
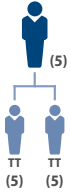


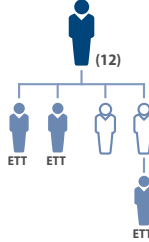
The ACN Opportunity has been designed to help you build a business that can produce immediate income, as well as long-term residual income. One of ACN's greatest strengths is its Compensation Plan - a simple but powerful incentive for you to work your way into the earned levels – the higher you go, the more income you can earn!

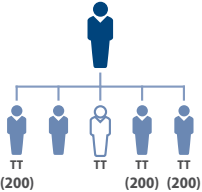
 (5)	<h3>1 Team Trainer (TT)</h3> <p>To qualify, a Team Trainer must have at least 5 Customer Points**.</p> <p>For TT qualification, an may claim certain separate services from their own customer accounts as customer points.</p>
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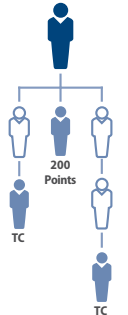
Earned Positions


As Independent Business Owners (IBOs) begin to advance through ACN's earned levels, additional qualifications must be met.

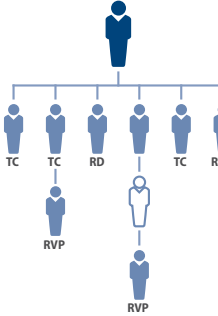
<h3>2 Executive Team Trainer (ETT)</h3>	<p>Downline example:</p>  <p>To qualify for the first earned level – Executive Team Trainer – you must be a qualified TT and have 2 qualified TTs in separate legs (at any level). You should set a goal to reach ETT within your first 30 days.</p>
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<h3>3 Executive Team Leader (ETL)</h3>	<p>Downline example:</p>  <p>To earn the level of Executive Team Leader, you must have at least one person achieve the level of ETT in each of 3 separate legs (at any level) of your organisation. You must also have 12 active personal customer points.</p>
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<h3>4 Team Coordinator (TC)</h3>	<p>Downline example:</p>  <p>To earn the level of Team Coordinator, you must have 3 separately sponsored organisations, or "legs", and each must contain at least 200 customer points. For example, if you sponsored one person directly and they acquired 200 customer points then that leg would count toward TC qualifications. If you sponsored another person (who acquired 20 personal customer points) and they recruited 9 people within their organisation and each of those 9 people acquired 20 customer points, then that also equals 200 customer points.</p>
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<h3>5 Regional Director (RD)</h3>	<p>Downline example:</p>  <p>To reach Regional Director, you must have at least one person achieve the level of TC or above in each of 2 separate legs and a minimum of 200 customer points in a third leg of your organisation.</p>
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<h3>6 Regional Vice President (RVP)</h3>	<p>Downline example:</p>  <p>To reach Regional Vice President, you must have at least one person achieve the level of TC or above in each of 4 separate legs of your organisation and a minimum of \$75,000 monthly billings of ACN services in the downline RVP organisation.</p>
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<h3>7 Senior Vice President (SVP)</h3>	<p>Downline example:</p>  <p>To reach ACN's highest level – Senior Vice President – you must have one TC or above in each of 6 separate legs of your organisation; with at least 3 RD (each with 3 TC legs) or above legs, plus a minimum of \$500,000 monthly billings of ACN services in the downline SVP organisation.</p>
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** Terms and conditions apply. Please see page 4 of this document

Customer Point Values & Commissionable Revenue

Digital Phone Service^{#,^,~}

Plan Name	Total Customer Points	Commission Earning Rate
All Plans	2	100% Note: Video phone equipment revenue not commissionable

Home and Business Phone^{S,^,~}

Plan Name	Total Customer Points	Commission Earning Rate
All Phone Access Plans	2	50%
All pickNmix Plans	0	100%
Value Added Services	0	50%

ADSL^{S,^,~}

Plan Name	Total Customer Points	Commission Earning Rate
All ADSL Plans	1	50% Note: Equipment revenue not commissionable

M2 Select Mobile^{†,S,~}

Plan Name	Total Customer Points	Commission Earning Rate
Anytime Minute 130, 180, 400, 550, 700 & 1000	2	100% Note: Equipment revenue not commissionable

Mobile Broadband^{†,S,~}

Plan Name	Total Customer Points	Commission Earning Rate
All Plans	2	100% Note: Equipment revenue not commissionable

Energy^{‡,S,~}

Customer Type	Total Customer Points	Commission Earning Rate
Residential	1	\$30 per month of your customer's billing revenue is commissionable at standard rates
Small Business 0 – 50 mwh	1	\$30 per month of your customer's billing revenue is commissionable at standard rates
Small Business 50 – 150 mwh	1	\$60 per month of your customer's billing revenue is commissionable at standard rates
Small Business 150+ mwh	2	\$125 per month of your customer's billing revenue is commissionable at standard rates

IBO Business Tools

Tool Name	Total Customer Points	Commission Earning Rate
Your Business Assistant [†]	1	0%

^{^,†,‡,S,~} Terms and conditions apply. Please see page 4 of this document

Personal Residual Income

ACN IBOs can earn money in two ways: through monthly residual income based on their customers' usage of ACN services and through weekly CABs, which are earned by helping newly sponsored TTs become qualified within their first 30 days.

As you begin to introduce personal customers, you can qualify to earn between 1% and 10%² of their monthly bills. You can earn this commission month after month, year after year, for as long as your personal customers continue to use ACN's services. The amount you earn is based on your total personal customer points.

As your business grows and your total personal customer points increase, you earn more. When your total personal customer points reach 50, you can earn up to 10%²

Personal Commissions

Personal Customer Points	Commission ²
1-29	1%
30-39	3%
40-49	5%
50+	10%

Residual Override

You can also earn overriding residual income on the customers of all IBOs in your organisation provided you meet the relevant qualification criteria outlined in the 'Monthly Commission Structure' table.

The IBOs you personally sponsor – the first "level" or "generation" below you – ACN pays you 1/4%^{1,2} of the total monthly billings of all of the customers they introduce. Depending on the service each customer is signed up to, you can also earn overriding residual income as follows:

- 1/4%^{1,2} on level 2,
- up to 1/2%^{1,2} on level 3,
- up to 1%^{1,2} on level 4,
- up to 2%^{1,2} on level 5,
- up to 3%^{1,2} on level 6, and
- up to 8%^{1,2} on level 7.

Tip: 7th Level Qualifications

ACN IBOs can qualify to receive overriding residual income on and throughout their 7th level by acquiring and maintaining 40 personal customer points. Once you meet and maintain the minimum requirement, you're fully qualified through 7 levels of the Compensation Plan. Set a goal to meet these requirements as quickly as possible. Don't make the minimums your maximums. In other words, don't ride that fine line of having just 40 customer points. If one or more of your customers cancel their ACN services, you don't want to lose your qualification for that level.

RVPs and SVPs also receive overriding residual income below their 7th level as detailed in the 'Monthly Commission Structure' table.

Keep in mind that ACN sets no monthly quotas – just a one-time qualification. All you have to do is maintain this qualification and you will continue to receive residual income for the life of your customers.

You and EVERY IBO in your organisation – should always be acquiring new customers. That's where the growth comes from!

Monthly Commission Structure

Levels	Commission for all other New Zealand ACN Services ^{1,2}	Customer Points Required
You	1% - 10%	1
1	1/4%	10
2	1/4%	10
3	1/4%	20
4	1/2%	20
5	1%	40
6	2%	40
7	7%	40
Open Line RVP	1 1/2%	RVP Earns - the outlined commissions on all customers below 7th level to an unlimited number of levels to the next RVP or SVPs 7th level.
1st Generation RVP	1%	RVP Earns - the outlined commissions on all customers below 1st generation RVP's to an unlimited number of levels to the next RVP or SVP's 7th level.
2nd Generation RVP	1/2%	RVP Earns - the outlined commissions on all customers below 2nd generation RVP's to an unlimited number of levels to the next RVP or SVP's 7th level.
Open Line SVP	1/2%	SVP Earns - outlined commissions on all customers below 7th level to an unlimited number of levels to the next SVP's 7th level.
1st Generation SVP	1/4%	SVP Earns - outlined commissions on all customers below 1st Generation SVP's 7th level to an unlimited number of levels to the next SVP's 7th level.

Commissions are calculated based on personal, fully commissionable, actual monthly billing on all services (for a detailed description of commissionable revenue refer to ACN's Policies and Procedures).

^{1,2} Terms and conditions apply. Please see page 4 of this document

Customer Acquisition Bonuses (CABs)

When building your ACN business you are acquiring customers and recruiting IBOs who will also acquire customers, in order to build your residual income.

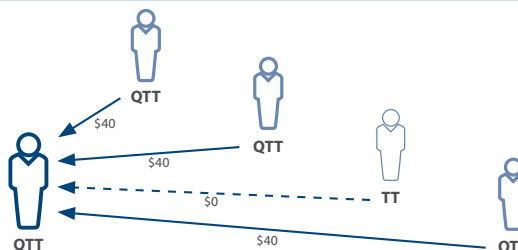
CABs are released when your newly sponsored Team Trainer (TT) becomes qualified within their first 30 days. If they don't meet their customer qualifications within 30 days, you will not receive a CAB. It is critical to help your new TT acquire their customers as soon as they start.

CABs will be paid no earlier than 14 days after the start date of the qualifying TT. The 'start date' of a TT is the earlier of the date of payment of their TT fee and the date their first customer is entered in ACN's system.

Qualified Team Trainer (QTT) CAB

QTTs are eligible to earn a \$40 CAB for every directly sponsored new TT they help get qualified with in the new TT's first 30 days.

Only QTTs are eligible to receive the QTT CAB. However the directly sponsoring TT does not have to be qualified on the day they sponsor the new TT, but must be qualified by the new TT's 30th day.



Team Coordinator (TC) and above CABs

Only qualified TCs and above are eligible to earn these CABs.

The six CABs are allocated based on the upline structure as at the start date of the new TT and not at the date of qualification.

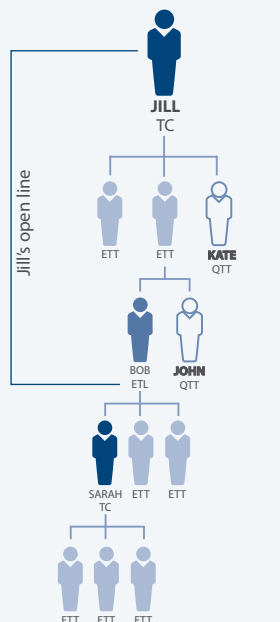
Open Line CABs are bonuses you earn when IBOs in your organisation (who have not yet reached your earned position) help their newly sponsored IBOs become qualified within their first 30 days.

Generational CABs are bonuses that you earn when IBOs in your organisation (who have reached the same earned position as you) help their newly sponsored IBOs become qualified within their first 30 days.

	TC ³	RVP ³	SVP ³
Open line	\$50	\$30	\$30
1st Generation	\$20	\$15	\$10

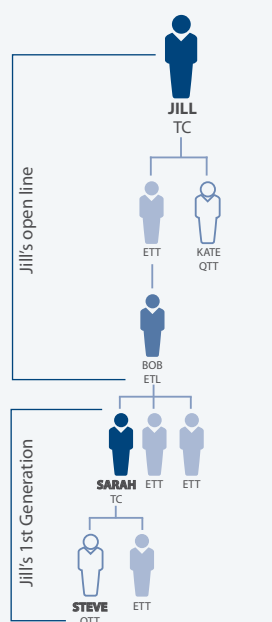
Example 1

Jill earns \$50 TC open line CABs on both Kate and John



Example 2

Jill earns a \$20 TC 1st Generation CAB on Steve
Sarah earns a \$50 TC open line CAB on Steve

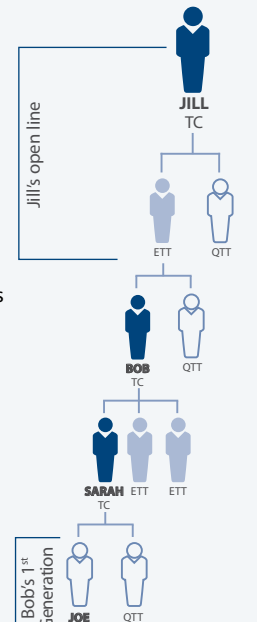


Example 3

Jill's open line changes due to Bob's promotion to TC

Bob earns a \$20 TC 1st Generation CAB on Joe

Sarah earns a \$50 TC open line CAB on Joe. (Jill isn't eligible for a CAB on Joe.)



Terms and conditions:

**** No more than 3 PowerShop Energy customers** can be used for TT qualification. # **If a Digital Phone Service customer** cancels within the first 60 days, the service will immediately stop counting towards qualification and may result in automatic reversal of all bonuses, CABs and Team-CABs. Equipment revenue is not commissionable. \$ **If a Home Phone, ADSL, Energy, M2 Select Mobile or M2 Mobile Broadband customer** cancels or disconnects within the first 90 days, the service will immediately stop counting towards qualification and may result in automatic reversal of all bonuses, CABs and Team-CABs. ¶ **If a Your Business Assistant (YBA) subscription payment** is denied due to credit card payment failure, or the subscription is cancelled, the YBA point will immediately stop counting towards qualifications. ^ **A Digital Phone Service, Home Phone or ADSL service** will not be considered complete and you will not gain qualification points until the customer has passed a credit check. † **An M2 Select Mobile or Mobile Broadband service** will not be considered complete and you will not gain qualification points until the service has become active. IBOs are however allowed an additional 30 days to complete any incomplete M2 Select Mobile customers that will qualify them for bonuses, CABs and Team-CABs. Equipment revenue is not commissionable. **1 Upline commissions** are halved when the personal commissions are 3% or higher. **2 RDs, RVPs and SVPs** must maintain the requirements for TT qualification in order to be eligible to be paid downline commissions. **3 An IBO** must maintain the requirements for TT qualification (see page 1 of this document) in order to be eligible to be paid a CAB. ‡ **For a period of 24 months** (commencing from the date of the customer's Energy Service activation) ACN IBOs are eligible to earn monthly commissionable revenue from their PowerShop Energy customers. At the end of this 24 month period these customers are purged from the IBO's personal customer list and will immediately stop counting towards qualification. ~ **From July 1, 2011** a maximum Customer Point threshold will apply to the following New Zealand services: Home Phone and ADSL. A maximum of 50 Customer Points for each of these services can be awarded to a single customer account. This maximum Customer Points threshold will only apply to new services added to a customer's account from July 1, 2011. This maximum Customer Points threshold does not replace ACN's TT qualification requirements (see the current Compensation Plan and section 1.8G of ACN's Policies & Procedures).