



Compensation Plan Terms & Definitions



Active: A status used to indicate that an Ambassador is eligible to accumulate volume. This requires 100 TPV in the prior month. This term is used to allow accumulation of Left and Right volume for Team Commission.

Active Ambassador: An Ambassador is a person who is up to date on their Annual Ambassador fee and obtains 100 TPV every month.

Binary Tree: This is the group of Ambassadors in your organization that includes all Ambassadors in your downline Left and Right teams, regardless of sponsorship. As long as they share a position in your Left or Right Team below you, they are part of your Binary Tree, even if enrolled by your Upline and placed within your organization. Likewise, you are a part of your Upline's binary tree, regardless of who sponsored you.

Commission Period: The time in which the commissions are calculated in. The Viágo Compensation Plan is based on Weekly and Monthly (Calendar Month) Commission periods. See Month and Week terms below.

Effective Period: The date or commission period to which a "Paid Rank" achievement is applicable. This is the calendar month following the qualification of the achieved rank.

Enroller: An Ambassador that introduces and signs up another Ambassador and/or Member. An Enroller is the first upline Ambassador of any given Ambassador in the Enroller Tree.

Enrollment Tree: The family-tree-like structure of your Ambassador organization comprised of you at the top, your personally enrolled Ambassadors, those that they enrolled and so on, generation after generation. It is essentially structured like a family tree works in nature and only includes those that are a product of your enrollment and their organizations related to their enrollment. In this structure, no "Spillover" from your upline is included.

Example: You sponsor a new Ambassador (your personally sponsored "child") and then they sponsor others, and so on. Parent-Child, Grandchild, Great Grandchild, etc. Not included in your personal lineage tree are those placed below you by an Ambassador above you.

Highest Achieved Rank: The highest rank an Ambassador has obtained within your time in the company.

Inactive Ambassador: When an Ambassador fails to make the required Annual Ambassador Renewal fee, this Ambassador is now considered an Inactive Ambassador.

Inactive Club Viágo Member: When a Club Viágo member fails to make the monthly membership payment, the Member is now considered an Inactive Club Viágo Member.

Lead: A person that has registered their information on the website, but has not purchased anything.

Member: A person becomes a Club Viágo Member by enrolling in the program. Club Viágo Members do not qualify to earn incentives or bonuses under the Viágo Ambassador Compensation Plan. If a Club Viágo Member becomes inactive due to non-payment of the Monthly Club Viágo Membership Fee, they lose access to all membership perks, including but not limited to:

- **Reward Escapes:** Access to redeem points for discounted travel experiences.
- **Telemedicine Program:** Virtual healthcare services.
- **GetAway's:** Special deals and offers on vacation packages.
- **Travel Booking Portals:** Exclusive rates and booking options for flights, hotels, and other travel services.
- **Products:** Eligibility for discounts and promotions on select products.
- **Additional Perks:** Other exclusive benefits available only to active Club Viágo Members.

Active membership is required to retain access to these benefits.

Monthly Period: In the context of the compensation plan, a 'Month' refers to a calendar month, the period during which monthly commissions are earned. Monthly cycles are from 12:00 am PT on the 1st through 11:59 pm PT of the last day of the month. These commissions are paid on the 3rd Friday of the following month.

Paid Rank: The rank at which an Ambassador qualifies and is paid within a specific commission period.

Placement Sponsor: Placement Sponsor refers to the first upline Ambassador of any given Ambassador in the Placement Tree.

Point: A point is defined as a numerical value that is in association with V. Points have the ability to accumulate weekly.

Rank: A title assigned to an Ambassador that is based on the Ambassador's performance.

Qualified Ambassador: A Qualified Ambassador is an Active Ambassador who also maintains an Active Ambassador on both their Right and Left Legs.

Subscriptions: Subscriptions refer to the recurring payments that include both the Annual Renewal Fee and monthly Club Viágo Subscription fees.

Upline: There are two upline organizations

- Enrollment Tree Upline: An Ambassador's Enroller and their Enroller and so on until the beginning of the Enrollment Tree is reached.
- Placement Tree Upline: An Ambassador's Placement Sponsor and their Placement Sponsor and so on until the beginning of the Placement Tree is reached.

Weekly Period: A weekly Commission Period begins Tuesday morning at 12:00:00 AM and ends the following Monday night at 11:59:59 PM Pacific Time. Weekly commissions earned during this period are processed and paid out on the following Friday approximately 10 days after the period closes.

Volume Types

Carry Forward Volume: The amount of Volume that is remaining on the Left Leg and/or Right Leg at the end of the week after Team Commissions have been calculated. All Carry Forward Volume will expire after 30 days of Non-Volume Active. Volume will carry forward for no more than 12 months after the date it was awarded.

Greater Volume Leg: The Left Leg or Right Leg within the Binary Tree that has the greater amount of GV in a given period.

Group Volume (GV): Group Volume is the accumulation of V (Volume) over a predefined Group.

- **Left Group Volume (LGV):** The accumulation of TPV for an Ambassador from all Ambassadors that are placed in the downline of the Ambassador's Left Leg (in the Placement Tree). An Ambassador must be Volume-Active to accumulate LGV.
- **Right Group Volume (RGV):** The accumulation of TPV for an Ambassador from all Ambassadors that are placed in the downline of the Ambassador's Right Leg (in the Placement Tree). An Ambassador must be Volume-Active to accumulate RGV.
- **Total Group Volume (TGV):** The sum of an Ambassador's Left Group Volume (LGV) and Right Group Volume (RGV).
- **Enroller Group Volume (EGV):** The sum of an Ambassador's TPV and the TPV of all downline Ambassadors in the Enroller Tree.

Lesser-Volume Leg: The Left Leg or Right Leg that has the lesser amount of GV in a given period. See also: Greater-Volume Leg.

Personal Volume (PV): The sum of V from an Ambassador's personal transactions. PV does NOT include V from Members. See Total Personal Volume (TPV).

Total Personal Volume (TPV): The sum of an Ambassador's personally enrolled Member Qualified Volume (MQV) and Personal Volume (PV). TPV is calculated weekly.

Volume (V): A value assigned to products and services that is used to determine qualifications for Volume-Active status, ranks when calculating incentives, and other reporting. The primary value used to monitor productivity.