY TREE

Only PLAYERS are part of this two-legged genealogy tree. Each PLAYER shows the sum of CV from their personal orders plus their personal Customers during the commissionable period. When a new PLAYER is enrolled, they are automatically placed on the next spot available on the binary tree, according to the Enroller’s Binary Preferences.



# ranks



## RANKS

Ranks are achieved by PLAYERS and show their progress within the PLAY Compensation Plan.

- **Paid Rank** — Each commissionable period, an Active PLAYER will qualify to one of the ranks on the Compensation Plan, to get paid for that commissionable period according to such rank.
- **Title Rank** — The highest rank ever achieved by the PLAYER in all Past Commissionable Periods.

## CAP PER LEG

Some ranks have an OV requirement. Out of that OV requirement, there's a maximum volume per leg (aka "Cap" per leg) which indicates how much volume from a single PEP and their group (aka "leg") can be used for meeting such OV requirement.

## QUALIFYING TO A RANK

Qualifications are based on a "Rolling-4" basis. Rolling-4 means we'll look at the current weekly period plus the three previous (totalling 4 weekly periods). For example, when you purchase your product for 75 PQV or more, this purchase qualifies you for 4 weeks.

	TEAM PLAYER	1 STAR	2 STAR	2 STAR	3 STAR	4 STAR	5 STAR	6 STAR	7 STAR	8 STAR	9 STAR	10 STAR
PQV	75	75	75	75	75	75	75	75	75	75	75	75
Active PECs		1	1	1	1	1	1	1	1	1	1	1
1 active PEP per binary leg		YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
star tribe			2x2	3x3	3x3	3x3	3x3	4x4	4x4	5x5	5x5	5x5
R-4-OV		300	1000		3K	9K	20K	40K	80K	150K	250K	500K
cap per leg		100%	100%		70%	50%	50%	40%	40%	40%	40%	40%

## PRE-LAUNCH LIMITED TIME - QUALIFY WITH A WEEK'S LESSER LEG VOLUME!

You can replace the R-4 OV requirement with a "week's lesser leg" requirement.

week's lesser leg cv		300	1000		1000	3000	10K	20K	40K	80K	120K	250K
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# 7 ways to earn



## 1 CUSTOMER BONUS

**Requirement:** Paid Rank: TEAM PLAYER or higher

**40%** of your Personally Enrolled Customers' CV every time they buy.

*\*When this bonus is paid, only 25% of the CV will be part of the binary.*

*\*\*This bonus is not paid out on any "Rescue Volume" (defined earlier on this document)*

## 2

### NEW PLAYER BONUS

**Requirement:** Paid Rank: TEAM PLAYER or higher

**40%** of your Personally Enrolled NEW PLAYERS' CV during their first 4 weeks\*\*.

*\*When this bonus is paid, only 25% of the CV will be part of the binary.*

*\*\*From the date they became PLAYERS for the first time.*

## 3 POWER PLAY (FAST-MATCH PROMO)

**Requirement:** Paid Rank: TEAM PLAYER or higher

**This is a special Promotional Bonus.** To be eligible to earn it you must be a paid rank of Team Player or higher, and you must have purchased a POWER PLAY pack in the past. Then, every time someone in your Enrollment Tree earns a CUSTOMER BONUS or a NEW PLAYER BONUS:

**20%** Check-match if you're the **first** eligible upline

**10%** Check-match if you're the **second** eligible upline

**10%** Check-match if you're the **third** eligible upline



# 7 ways to earn (continued)



## 4 STAR-TRIBE BONUS

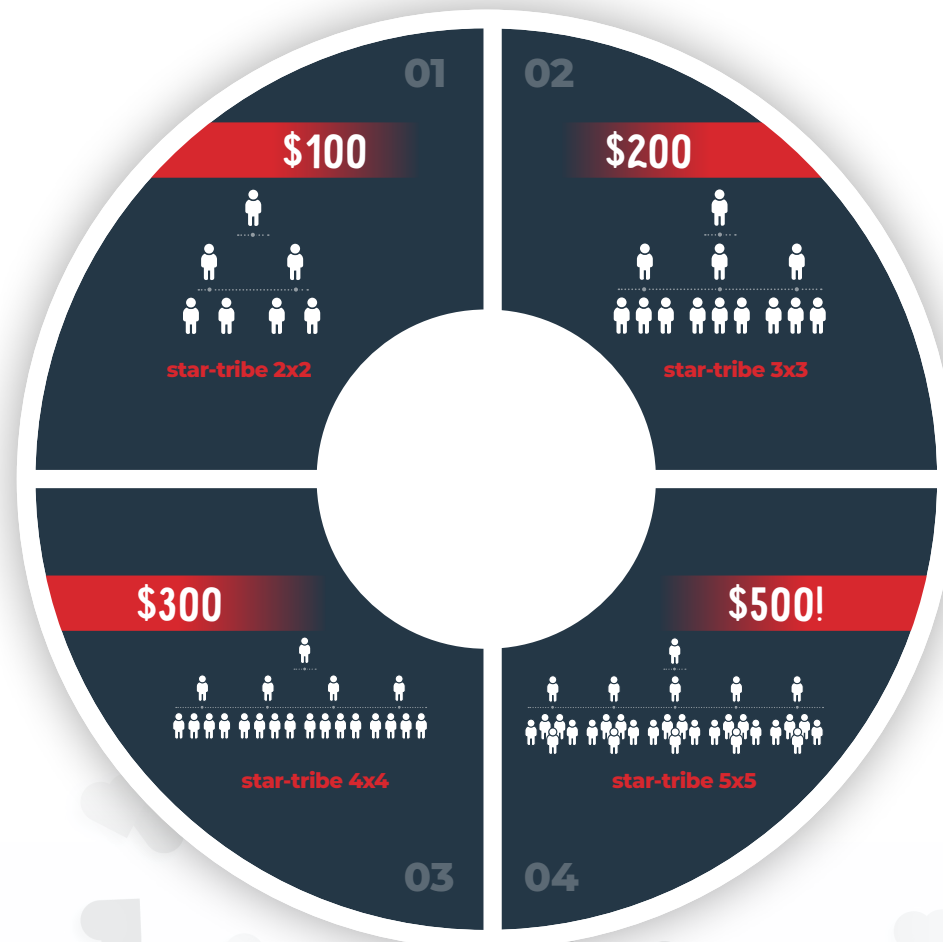
**Requirements:** Paid Rank: TEAM PLAYER or higher, must have at least 1 Active PEC, and must have NOT received this bonus in the previous 3 commissionable periods (because it's paid once every 4 weeks).

**01 Be Star-Tribe 2x2** by having at least 2 Personally Enrolled TEAM PLAYERS and each one of them also has at least 2 Personally Enrolled TEAM PLAYERS

**02 Be Star-Tribe 3x3** by having at least 3 Personally Enrolled TEAM PLAYERS and each one of them also has at least 3 Personally Enrolled TEAM PLAYERS

**03 Be Star-Tribe 4x4** by having at least 4 Personally Enrolled TEAM PLAYERS and each one of them also has at least 4 Personally Enrolled TEAM PLAYERS

**04 Be Star-Tribe 5x5** by having at least 5 Personally Enrolled TEAM PLAYERS and each one of them also has at least 5 Personally Enrolled TEAM PLAYERS



\*Each person on the diagram have at least 75QV. For example, 2x2 = 450 OV".

# 7 ways to earn (continued)



## 5 TEAM BONUS

**Requirements:** Paid Rank: 2-STAR or higher

Build both of your Binary Tree legs. Earn up to 17% of your lesser leg's CV.

Your Binary Tree has two sides or "legs": LEFT and a RIGHT.

At the end of the commissionable period, the side with the greater volume is called your "big leg" and the one with the lesser volume is called your "lesser leg" or ... your "pay leg!"



For example, let's say you qualified to get paid as a 3-Star this week.

And let's say your big leg has 12,000 CV and your pay leg has 10,000CV.

Your Team Bonus for this week would be 10% of 10,000CV = \$1,000\*

## ROLLING-FORWARD UNUSED VOLUME

Any paid volume on the lesser leg, deducts the volume in the same amount on the bigger leg. Any remaining (or unused) volume will roll-forward to the next weekly period.

When a person is not achieving the paid rank of 2-STAR or above for 12 consecutive weeks, the Right and Left legs will lose any volume older than 12 weeks. This helps to keep the integrity of the Team Bonus for the company and for all PLAYERS.

When a person is not 75 PQV qualified for 4 consecutive weeks, the volume on their left and right binary legs will be reset to zero, and they'll enter a Grace Period. The grace period will end when the current commissionable period is over. The **Grace Period** allows the PLAYER to take action by qualifying with 75 PQV. This will revert this reset and bring back the volume. Once the grace period is over, if the PLAYER didn't take action, the volume on both legs for the new commissionable period will be reset to zero and it can't be reverted anymore.

*\*A team bonus governing 50% maximum payout. This means that, if at any given commissionable period the company-wide Team Bonus payout exceeds 50% of CV, the Team Bonus for each member will be adjusted accordingly.*

	2 STAR	3 STAR	4 STAR	5 STAR	6 STAR	7 STAR	8 STAR	9 STAR	10 STAR
lesser leg earnings	8%	10%	11%	12%	13%	14%	15%	16%	17%

# 7 ways to earn (continued)

## 6 TEAM BONUS CHECK MATCH

**Requirements:** Paid Rank: 4-STAR or higher

Every time a Team Bonus is earned by any PLAYER in your downline, you may be eligible to earn a check-match for such Team Bonus. This is how it works:

**10%** Check-match earned by the first up-line who is paid as **4-Star or higher**

**10%** Check-match earned by the next up-line who is paid as **5-Star or higher**

**10%** Check-match earned by the next up-line who is paid as **6-Star or higher**

## 7 QUARTERLY REV SHARE

**Requirements:** Paid Rank: 10-STAR in the commissionable period.

Every commissionable period when one or more PLAYERS are paid as a 10-Star, the company will take 1% of the CV company-wide and will put it into a pool.

The PLAYER or PLAYERS who were paid as a 10-Star will earn 1 share of the pool.

At the end of the quarter (12 commissionable periods) the accumulated pool amount will be divided by the total number of shares issued in the quarter.

Each PLAYER will earn the share value times the amount of shares they have accumulated during those 12 weeks.





# grow your customer base

## CUSTOMER REWARDS

Let your personal CUSTOMERS know they can earn Customer Rewards to get important discounts on their next AutoPlay!

## WHO CAN EARN IT?

An Active CUSTOMER with an AutoPlay on file, who refer other CUSTOMERS through their Customer Rewards link.

## WHAT WILL THEY EARN?

They will earn Reward points toward their next AutoPlay in the amount equal to 10% of the purchase\* made by their referred CUSTOMERS.

One Reward point is equivalent to a \$1 discount to the price of their next AutoPlay product. This discount does not apply to shipping and taxes.

*\*Before shipping and Taxes.*

*Reward points expire 60 days after date of issuance.*

## HOW DO REFUNDS AND RETURNS AFFECT THE COMPENSATION PLAN?

When a return or refund occurs, any commissions paid to the upline by the compensation plan must also be reversed. This may also affect rank qualifications. To learn more about refunds and returns please consult the Return Policy document located in your back office.

## INCOME DISCLOSURE STATEMENT

*The PlayCare Health Compensation Plan is an exciting opportunity that rewards you for selling products and services and sponsoring other participants who do the same. Although the opportunity is unlimited, individual results will vary depending on commitment levels and sales skills of each participant. Since PlayCare Health has just started, there is insufficient statistical data to prepare a reliable income disclosures at this time. There will be certain participants who will earn less while others will earn much more. We're excited about the PlayCare Health Compensation Plan and we're confident it will provide you a solid foundation to help you achieve your financial goals. As with all endeavors, hard work and the time you dedicate impacts outcomes.*

*If income projections were presented to you prior to your enrollment, such projections are not necessarily representative of the income, if any, that you can earn through your participation in the Compensation Plan. These income projections should not be considered as guarantees or projections of your actual earnings or profits. Success with PlayCare Health results only from hard work, dedication, and leadership.*