



| | |
|--|----|
| Welcome to isXperia | 2 |
| Why Network Marketing | 3 |
| Get Connected with Your Sponsor | 4 |
| Your Fast Start Guide & Action Plan What To Do Your First 2 Weeks in the Business | 5 |
| Basic Fundamentals | 9 |
| Attitude & Knowledge | 10 |
| Goals | 12 |
| Retailing | 14 |
| Recruiting & Sponsoring | 16 |
| Follow Up | 19 |
| Compensation Snapshot | 21 |
| Terms & Definitions | 22 |



Congratulations and Welcome to



You have started on an exciting adventure of learning and growing.

*Remember, this is a **JOURNEY...**
you are not expected to know everything before
you begin your business!*

This Getting Started Booklet was designed to help you take the necessary first steps in building your isXperia business. We strongly encourage you to work with the person who introduced you to our company. This person (potentially your sponsor) along with your upline support team is focused on helping you succeed and they will share their knowledge and strategies that can dramatically shorten your learning curve.

We as a company are committed to providing you with tools, training and support to help you achieve your goals. Your success will depend on your commitment level, work ethic and willingness to work with your support team.

Implementing business basics, such as retailing product, presenting the business to others, and then training and supporting those people that you sponsor will be the catalyst to your success. **Always Remember That Your Success Will Be Greater When You Help The People You Have Brought into the Business.**

Let's get started! Read and review each Getting Started section, set a time with your sponsor to answer any questions you may have, and solidify these basic principles into a workable business plan.

**On Behalf of isXperia We Wish You
Unparalleled Success In Your New Venture!**

Why Network Marketing?

To better understand why, let us first start with "what is" Network Marketing?

Network Marketing is word of mouth or conversational marketing and is something you are already doing, but probably don't realize it. When you enjoy a movie or a great restaurant you immediately want to tell someone. This conversational marketing is the foundation of Network Marketing with the difference being you now get paid for your recommendations.

The Power of Leverage

Network Marketing is like any other business; you are paid on the movement or sales of products. A significant difference is that by leveraging yourself you can acquire more customers and sales than by trying to do it alone. This is a concept that has become extremely popular in the world of business.

Successful businesses realize that they are limited financially by having limited locations and the time available to operate them. **BY LEVERAGING THEMSELVES THEY CAN SELL THEIR PROVEN BUSINESS MODEL, SOMETIMES KNOWN AS FRANCHISING, AND PRODUCTS TO OTHER PEOPLE AND MAKE MORE MONEY.** In exchange for providing a blueprint for success the franchisees are willing to pay you a small percentage on their sales. Network Marketing operates similar to a Franchisor.

You offer individuals the isXperia business model, cutting edge products and services, with a lucrative compensation structure. These individuals become new Independent Distribution outlets in your business. **YOU TEACH AND TRAIN THESE PEOPLE TO BECOME SUCCESSFUL BY LEVERAGING THEMSELVES.** As you help them increase their distribution outlets you are increasing yours as well.

The more distributors in your group who become successful, the stronger your business will become and the more successful you become.

BOTTOM LINE: When Your Distributors Are Earning ...

YOU ARE EARNING!

Are you going to introduce it to the world first or is the world going to introduce it to you?

Get Connected With Your Sponsor And Upline

One of the great things about isXperia is that you are never alone. You have a strong business support structure with important people who can help you in this learning stage and also along the way. **Remember, you are in business FOR YOURSELF, but NOT BY YOURSELF!**

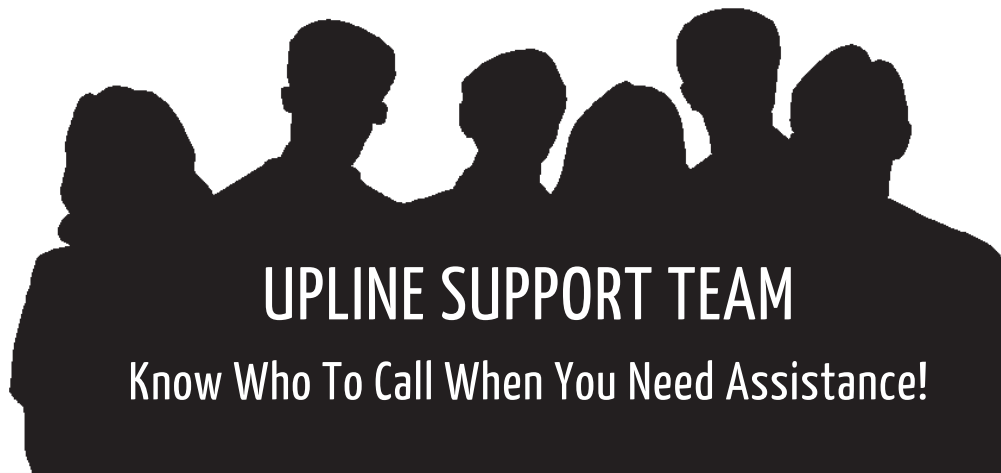
Your Support Team Consists of the Following:

Your Sponsor This is the person who brought you into isXperia. Your Sponsor will reap the greatest financial rewards from your success because of the Matching Bonus Program. **Your Sponsor is your first line of support for training, information and assistance in prospecting, three way calls, etc.** Check in with your Sponsor often and he or she will be glad to help you on your road to great success.

Your Sponsor's Sponsor The advantage of the isXperia compensation plan is that many people benefit by helping you. Another person that is a part of your support team is your Sponsor's Sponsor. Don't hesitate to get to know them because they too will benefit from your efforts – so use your upline team!

Your Upline This successful leadership team, in addition to your Sponsor and your Sponsor's Sponsor is your upline support team. These are people who all have your best interest in mind and are a powerful part of your support structure. Since the isXperia compensation plan pays based on volume, not by level it does not matter how far down-line you are from your upline. Your Upline Support Team cares about your success and will receive a direct financial benefit from your success. Do not be timid about contacting your upline!

Fill in the information below to have at your your finger tips at all times!



Your Sponsor _____ Phone Number _____

Your Sponsor's Sponsor _____ Phone Number _____

YourUpline _____ Phone Number _____

Your Fast Start Guide & Action Plan

Below is your Fast Action Guide. This training should begin immediately once you've signed up. This Fast Start Guide & Action Plan is designed to be completed in your first 2 weeks in the business!

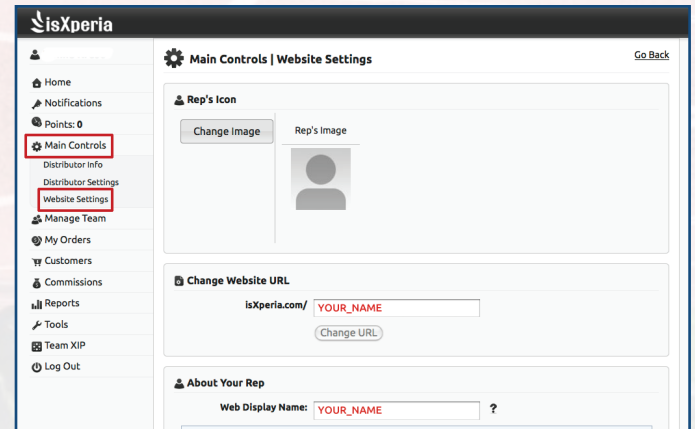
- 1. Conference Call Number:** _____ **Conf. ID:** _____ **Date(s) Accomplished** _____ **Done**
Add all conference calls to your day timer, and make plans to attend each one.
Every distributor should be on every call. You should have at least 2 prospects on each opportunity call.
Biz Op Sizzle Call (Refer to Website for Dates & Times) _____
Company Training (Refer to Website for Dates & Times) _____
Getting Started Training (Refer to Website for Dates & Times) _____
- 2. Getting Started Training Book - Set a date with Upline Sponsor** _____
Here's where you will take time understand your business, set your goals and take action!
- 3. Back Office Website Training - Do with upline Sponsor** _____
Log into your back office to review the following:

Setting Up Your Replicating Websites:

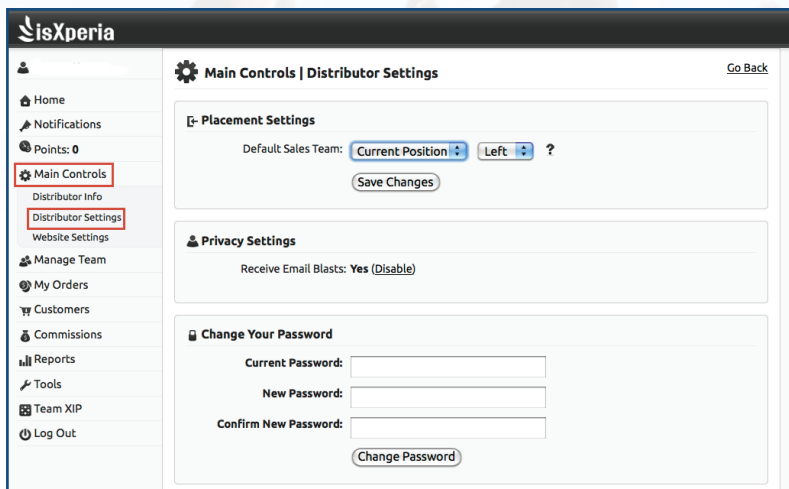
Main Controls → Website Settings
Enter your website address you want to use.

About Your Rep:

Directly below your Website Location, you have the ability to enter information about yourself and why you are involved with isXperia or share a testimonial on the products/services. Be sure to include your contact information here as well!



Setting Up Your Personal Settings:



Main Controls → Distributor Settings

Placement Settings - Specifying Placement of New Distributors: Before you enroll a Free Member or Distributor, you MUST FIRST determine which sales team you want them placed. Selecting the Current Position Left or Right sales team.

Change Your Password - This is where you can change your password. It is wise to change it at least every 3 - 6 months for security purposes.

BE SURE TO CLICK THE SAVE CHANGES button to save your current settings.

Understanding Your Business Snapshot

When you log into your back office the main home page contains your business snapshot. Understanding this page at a glance will help you to know where you are at in your star level ranks and why you are earning the commissions that you are earning!

Let's review each section:

QUICK SUMMARY | Your Quick Summary reflects your Distributor status from the previous month.

1. Distributor Qualification | Shows your current status, rank and leadership positions.

2. isWallet & xDollars | Shows your current balances

3. Order Information | Indicates if you placed any personal orders in that month. Remember to be an active Distributor you need a minimum monthly purchase of \$50, to be an active Star, you need a minimum monthly purchase of \$100. The best way to maintain your active status is to enroll on our Autoship program.

4. Autoship Payment Accounts | When enrolled on Autoship, you decide how you want to pay for your orders. You can choose to pay from your xDollars, isWallet or your Credit Card or from all 3 sources.

5. Personally Sponsored L-R | See at a glance how many Active Stars, Active Distributors and Distributors (not active) you have personally enrolled.

6. Sales Team Volume (GBV) L-R | See how much volume has been generated by your entire left and right sales team for current week and current month.

Quick Summary (November 2012)

(ACTIVE STAR)

Distributor Qualification | CURRENT PAID STATUS

Distributor Status: Active Star **1**

Rank Position: 6 STAR

Leadership Position: None

isWallet Commission Account **2**

Current Balance: \$1,775.15

xDollars Commission Account

Current Balance: \$14.43

Order Information | PLACE ORDER **3**

November \$: \$100.00

November Autoship \$: \$100.00

Last Order: 12/9/2012 6:00:02 AM

Next Autoship: 1/9/2013 (Edit)

Autoship Payment Act(s) | (Edit) **4**

xDollars Credit Card

Personally Sponsored **5**

| | Left | Right |
|--------------------|------|-------|
| Active Star | 4 | 4 |
| Active Distributor | 4 | 4 |
| Distributor | 4 | 4 |

Sales Team Volume (GBV) **6**

| | Left | Right |
|------------|--------------|--------------|
| This Week | 1,920.50 GBV | 320.00 GBV |
| This Month | 5,953.25 GBV | 1,000.00 GBV |

Business Snapshot (As of 12/9/2012 7:39:28 AM)

Quick Summary (November 2012)

(ACTIVE STAR)

Distributor Qualification | CURRENT PAID STATUS

Distributor Status: Active Star

Rank Position: 3 Star

Leadership Position: None

isWallet Commission Account

Current Balance: \$0.23

xDollars Commission Account

Current Balance: \$70.00

Order Information | PLACE ORDER

November \$: \$100.00

November Autoship \$: \$0.00

Last Order: 11/3/2012 2:20:51 PM

Next Autoship: Schedule Autoship

Personally Sponsored

| | Left | Right |
|-------------------------|------|-------|
| Active Star | 2 | 3 |
| Distributor | 3 | 3 |
| Sales Team Volume (GBV) | 12 | 8 |

Personally Sponsored

| | Left | Right |
|----------------|------|-------|
| New This Week | 0 | 0 |
| New This Month | 0 | 0 |
| Total | 1 | 0 |

Rank Position | VIEW CHART

★ 3 STAR | FULLY QUALIFIED

REQUIREMENTS (ACTIVE STAR)

Total Personals: 6 Minimum: 2L | 2R

CURRENT ACTIVE STAR

Total Personals: 8 [x] L | R: 2L | 3R [✓]

LEFT ACTIVE STAR: 2

RIGHT ACTIVE STAR: 3

"3 STAR" COMPENSATION POTENTIAL

BINARY PAY BONUS: 18% GBV

CHECK MATCH: 18% on Personals

Leadership Position | VIEW CHART

★ Bronze | 76% QUALIFIED

BRONZE QUALIFICATIONS

RANK POSITION: 100%

SALES TEAM GBV: 50%

Rank Position | VIEW CHART

★ 6 STAR | FULLY QUALIFIED

REQUIREMENTS (ACTIVE STAR)

Total Personals: 8 Minimum: 2L | 2R

CURRENT ACTIVE STAR

Total Personals: 8 [✓] L | R: 4L | 4R [✓]

LEFT ACTIVE STAR: 4

RIGHT ACTIVE STAR: 4

"6 STAR" COMPENSATION POTENTIAL

BINARY PAY BONUS: 18% GBV

CHECK MATCH: 18% on Personals

RANK POSITION | Your Rank Position is important because this position determines how you earn your Binary Pay from the compensation plan.

6 STAR | At a 6 Star Rank Position you are required to have personally sponsored 8 Active Stars in which at least 2 must be positioned in your right and left sales team. The remaining 4 Active Stars can be positioned in either sales team.

COMPENSATION POTENTIAL | As a fully qualified 6 Star your Binary Pay Bonus is calculated at 18% of your GBV of your lesser sales team. You are also eligible to

earn a Check Match on your personally enrolled Active Stars which is calculated at 18% of their Binary Pay Bonus earnings.

We also show you what is required to get to your next star rank position. ---->

☆ 7 STAR | NOT QUALIFIED

REQUIREMENTS (ACTIVE STAR)

Total Personals: 10 Minimum: 3L | 3R

CURRENT ACTIVE STAR

Total Personals: 8 [x] L | R: 4L | 4R [✓]

LEFT ACTIVE STAR: 4

RIGHT ACTIVE STAR: 4

"7 STAR" COMPENSATION POTENTIAL

BINARY PAY BONUS: 20% GBV

CHECK MATCH: 20% on Personals

8x8 Pay | [VIEW CHART](#)

★ **6 STAR** | FULLY QUALIFIED

6 STAR 8X8 COMPENSATION POTENTIAL

ISWALLET: .30/commissionable product

XDOLLARS: .10/commissionable product

8X8 PAY | Your Rank Position also determines how you earn 8x8 Pay from the compensation plan.

As you can see from the chart left, as a fully qualified 6 Star Rank Position, you will earn .40¢ on each commissionable product purchased through your 8 lines of sponsorship in your left and right sales team.

Leadership Position | [VIEW CHART](#)

★ **Bronze** | 58% QUALIFIED

BRONZE QUALIFICATIONS

RANK POSITION: 100% ?

SALES TEAM GBV: 17% ?

LEADERSHIP POSITION | Displays your Leadership Position for current month (November). Your Leadership Position is what determines your Lifestyle Dream Bonus. You must meet Rank requirements along with group sales team volume 2 months in a row to be eligible for the one time bonuses.

12 IN 30 PROMOTION | As an added incentive, when you enroll 12 Stars within your first 30 days isXperia will DOUBLE THE FAST STARTS!

You must enroll a minimum of 4 Stars every 10 days to get the bonus. You will always earn your Fast Start regardless of completing the 12 in 30 Promotion.



| FIRST 30 DAYS BREAK DOWN | FAST START BONUS | 12 in 30 BONUS | TOTAL EARNED |
|---|------------------|----------------|----------------|
| Days 1 - 10 4 Stars (\$100x4) | \$400 | \$400 | \$800 |
| Days 11 - 20 4 new Stars (\$100x4) | \$400 | \$400 | \$800 |
| Days 21 - 30 4 new Stars (\$100x4) | \$400 | \$400 | \$800 |
| TOTAL BONUSSES EARNED IN FIRST 30 DAYS | | | \$2,400 |

★ **Star Bonus Promotion** | [DETAILS! \(CLICK HERE\)](#)

DAY 1-10 | PERIOD ENDED ON 11/22/2012

★★★★

DAY 11-20 | PERIOD ENDED ON 12/2/2012

★★★★★ | ★★★★★

DAY 21-30 | PERIOD ENDS ON 12/12/2012

★★★★★ | ☆☆☆☆☆ | ☆☆☆☆☆

*Fast Start Bonuses vary by country. Example shown for USA Star Packs.

FAST TRACK TO 3 STAR

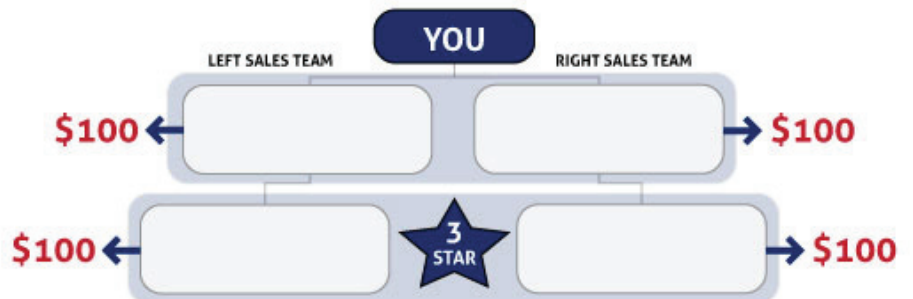
Not everyone is going to achieve their 12 in 30, but it is critical to become a 3 Star as quickly as possible to be eligible to earn from all income streams with the isXperia compensation plan!

When you personally enroll 4 Active Stars and place at least 1 in the left sales team and 1 in the right sales team, you become a 3 Star.

Earn a one-time Fast Start Bonus each time you personally enroll a new Distributor or Star

Fast Start Bonuses vary by country. Example shown for USA Star Packs.

PAID IN REAL TIME IN YOUR ISWALLET!



4. **Website Product Training - Do with Upline Sponsor** _____
Review your isXperia websites (internal and external). This can also be a product training session too.
5. **Compensation Plan Training - Do with Upline Sponsor** _____
Understanding the isXperia compensation plan is crucial to your business! It's how you get paid! Learn terms like Active, Sponsor, Lines of Sponsorship, etc. Role play back and forth with sponsor until you can show the plan on your own.
6. **Review Materials in Your Distributor Pack** _____
7. **Set Up Your Office** _____
Order your isXperia business cards (Form 1070A in back office), set up a flat-rate phone service, get 3-way calling. Add the following email addresses to your email book: notification@isxperia.com, blast@isxperia.com, customerservice@isxperia.com.
8. **Enroll with isXperia's Mobile Marketing** _____
Stay up to date on everything isXperia.
9. **Create Your Names List - Set Appointment with Sponsor Right Away!** _____
Download "Making Your Names List" from your back office (Tools → Forms & Flyers). This is a very important step to getting your business in motion!
10. **Create Your Top Ten List - Your Hottest Prospects** _____
Download "Ten in Motion" from your back office Tools.
11. **Have Your Answer to *What Do You Do, What's That & Have A Story*** _____
Being able to explain isXperia and why you are doing it will be very important to your business (see page 10 & 11).
12. **Develop Approaches with Upline Sponsor** _____
Create approaches for your top prospects. Role play with your sponsor (see page 16).
13. **Make the Appointment - Share Products** _____
Start contacting your prospects from your names list and setting up 3-way calls with your upline, lunch meetings with your upline, invite them to home lifestyle parties, get them on weekly conference calls, etc. You should be contacting at least 2-4 prospects each day either with the business opportunity or by sampling.
14. **Schedule A Private Business Reception (PBR) or Lifestyle Party** _____
Set a date to host a PBR/Lifestyle Party in your home or hotel room. (Refer to your back office Tools for an outline on hosting a PBR.)
15. **Follow Up with Prospects/Customers** _____
Following up with prospects and customers is the key to making money in this business – create set times throughout the week to follow up with your prospects, customers and new distributors.
16. **Follow Up with Your Upline Sponsor** _____
Take time to review your goals and progress and see what's working and possibly what's not working – this is the time to get any of your questions answered on products, comp plan, recruiting, retailing, etc.
17. **Work the Xpress Pattern** _____
Download Xpress Pattern from your back office Tools and fill in your names and teach this pattern to your downline!
18. **DUPLICATE, DUPLICATE, DUPLICATE** _____
This business is about repetition! Use the product, sell the product, show the plan, sponsor, and train! Be sure and duplicate this Action Plan with all your distributors.

The Basic Fundamentals of Business

There are five fundamentals of building your business:

Attitude & Knowledge

Developing the Right Attitude and Seeking The Knowledge To Master The Skills Required for Success!

Goals

Understanding Goal Setting and Using The Compensation Plan to establish Measureable Benchmarks to track your progress!

Retailing

Retailing, Free Members and IsXperia Dollars!

Recruiting

Recruiting, Filling Your Funnel, Making Connections, Your Website, The Trial Run, Free Member Program, Social Media.

Follow Up

Follow-Up & The Power of Promoting!

It is possible to have short term or temporary success without doing all five of these fundamentals. However, it is impossible to have long term success without pursuing all five. Income earned through an isXperia business will be in direct proportion to the individual's mastery of these five fundamentals. The more you understand and apply these principles, the more money you will earn.

Before we get into the details of each fundamental, it is important that you understand how to prioritize your time in executing these fundamentals. **It is very easy in business to be "active" or "busy". On the other hand, it is very challenging to be "productive"**. Knowing and executing the difference between activity and productivity is the difference between just doing "OK" and being wildly successful. The amount of time you will spend on your business is the same; it's just a matter of knowing "how" to spend your time.

So let's define **Productivity**. This is the time you spend prospecting, presenting, or following-up. Activity is defined as doing anything else.

80% of your time spent in working your business should be prospecting, presenting, or following up. 20% of your time should be spent doing all the other things that are necessary to run a successful business.

With that being explained, you will understand that the first two fundamentals, **Attitude & Knowledge and Goals are "Activities" that are necessary to develop a successful business**. But they are not activities that are "Productive" in building your business.

The last three fundamentals, Retailing, Recruiting & Sponsoring, and Follow-up, are productive activities where you should be spending at least 80% of your time. It's not easy and it may not feel comfortable in the beginning to do this, but that is why you develop your Attitude & Knowledge and have clear well defined Goals. Because when you master these first two fundamentals, then developing and mastering the last three fundamentals becomes a driving passion.

Attitude & Knowledge | What Do You Do?

When two people meet for the first time, one of the first questions asked is, "What do you do for a living?" For the novice network marketer they will answer the question with whatever their current position is at their job. For the savvy network marketer who is expecting a full time income from their isXperia business they have a much different answer. They will give an answer that is both thought provoking and an accurate description of their network marketing business. Some of the answers to this question might include:

- I teach people how to make money
- I am a bottom line enhancer
- I am a cash flow creator
- I am a success coach
- I am an "S 11" specialist. (If you don't know what "S 11" is, write down an 11 and then write an S over the top of it.)
- I am a national "S 11" recruiter



When you are interacting with people and you begin to use your answer to "What Do You Do?", it should invoke a question in their mind of, "What's That?"

What's That?

You must be sure to give an appealing description of your isXperia business. You should have an exact, rehearsed answer to this question. The rookie will fumble around with an answer that changes every time he's asked the question. The professional will give the same answer every time. Developing your answer to "What's *THAT?*" is another opportunity to get together with your organization and brain storm. Have fun with it and create an answer that fits you. You still want to create curiosity and intrigue in the mind of your prospect. The key is being relaxed while talking about your business and having an answer you feel comfortable with. ***It's not in what you say but rather how you say it.***

Here Are A Couple Of Examples:

I teach people how to make a full time income while working on a part time basis without disturbing what they're currently doing. The systems I use will help the average person replace the income from their job usually within 2-3 years.

OR

I work with a national direct sales company called isXperia. We train people how to increase their income, reduce their taxes, and eliminate their debt.

After hearing your answer to "What's That?", your prospect should be asking for more. But if they don't ask any more questions, don't force feed them! Be patient. You can give them more the next time you speak with them.

However, when you come across someone who's ready to make a positive change in their lives, they will ask you more questions. **The important thing to remember is to not play 20 Questions with them.** There's no possible way you can give them everything they need to hear in order for them to make an educated decision right now.

So what you do is tell them "Your Story" and then book an appointment to get them the information they need. You might put it this way,

"You know (PROSPECT), we didn't come here to discuss business. But if you really want to know more, why don't we get together for coffee in the morning. I'll fill you in on some of the details and we'll see if this might be something that you might want to pursue."

Attitude & Knowledge | Your Story

“Your story” is a 1 – 2 minute explanation of your “why”. It is the explanation of why you chose to start your own business with isXperia. When you are with like-minded people, your reasons why you’re in the business will likely be similar to why they may want to get started with their own business. “Your Story” is a very personal answer. People will relate to what you say. If you present isXperia as the solution to your problems, your prospect will believe that it can work for them too!

Here is an example:

I found myself working 60, 70, and even 80 hours per week. I was leaving in the morning before my children woke up and getting home after they went to bed at night. I very quickly realized that it really doesn't matter how much money you make or if you're in the job of your dreams if someone else is raising your children. It was at this time that I was introduced to isXperia. After thoroughly reviewing the company, the product line, the compensation plan, and the tools they provide to help build the business, I knew for a fact that this was my way out of corporate America. This is my vehicle to be able to quit my job, work from home, and raise my children myself. And the real beauty is that I know that I will be working less hours yet making more money! In our country today, you either have time or money. But seldom does anyone have both. isXperia gives me the opportunity to make all the money I choose to make yet still retain the time to enjoy it with my family and friends.

As you can see, the answer to “Your Story” above is from someone who is very family oriented and of the age where they probably have small children. Your answer may come from a perspective of kids in college, aging parents, or you creating your own nest egg as you age. The point is that everyone has a different motivating reason why starting their own business is right for them. Write out your reason and share it with everyone you know. The fact is that you will find many other people who share the same situation as you.

As you find other people who have a different “why”, their story will be different than yours. As they write out their “Your Story”, they will attract different people than you will. As this process continues, your organization will grow into a very unique and diverse group of people. This will help your group to grow faster and become more stable.

Just like your answers to “What Do You Do?” and “What’s That?”, you should get together in groups to practice your answer to “Your Story”. Don’t wait to practice these three answers on live prospects. Practice them with other members of your team. They may be your upline, downline, or even crossline members. It really doesn’t matter. We are all on the same team trying to achieve the same results. So get together and role play. You will be more effective if you do!



YOURS: _____

Goals | The Importance of Goal Setting

A person with a positive mental attitude will make the most out of their life today and set goals for all of their tomorrows. **Setting goals as you begin your isXperia business, is the single most important factor in your success.** People who set goals are far more likely to reach success than those who seek some vague concept for the future.

Be Serious!

Map out specific goals for yourself to get results! Determination is the key to the positive mental attitude of a true winner! **Set your own course of success and don't let anyone or anything shake you.** Even with a few detours in the road, you will arrive at your destination if you're determined to get there.

Effective Goal Setting Will:

- Give **direction** to your efforts!
- Give you a **guide** to measure your progress!
- **Eliminate much of the fear** of the first steps in beginning your own business. Goals are manageable concepts that you can aim for, rather than trying to "attack the giant" before you've prepared to go to battle!

Guidelines to Goal Setting:

- **Make your goals SPECIFIC.** Don't use vague goals like "I want to be happy," or "I want to make more money." **Decide specifically what it is you want and how much money it will take to make you happy.**
Example of a Specific Goal: "I will be earning an extra \$5,000 per month by (set date) so that I can quit my job and stay home with my children."
- **Goals should be ATTAINABLE AND REALISTIC.** Set goals that are within the realm of what is truly possible. Never stop dreaming, but don't set goals that are unrealistic.

Set Deadlines for Yourself

This is possibly the most important aspect of goal setting. Set deadlines for short-term AND long-term aspirations and adhere to them as closely as possible. Deadlines will keep you motivated. **MEETING a deadline will give you a tremendous sense of accomplishment.** This kind of POSITIVE REINFORCEMENT is a powerful factor in "staying on the right road". Always have private methods of "patting yourself on the back." Pride in yourself goes a long way. Don't be shy in giving yourself credit for a job well done.

Share Your Goals

Actually talking about your goals makes them more real. Share your dreams and objectives with someone you trust and feel close to. Your goals will come alive and become tangible when you allow yourself to verbalize and visualize them.

Put Your Goals in Writing & Creating Your Action Plan

Sit down and take the time to make a list of your specific goals. Keep a "Personal Goals Book." Include photos, advertisements, travel brochures, or any other materials that personify the things you would like to purchase, or do, with your extra earnings from isXperia.

Write down what you must do each month, week and day in order to achieve your goals. This should include how many people you will approach for the business, show the plan to, how many you will sponsor, and how many customers you will develop.

Setting Your Goals

THE GOALS YOU SET TODAY CAST THE PATTERN FOR HOW YOU WILL LIVE YOUR TOMORROWS!

Goal setting deserves careful attention and thoughtful contemplation. Sit down and seriously consider what your goals are as an individual/couple. If this is something you've never done before you're way overdue.



Goals | Setting Your Goals!

We first need to ask some questions to help us determine your goals. Write down your responses below.

What is your **MAIN** purpose for joining isXperia? _____

What is your financial goal? (\$500 a month, \$1,000 a month, \$10,000 a month?) _____

When do you want to attain your financial goal? (Put a date to your financial goal.) _____

Putting Together Your Action Plan:

MONTH

WEEK

DAY

How many people will you approach about the business? _____

How many times will you show the plan? _____

How many do you want to sponsor? _____

How many customers will you develop? _____

Visualization. Visualizing your goals is critical! Take time each day to visualize your goals!



ASK YOURSELF ALL THE TOUGH QUESTIONS:

Are you sincere, serious and committed to achieving your goals?

Are you willing to do whatever it takes to achieve your goals?

Are you willing to learn, be teachable and follow instructions?

Are you willing to present the business opportunity consistently?

Retailing

If you truly want your business to move quickly, **use and familiarize yourself with all your products and services.** You may find that you will focus on retailing a select few, but becoming familiar with all your products and services will give you the ability for additional sales.

Once you have decided which products and/or services you are going to focus on, you will start sharing your testimonials with others and creating retail sales.

Chances are you were introduced to isXperia through a product or service, so you can see the power of retailing which leads into recruiting by converting retail customers into distributors.

By becoming a product of the product, you will significantly accelerate your business and begin earning money quickly! By duplicating this one feature in your group your business can really explode!

There are several ways you can share/sell products with customers and prospects:

- 1. Personal Consumption:** It's important for a network marketing distributor to become a product of the product. This first hand knowledge makes it easier to explain the benefits to others.
- 2. Retail products that you have on hand.** It is always a good idea to have some products on hand so that you can immediately get your customers to sample your product(s). We have several products available in trial sizes which is a great marketing tool to introduce products to new customers. A small customer base of 5 to 15 customers duplicated by all the independent distributors in your organization will make a significant difference in your income.
- 3. Your Webstores.** By directing your customers to your webstores, they will have the ability to purchase products and services directly from the company with their credit card. Each product and service has it's own webstore where your prospects and customers can purchase products 24/7! The company will take care of the sale and shipping of the product and send you the retail profit weekly!
- 4. Salons, Displays & Trade Shows** By sharing products with business owners, this gives you the ability to expose your products to a much wider audience. Attending trade shows is another way in which to introduce your products and services to a wider market. You are required to use company approved POS materials which are available to you in your back office.



**PURCHASING & FAMILIARIZING
YOURSELF WITH THE PRODUCTS
CAN SIGNIFICANTLY
JUMP-START YOUR BUSINESS !**

Retailing | The Power of Sampling

Good distributors are great at explaining to prospects the many benefits and advantages of a new product or brand. But convincing those same prospects to purchase isn't always as simple as sending an e-mail or direct mail piece. Winning prospects to a product means letting them try it before they buy it. Sometimes, a brand has to lead by a sample.

Product samples are a way to create excitement! Sampling continues to rank among the most effective tactics in the history of direct marketing, in part because of its ability to do what no other medium can: put a physical product in customers' hands.

For instance, 81 percent of consumers said they would try a product after receiving a sample, according to a poll conducted in December by Opinion Research Corp. on behalf of the United States Postal Service. Moreover, 61 percent of those polled said that sampling a product is the most effective way to get them to try a brand.

As previously mentioned, sampling is a quick and easy way to share and takes the pressure off of you trying to sell someone a 30 day or more supply of something they aren't even sure that they will like, need or use!

By leading with a sample it is an affordable way to get a prospect acquainted with our product(s) and also show them how easy it is to do, which in turns teaches duplication.



MARKETING WEBSITES

XIP90.COM | MYSTIQUEPATCH.COM | PURE8.NET

We currently have three marketing websites to help you with your sample marketing system.

XIP90.com/YourURL is a marketing website tailored to weight loss utilizing the Mystique Patch and the X-5 capsules. When your prospects watch the 5 short videos on the home page, they will have enough information to make a decision on whether they want to try the 2 Day Lifestyle Sample.

MystiquePatch.com/YourURL is geared towards introducing your prospect to the Mystique Patch and then walking them through becoming a Free Member or becoming a Promoter of the Mystique Patch by enrolling as a Distributor or Star and choosing one of the Packs specific to the Mystique Patch and sampling system.

Pure8.net/YourURL is also geared towards introducing your prospect to the Mystique Patch but we've combined it with the Pure8 energy drink. Again they can get their sample and also enroll as a Free Member or Promoter.

You should be utilizing these three marketing sites in your daily business!

Don't Settle For The Same Old Energy ...

PURE8 RAUP
HEALTHY FOR YOU ON THE GO ENERGY DRINK
NOW PLAYING: Pure8 - Energy On The Go!
GET A FREE 2 DAY SAMPLE

XIP90
GET IN THE BEST SHAPE OF YOUR LIFE
What Are You Waiting For?
NOW PLAYING: The Mystique
GET A FREE 2 DAY SAMPLE

Mystique - the Weight Loss Patch
NOW PLAYING: Mystique Lifestyle Patch
GET A FREE 2 DAY SAMPLE

ISXPERIA CORP. INDEPENDENT REP. Phone: (214) 355-5858

Welcome to ISXperia!
ISXperia is a Product Focused & People Driven company!
As you can see from our website, we carry products and services from billion dollar industries. Our products and services are market-driven and of the highest quality.
PURE8 IS HEALTHY ON THE GO ENERGY!
Try a sample of Pure8 along with a 2 day trial of our unique weight loss patch, Mystique!
The combination of energy and appetite control will help you drop those unwanted pounds!
LEARN MORE ...

ISXPERIA CORP. INDEPENDENT REP. Phone: (214) 355-5858

Welcome to ISXperia!
ISXperia is a Product Focused & People Driven company!
As you can see from our website, we carry products and services from billion dollar industries. Our products and services are market-driven and of the highest quality.
XIP90
Want to earn money and prices while changing your lifestyle? Introducing XIP90! Introducing XIP90! Introducing XIP90! Introducing XIP90! Introducing XIP90!
1. The Why
2. The Proof
3. The How
4. The Results
5. The Future
GET YOUR PRODUCTS FOR FREE
FEEL LIKE YOU'RE ON THE MOVE!
First Name: _____
Last Name: _____
Address: _____
City: _____
State: _____
Zip: _____
SUBMIT

ISXPERIA CORP. INDEPENDENT REP. Phone: (214) 355-5858

Welcome to ISXperia!
ISXperia is a Product Focused & People Driven company!
As you can see from our website, we carry products and services from billion dollar industries. Our products and services are market-driven and of the highest quality.
Mystique - the Weight Loss Patch
Slow & Steady, Not Fast & Filling!
Crash diets and rapid loss products are not only ineffective, but can be detrimental to your health.
WEAR THE PATCH, LOSE WEIGHT & FEEL GREAT!
The Mystique Lifestyle Patch has been over a decade in development and backed by literally centuries of data and experience in natural medicine.
The result is a patch containing a unique, synergistic formulation of some of nature's best ingredients for creating energy, boosting metabolism, burning fat, and preserving lean body mass - all of which can lead to a healthier body composition - and a healthier lifestyle.

Recruiting & Sponsoring | Approaches Made Simple!

1. DIRECT

I'm opening up a new market for this patch, do you know a sharp business minded person that would be interested in making some great part time income?

Do you know others who might be interested in losing weight and getting their product for FREE?

Are you where you thought you would be financially with your current job?

Are you debt free?

When is the last time you took a vacation?

Do you get to spend enough time with your family?

Would you like to have a new car?

If you lost your job today, do you have enough money to survive 6 months?



2. INDIRECT

What is the Patch? "It's a weight loss patch"! Does it work? "It's the only one that does."

How can I get it? "Not only can I show you how to get it at a discount, I can show you how to get it for FREE." (Introduce the FREE MEMBER program). Share how the referral system works and how they can earn up to 25% of the purchases of others and earn Xperia Dollars to pay for their next purchase).

OR ... they ask, "Are you trying to quit smoking"?

"No, it's a weight loss "Patch"...I'm losing weight on it right now. Does it work? It's the only one that does. (Share your testimony). I've lost ___lbs & ___ inches. How much does it cost? How does FREE sound? Again, share the free member program and offer them the 2 Day Lifestyle Sample.

If they want to try a sample: Give or sell them the 2 Day Lifestyle Sample Patch and X-5. Be sure to make an appointment to follow up in 48 hours so you can find out what they liked best about the product. If they have specific questions about ingredients or how it works, invite them to listen to one of our live trainings from your back office under Team XIP.

3. REFERRAL

No Pressure: I have just started a new business and I am looking for some leadership and talent to help me expand. I know you're busy and probably don't have a lot of time, but I know you have some good contacts.

Could we get together for a cup of coffee? I could really use your help with some referrals. What day is better for you Monday or Wednesday? What time is best, 9AM or 2PM?

New Business:

I recently started a new business venture and am looking for some talent. Who do you know that is a real go-getter and might be looking for a change?

New City or Location:

I am expanding my business into (name of city, town, state) do you know anyone in that area that may know some go-getters?

4. SAMPLING - RETAIL TO RECRUIT

A satisfied customer is a great prospect to join your business. Sampling will create immediate interest in the product, which will lead to product sales and open the door for you to share the business opportunity. Most people make decisions based on emotion. Samples are the first step in creating an emotional response, especially when they feel the great effects of the product. Most people feel the effects of the "Mystique Lifestyle Patch" within the first 24 - 48 hours. Most can expect to have more energy, a decreased appetite, better sleep, less sweet cravings, and a sense of well being.

Set a goal to sample a minimum of 1 person a day and watch your retail sales & distribution explode!

Recruiting & Sponsoring | Keeping the Funnel Full

This is a people business. You have to have people to sell product to and show the plan to. This is probably the most important page in this whole Getting Started book. If you don't have people to talk to you are out of business!

By creating a names list, retailing products and sharing Your Story, you will continually keep your funnel full so that you will always have prospects.

As you work with your prospects and begin to qualify and quantify them they will continue to move through your funnel and eventually become your business partners.

Hosting Private Business Receptions (PBR's) is a great way to add new prospects to your funnel. A PBR is simply a business meeting held in a home or hotel where you explain the business opportunity of isXperia.

(Refer to your back office Tools -> Forms & Flyers for an outline on hosting a PBR.)

GENERATE LEADS FROM:

Private Business Receptions

3 Foot Rule

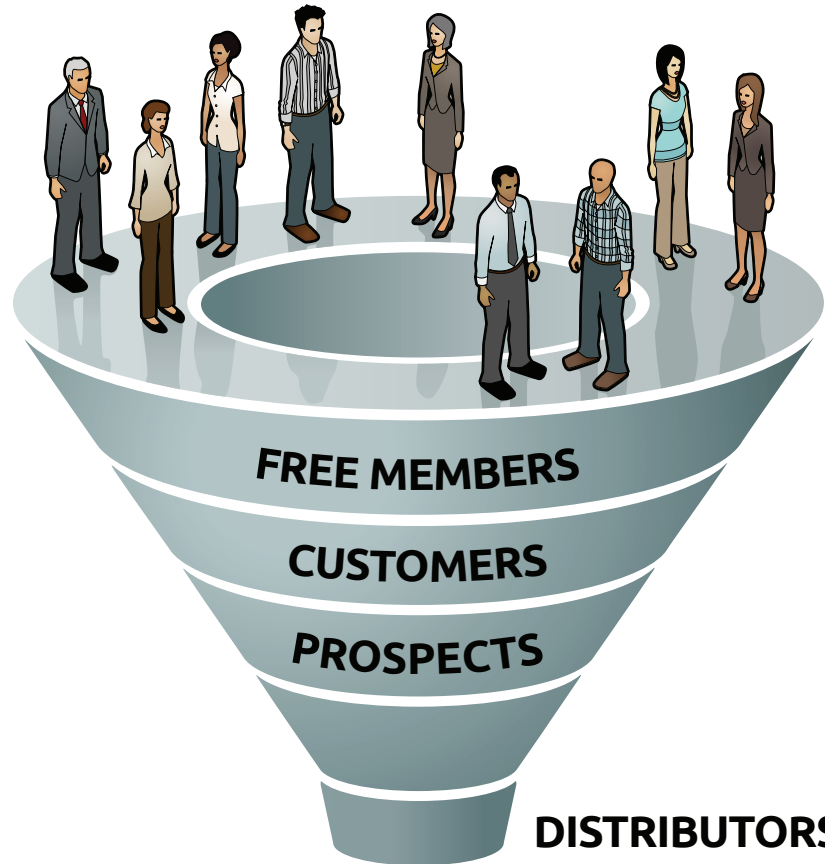
Social Clubs / Church

Trial Size Marketing

Free Members

Ads / Website

Referrals



**Keep your names list
with you AT ALL TIMES!**

**Continue adding names to your
list EACH AND EVERY DAY!**

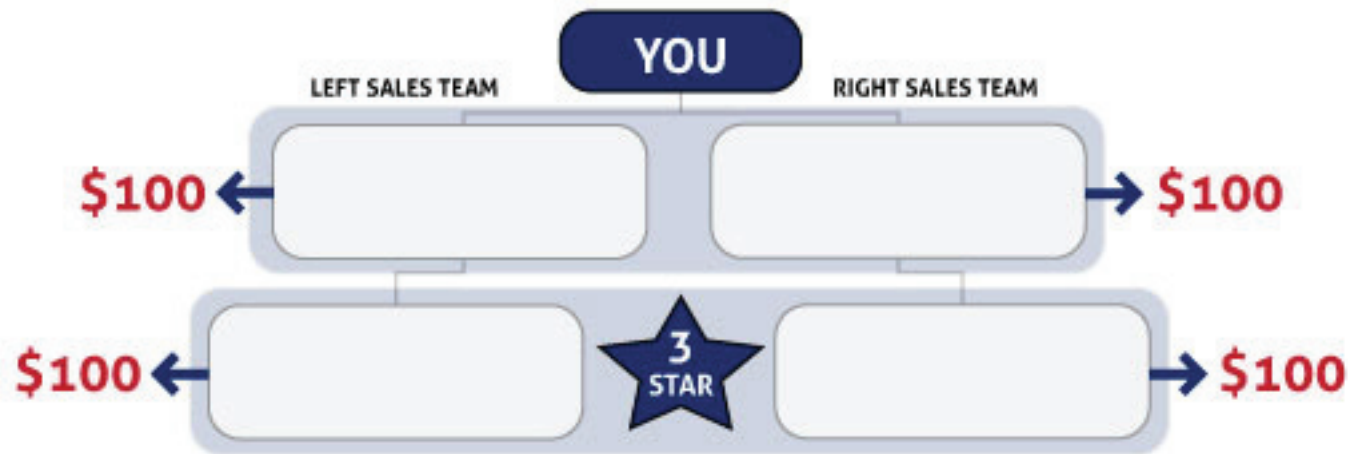
**DISTRIBUTORS &
STARS!**

**LET THE NUMBERS WORK FOR YOU!
KEEP THE FUNNEL FULL!**

Recruiting & Sponsoring

GETTING YOURSELF TO 3 STAR SPONSOR LEVEL

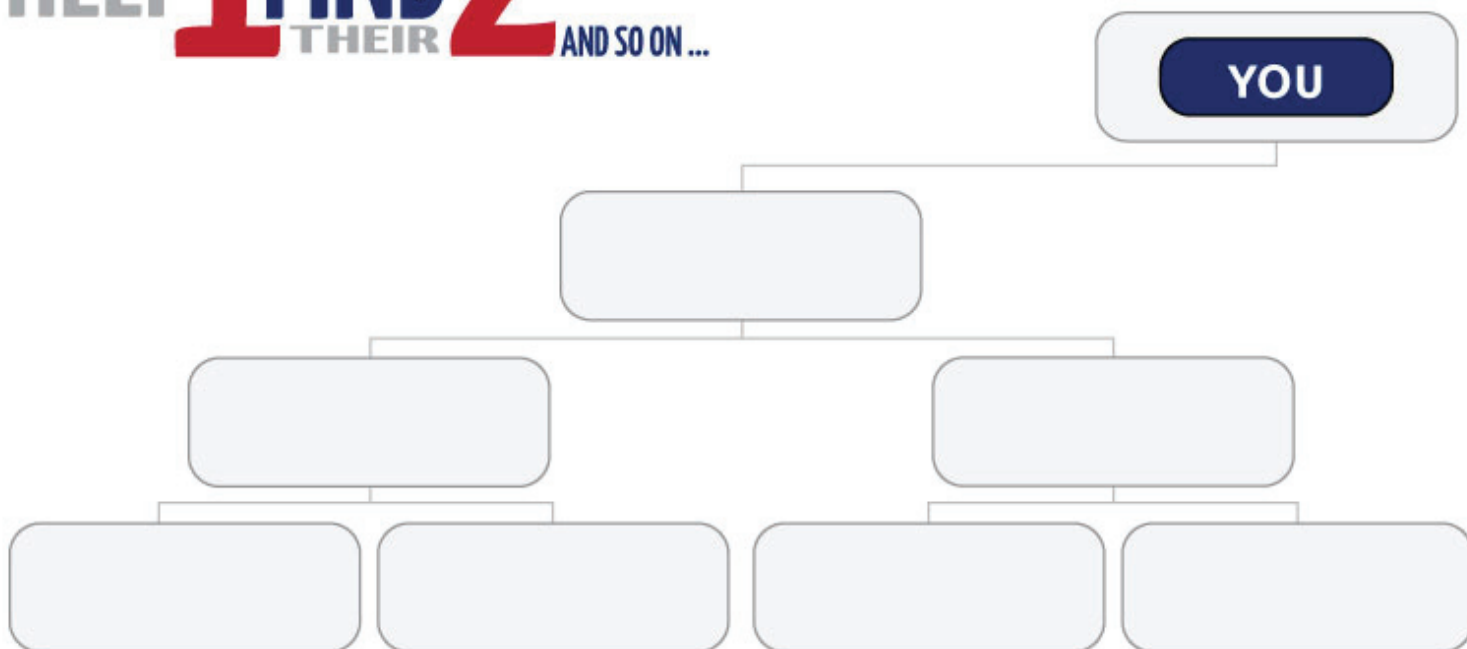
Working with your Sponsor, fill in the name of your first 4 new business partners while earning your first \$400 in Fast Start Bonus pay immediately!



DUPLICATING YOURSELF

Working with your Sponsor, and each of your new business partners, help them find their 2 left Stars and 2 right Stars just like you did above and continue to duplicate your efforts!

HELP **1** FIND **2** THEIR **2** AND SO ON...



Follow Up, Follow Up & Follow Up!

They say *The Fortune Is In The Follow Up!* So many times we do all the work to get the sale or get prospects to a business meeting and then we drop the ball and don't follow up with them ... they were obviously interested initially. So take the time to follow up each step of the way.

Customers

The next day make sure your prospect is taking the product correctly.

The fifth day make sure your prospect is staying regular on the product.

Two to three weeks ask your prospect if they are noticing anything different yet.

Three to four weeks ask your prospect if they would like you to place another order before they run out.

Prospects

After you give them the information or web site, call them the next day to answer any additional questions they may have. This would also be a good time to try and set-up an appointment to introduce your prospect to someone in your upline, if you have not already done so.

On the third to fifth day, touch base to see what other information they need to help them make a decision.

The seventh day (if you haven't closed them) find out what is keeping your prospect from making a decision.

Keep in touch monthly to keep your prospect current with any updates.

Free Members - Understanding the Power of Compression

Follow up with your Free Members, find out what products they are using and see if they have any questions about the company, products or retailing. Make sure you educate your Free Members on how the Monday night compression works! Show them how they can leap frog above all other Free Members that choose not to upgrade and how they can have an instant downline!

Distributors

Within 24 to 72 hours review the Getting Started Manual and write their action plan.

90 Day Follow Up with New Business Owner.

Review goals and results of initial action plan.

The Money is in the Follow Up!!

You Are in Business For Yourself ... But Not By Yourself!

It is all about commitment!

Your reason "Why" you joined isXperia must be important enough to cause you to be committed to the task of building your business.

It must be important enough to cause you to be consistent in your efforts, and it must be pivotal to cause you to "Picture the Victory" once you get there!

That is what will keep you pushing toward the mark!

*Do Not Allow Your Circumstances To Control Your Life –
Take Control Of Your Circumstances Once And For All!*



THE KEY TO SUCCESS WITH ISXPERIA:

Form the Habit of Working Consistently at the Basics of the Business Which are the Following:

- Using & Sharing the Products
- Sharing the Opportunity
- Attending & Promoting the Events

Small actions performed on a daily, consistent basis is what will separate those that succeed, from those that do not!

To Your Greater Success!



\$10 - \$250 FAST START (VARIES BY COUNTRY)

isXperia COMPENSATION SNAPSHOT

JOIN DISTRIBUTOR | **STAR LEVEL** | **PERSONALLY ENROLL**
 \$125 OR \$250 PACK | \$500 PACK | PURCHASE \$50 OR \$100 EACH MONTH | **PERSONALLY ACTIVE TO EARN**

STAY ACTIVE

SPONSOR

| RANK POSITION | TOTAL PERSONNELS | MINIMUM LTR | MONTHLY | 8 X 8 PAY (COMPRESSION) | | BINARY PAY ISWALLET | CHECK MATCH PERSONNELS ISWALLET | LEADERSHIP POSITION | LESSER SALES TEAM BV | BONUS |
|---------------|------------------|-------------|---------------|-------------------------|----------|---------------------|---------------------------------|---------------------|----------------------|----------|
| | | | | ISWALLET | XDollars | | | | | |
| DISTRIBUTOR | 1 | 1 | \$50 or \$100 | 10c | 10c | 0% | 0% | BRONZE | 6,000 | \$2,000 |
| MANAGER | 2 | 1L 1R | \$50 or \$100 | 10c | 10c | 8% | 8% | SILVER | 12,000 | \$4,000 |
| 1 STAR | 2 | 1L 1R | \$100 | 10c | 10c | 10% | 10% | GOLD | 24,000 | \$6,000 |
| 2 STAR | 3 | 1L 1R | \$100 | 20c | 10c | 11% | 11% | PLATINUM | 50,000 | \$8,000 |
| 3 STAR | 4 | 1L 1R | \$100 | 20c | 10c | 12% | 12% | DIAMOND | 100,000 | \$10,000 |
| 4 STAR | 6 | 2L 2R | \$100 | 20c | 10c | 14% | 14% | GREEN DIA | 150,000 | \$20,000 |
| 5 STAR | 7 | 2L 2R | \$100 | 30c | 10c | 16% | 16% | RED DIA | 300,000 | \$30,000 |
| 6 STAR | 8 | 2L 2R | \$100 | 30c | 10c | 18% | 18% | BLUE DIA | 450,000 | \$40,000 |
| 7 STAR | 10 | 3L 3R | \$100 | 30c | 10c | 20% | 20% | BLACK DIA | 600,000 | \$60,000 |
| 8 STAR | 12 | 4L 4R | \$100 | 40c | 10c | 22% | 22% | DOUBLE DIA | 800,000 | \$80,000 |

FUTURE VOLUME RESTRICTIONS WILL APPLY

NEW VOLUME | PAID OVER 6 MO | MAINTAIN 70% VOL

LEADERSHIP POSITION

BRONZE: 6,000 BV, \$2,000 BONUS

SILVER: 12,000 BV, \$4,000 BONUS

GOLD: 24,000 BV, \$6,000 BONUS

PLATINUM: 50,000 BV, \$8,000 BONUS

DIAMOND: 100,000 BV, \$10,000 BONUS

GREEN DIA: 150,000 BV, \$20,000 BONUS

RED DIA: 300,000 BV, \$30,000 BONUS

BLUE DIA: 450,000 BV, \$40,000 BONUS

BLACK DIA: 600,000 BV, \$60,000 BONUS

DOUBLE DIA: 800,000 BV, \$80,000 BONUS

| SPONSORSHIP 8 X 8 PAY | DISTRIBUTOR | MANAGER | 1 STAR | 2 STAR | 3 STAR | 4 STAR | 5 STAR | 6 STAR | 7 STAR | 8 STAR |
|-----------------------|-------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|
| 1 | .20 | .20 | .20 | .30 | .30 | .30 | .40 | .40 | .40 | .50 |
| 2 | .20 | .20 | .20 | .30 | .30 | .30 | .40 | .40 | .40 | .50 |
| 3 | .20 | .20 | .20 | .30 | .30 | .30 | .40 | .40 | .40 | .50 |
| 4 | .20 | .20 | .20 | .30 | .30 | .30 | .40 | .40 | .40 | .50 |
| 5 | .20 | .20 | .20 | .30 | .30 | .30 | .40 | .40 | .40 | .50 |
| 6 | .20 | .20 | .20 | .30 | .30 | .30 | .40 | .40 | .40 | .50 |
| 7 | .20 | .20 | .20 | .30 | .30 | .30 | .40 | .40 | .40 | .50 |
| 8 | .20 | .20 | .20 | .30 | .30 | .30 | .40 | .40 | .40 | .50 |

COMPRESSION

IMPORTANT TERMS AND DEFINITIONS:

Join | Enroll as a Free Member, Distributor or Star by purchasing one of the Enrollment Packs.

Free Member | One who enrolls with isXperia on a commitment-free basis! Free Members can earn Xperia Dollars when they enroll other Free Member's and they purchase products from their website. Free Members can upgrade to Distributor or Star rank at anytime by purchasing the Distributor or Star Pack.

Distributor | One who signs an isXperia Independent Distributor Agreement and purchases one of our Distributor packs (\$125 or \$250) and purchases a minimum of \$50 (commissionable products) each calendar month. As an active Distributor who has enrolled at least one (1) active Distributor, you can earn 8 x 8 Pay up to .20¢ on each commissionable product purchased by your personally enrolled Distributors (or higher rank) and their personally enrolled up to 8 levels of sponsorship.

Manager | Is an active Distributor who has enrolled at least one (1) active Distributor in each sales team. As a Manager you can earn 8 x 8 Pay up to .20¢ on each commissionable product purchased by your personally enrolled Distributors (or higher rank) and their personally enrolled up to 8 levels of sponsorship PLUS earn Binary Pay of 8% on your lesser sales team and Check Match Bonus of 8% on your personally enrolled.

Star Sponsor Level | A person that has purchased the Star Level Pack (\$500) (either upon enrolling with isXperia or a Distributor that has upgraded) and purchases a minimum of \$100 (commissionable products) each calendar month. As an active Star who has enrolled at least one (1) active Star in each sales team, you can earn 8 x 8 pay up to .50¢ on each commissionable product purchased by your personally enrolled Distributors (or higher rank) and their personally enrolled up to 8 levels of sponsorship PLUS earn up to 22% Binary Pay, up to 22% Check Match on your Personals and be eligible to earn the Lifestyle Dream Bonuses once you reach the 2 Star and above sponsor level.

Upgrade to Star | Distributors that have initially enrolled with the \$125 or \$249.95 Pack can upgrade at anytime to Star Level status to become eligible to earn commissions and bonuses at Star Level pay. To upgrade purchase \$375 or \$250 of isXperia commissionable products. Your upgrade is simply the difference of your initial pack purchase subtracted from the \$499.95 cost of the Star Pack.

Leap Frog | When Free Members decide to upgrade to a Distributor rank or above before Monday midnight (ET) they leap frog above all other Free Members between them and their upline Sponsor. The newly leap frogged Distributor now benefits from the sales and purchases of products (group business volume) of the Free Members below them that didn't upgrade.

Fast Start | Each Enrollment Pack has a Fast Start Bonus that is paid to the Sponsor. The Fast Start bonuses range from \$10 to \$250 depending upon Pack selected and varies by country. (No Fast Start is paid on Free Members enrolling.) Fast Start Bonuses vary by country.

Active | A Distributor or Manager is deemed active when they purchase at least \$50 in a calendar month. A Star is active when they purchase a minimum of \$100 in a calendar month. (Must purchase commissionable products, sales aids do not count.)

Autoship | An optional monthly purchase program that ensures enrollees meet their qualifications for rank and commissions. FREE SHIPPING when enrolled with \$100 or more (commissionable products).

Personally Sponsored | Any Distributor or Free Member whom YOU have enrolled. These personally sponsored count towards your Star Level Rank, Binary Pay, Leadership Position Bonuses and 8 x 8 Pay. Compressed Sponsorship does not count towards your Star Level Rank.

Rank Position | A method of ranking Distributors and Stars based on their number of personally sponsored. A Distributor has enrolled 1 active Distributor or higher rank which can be placed in either sales team. A Distributor advances to Manager Rank once they have enrolled one (1) additional active Distributor or higher rank and have placed 1 in each sales team. At a 1 Star rank you have personally enrolled two (2) Stars, one in your left team and

one in your right team. A 2 Star rank means you have personally enrolled three (3) Stars of which you are required to place at least one (1) Star in each sales team, the third Star can be placed in either sales team. A 6 Star rank means you have personally enrolled eight (8) Stars of which you are required to place at least two (2) Stars in each sales team, the remaining four (4) Stars can be placed in either organization. (Refer to chart for minimum placement requirements.) Compressed Sponsorship does not count towards your Rank Position. Compressed Sponsorship only counts towards your 8 x 8 Pay.

Binary Pay | Earn up to a 22% override commission on your group business volume's (gbv) lesser team each week.

Check Match | Earn up to a 22% Check Match Bonus on the binary pay of your Personally Enrolled Stars.

8 x 8 Pay | Receive 8 x 8 Pay up to .50¢ on each commissionable product purchased by your personally enrolled Distributors (or higher rank) and their personally enrolled up to 8 levels of sponsorship. Your 8 x 8 Pay is paid out as cash to your isWallet and Xperia Dollars (XD). (Refer to chart for Rank Pay and how the total is divided between your isWallet and Xperia Dollars.)

Sponsorship 8 x 8 Pay | A term used to reference all Distributors that fall within a specific level of sponsorship. Your personally enrolled are referred to as your Level 1. Level 2 would be those personally enrolled by YOUR personally enrolled people and so on.

8 x 8 Pay Compression Sponsorship | When a person becomes inactive (does not do \$50 or \$100 in a calendar month), the next sponsored person will compress (move up). Ex: Suzi sponsored Joe; Joe sponsored Amy. If Joe becomes inactive in a calendar month, Amy and everyone else that Joe personally sponsored will compress and count towards Suzi's personally enrolled (8 x 8 Pay 1). Amy's personally enrolled now become Suzi's level 2 and so on. Now Suzi's sponsor level 9 (which she doesn't get paid on) becomes her sponsor level 8! With Compression Sponsorship, you will always be paid on 8 levels of sponsorship. If Joe becomes active the following month, his downline will uncompress and he will regain sponsorship of Amy thus moving her (and all of Joe's other personally sponsored) back to Suzi's sponsor level 2 and so on. Compressed Sponsorship does not count towards your Star Level Rank. Compressed Sponsorship only counts towards your 8 x 8 Pay.

Leadership Position | A method of ranking Stars based on the production of their Sales Teams. The first leadership position is Bronze. As a Bronze you are a 2 Star (personally enrolled 3 Stars [1S|2S]) and you have one (1) 2-Star within your left and right 8 x 8 Pay of sponsorship. Compressed Sponsorship does not count towards your Leadership Position. Compressed Sponsorship only counts towards your 8 x 8 Pay.

Lifestyle Dream Bonus | At a Bronze Leadership Position and above you are entitled to earn a Lifestyle Dream Bonus. When you have accumulated a minimum amount of GBV in your lesser sales team two (2) consecutive months in a row, you earn a one-time Lifestyle Dream Bonus at each Leadership Position reached (refer to chart for volume amounts). Volume must be new, bonus is paid out over six (6) months and you must maintain a minimum of 70% of the lesser sales team volume to remain qualified for the bonus that was earned.

Placing BV Downline | You can only place BV downline in the businesses of your personally sponsored distributors that have active status. Active status is a business that has generated \$50 (commissionable products) or more from within their own business center. You can not place bv in someone's business to count towards their active status. If there is no order in their business placed by the business owner totaling \$50 (commissionable products) or more, they will lose their active status. You can place bv in your personally sponsored businesses for your team to receive the BV upline, but it will not count towards their active status.

Xperia Dollars | Xperia Dollars is money that you earn when your personally enrolled Free Members purchase products and services from their website. You earn up to 25% of your Free Members purchases in the form of Xperia Dollars. Xperia Dollars can be used for product or merchandise from isXperia. Xperia Dollars spend like cash with isXperia. Xperia Dollars are added to your account at time of sale! Orders placed using Xperia Dollar's (partial Xperia Dollars or full Xperia Dollars) can only be placed in your own business center and not downline.

