



GOTMY3 GLOSSARY OF TERMS

AUTOSHIP – A program for Customers and Members who want the convenience of receiving an automatic monthly shipment so they are never without product.

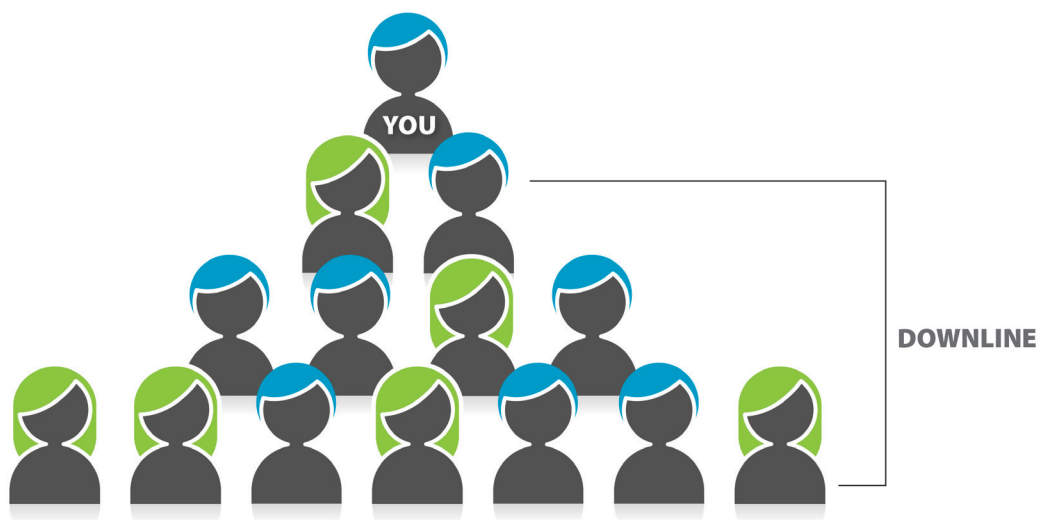
BONUS RECAP STATEMENT – The accounting record Life Force prepares monthly that tracks purchasing activities and bonuses within your downline. Shows you the how, who, and why of your *GotMy3* Life Force commission check.

BUSINESS VOLUME (BV) – The amount assigned to each product purchase used to calculate payment of bonuses, leadership ranks, and award incentives.

CUSTOMER – A valued Life Force product user. *GotMy3* Customers can refer other Customers and get their Body Balance® free. When Customers are ready to earn *GotMy3* bonuses, they can easily upgrade to Member status absolutely free.

CUSTOMER CENTER – Comprised of all personally enrolled Customers and any Customers they have enrolled with the *GotMy3* program.

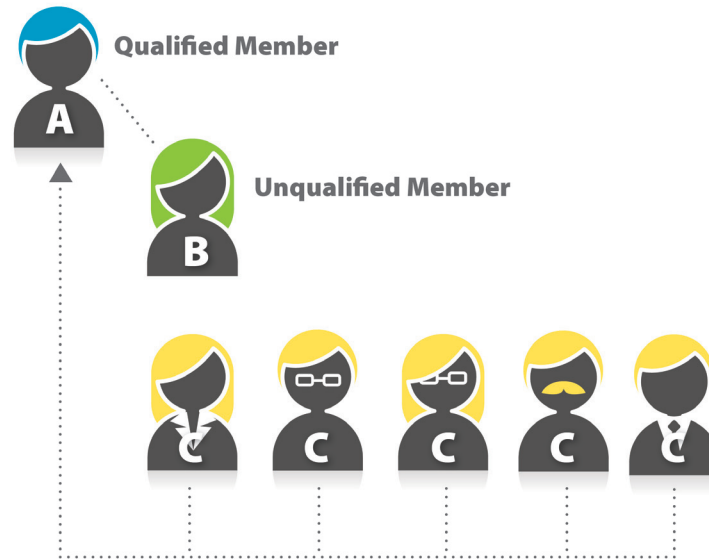
DOWNLINE ORGANIZATION – The Members and/or Customers sponsored underneath you in Life Force. Often used synonymously with "team, group and organization".



DOWNLINE: the Members and Customers sponsored underneath YOU whose sales and referrals generate income for YOU.



DYNAMIC COMPRESSION – A process by which commission “rolls up” (or is paid) to the next qualified upline Member if the Enrollment Sponsor has not met the qualifications to earn a particular bonus. This powerful piece of the Life Force compensation plan ensures that inactive Members don’t block bonuses to active upline Members.



DYNAMIC COMPRESSION: a process that keeps Inactive or Unqualified Members from occupying a payout level in a commission plan. In the example above B is an Unqualified Member, so any bonuses from C would “roll up” to the next Qualified Member, A.

ENROLLMENT SPONSOR – also known as “Enroller”, is a Member of Life Force who personally refers and signs up other people as Customers or Members into Life Force. Enrollment sponsor is also described as the referring member.

EVENT – Any meeting between two or more people talking about Life Force can be considered an “event”. Examples: a One-on-One Presentation, a 3-Way Call, a GotMy3 In-Home Meeting, a Conference Call, and Life Force International’s Annual Convention.

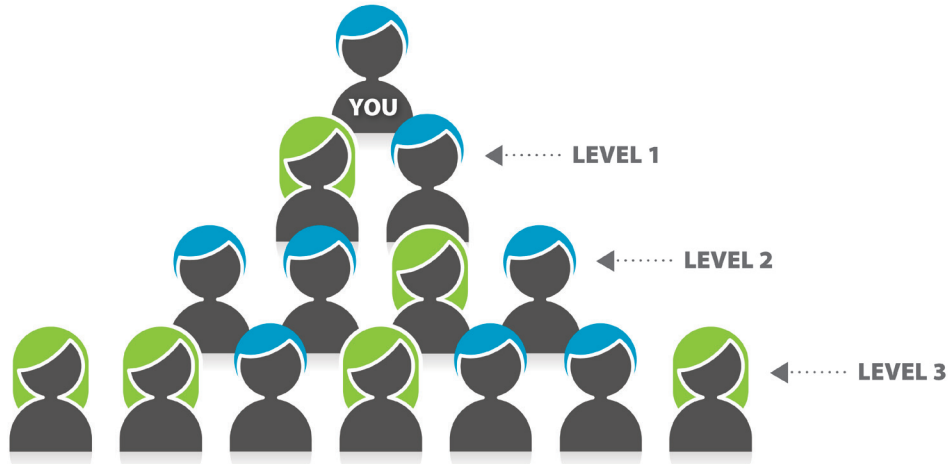
FIRST TIME ORDER (FTO) – The first order placed by a new Customer or Member that has Business Volume (BV) associated with it.

FULL ORGANIZATIONAL VOLUME – All the volume in your downline to infinite levels, including your personal orders and personally-enrolled Customers (and their personally-enrolled Customers).

IDENTIFICATION NUMBER – The computer-generated number used by Life Force to establish your account, track sponsoring and team efforts for bonus purposes, record product purchases, and generate bonus payments.



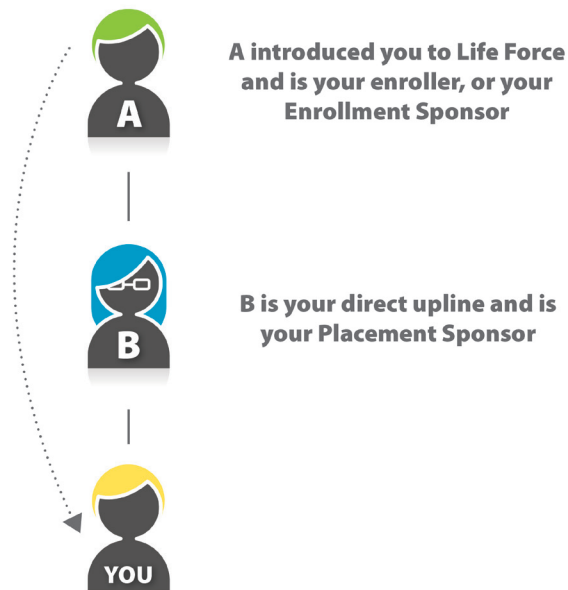
LEVEL – The position where people are placed in your team or organization. People you personally refer or enroll are your first level. People who they enroll are your second level, and so on.



LEVEL: YOU represents the Placement Sponsor of Level 1. The two people in the illustration below YOU signify Level 1, the four people below them signify Level 2, and so on.

MEMBER – An individual who enjoys Life Force products and has the potential to earn compensation through the many exciting bonuses in the GotMy3 program. Members have the ability to build a home-based business and derive bonus income, whereas Customers may only earn free product. Members are also referred to as “Business Builders”.

PLACEMENT SPONSOR – also known as a “Sponsor”, is a Member’s or Customer’s immediate upline in the structure of the organization. The Placement Sponsor may or may not be the same person who referred you to Life Force – i.e., your Enrollment Sponsor.



PLACEMENT SPONSOR VS. ENROLLMENT SPONSOR: A introduced YOU to Life Force and is the Enrollment Sponsor. YOU were placed under B; and B is considered the Placement Sponsor.



QUALIFICATIONS – Baseline conditions required for a Member to be paid at any given rank level or to earn bonuses.

QUALIFYING VOLUME (QV) – The value assigned to a free Spark Pack earned that counts towards the Member's personal Business Volume (BV) qualification and 6-level volume requirements. The difference between Business Volume and Qualifying Volume is that Qualifying Volume includes credit given for orders placed that may not include bonus payout. For example: no commission earnings will be paid out on Spark Packs that are awarded for free to Members or Customers since the Company does not receive revenue from these free product orders. However, to ensure that there is no negative effect to rank qualifications, Life Force generously counts the volume of free Spark Packs toward rank achievement just as if the company received payment on the free product packs. So, commissionable products have both Business Volume and Qualifying Volume, whereas non-commissionable products (i.e. free Spark Packs) have only Qualifying Volume.

RANK – The commission level you are paid at for that month based upon both personal and team achievement from the Life Force Compensation Plan. Different ranks have the ability to earn varied bonuses and percentages. The higher ranks, as compared to lower ranks, typically earn higher commissions on business volume within their team.

RECRUITING/PROSPECTING – Activities designed to bring new Customers and/or Members into the Life Force International family. This is the fun part of *GotMy3*, telling others about how to get Body Balance® free for both Customers and Members and the tremendous financial opportunities to Members.

RESIDUAL BONUS – A monthly bonus paid to the sponsor based on rank. Qualifications for the Residual Bonus are based on full organization volume, including the Member's personal volume.

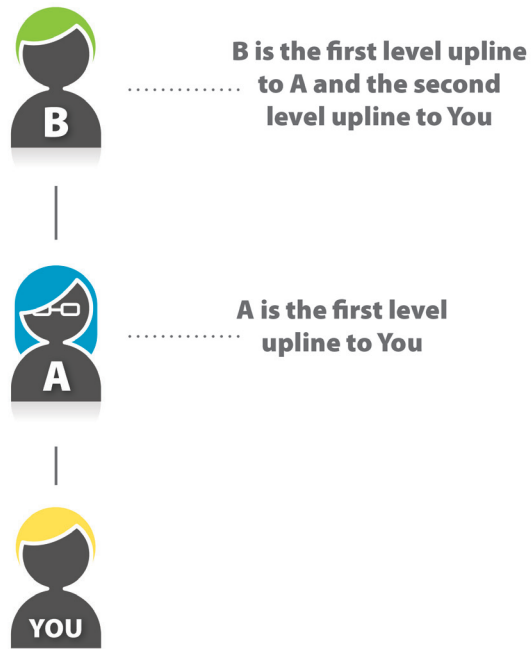
RESIDUAL MATCHING CHECK BONUS – Monthly bonus paid to Members who achieve a rank of G5 or above. Matching Bonuses are paid based on the Residual Bonuses received by your downline.

SPARK PACK – A special 4-pack of Body Balance® offered exclusively through the Life Force *GotMy3* program. Customers can earn free Body Balance® for referring three or more Customers who order a Spark Pack. Members can earn both free Spark Packs and lucrative bonuses when their personally-enrolled Customers and downline Members (and their Customers) order Spark Packs.

STOCK KEEPING UNIT (SKU) – Stock Keeping Unit, refers to the product code or item number associated with a given product.



UPLINE – Starts with the Member who referred you to Life Force and the *GotMy3* program. They are your first upline level. The person who referred them to Life Force is also your upline (your second upline level), and so on. Your upline play a vital role in supporting your success in the *GotMy3* program.



UPLINE: Upline is a term used to describe the people who are above a person in the organization.