

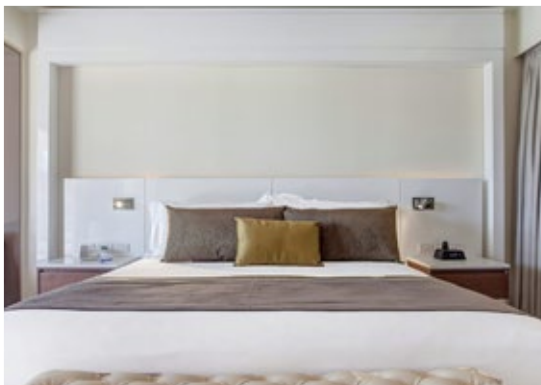


ESSENTIAL
BODYWEAR

Our next all-inclusive trip is bound for the luxurious

Hideaway at Royalton

SAINT LUCIA
MARCH 4-8TH, 2021



HIDEAWAY AT ROYALTON SAINT LUCIA

EARNING PERIOD

JANUARY 1 to
DECEMBER 31
2020

HOW YOU EARN POINTS

- For each \$1 in Personal Volume*1 point
- For each \$1 in Personal Volume you AND your new personal recruit in 2020 accrues, you earn 1 point.
- For new recruit signed and activated at \$1,500 in PV*1,000 points
- For every personal recruit who earns a leader title*5,000 points
- For every New Leader Title earned you earn*5,000 points

NEWBIE OR STANDARD?

We always want as many amazing Essential Bodywear (EBW) Representatives to join us. That's why we have two different requirement paths. If you've never joined us for an EBW incentive trip, we've made it a little easier to get there.

Our **Newbie** path is for any active EBW Representatives that **have never been on** an EBW group incentive trip.

Our **Standard** path is for any active EBW Representatives that **have been on** an EBW group incentive trip.

*During incentive time frame outlined. Incentive time period is for 1/1/20 - 12/31/20. Points equal 1 point (pts) per dollar of PV earned, plus 1 pts per dollar of PV earned by your new 2020 recruit. For this incentive trip, a qualified recruit is defined as a representative who was recruited between January 1 and December 31, 2020 and activated with \$1500 in PV By January 31, 2021. To receive credit for this requirement, new representatives must enroll January 1, 2020 through December 31, 2020 and must qualify with \$1,500 in PV on or before January 31, 2021. It is also defined as someone who has NEVER been an active EBW Representative within the system. Reactivated representatives do not count towards this incentive. New representatives must be personally recruited to count towards incentive. New Team Leader promotions/Points can be earned only ONCE per paid as title earned during incentive time-frame. Falling and regaining title will not offer additional points.



6 WAYS TO EARN FOR NEWBIE & STANDARD PATHS

LEVEL ONE

All inclusive stay for one. Five days and four nights stay in a Deluxe Suite

Newbie 30,000 pts* + minimum 3 activated recruits
Standard 40,000 pts* + minimum 4 activated recruits

LEVEL TWO

All inclusive stay for one. Five days and four nights stay in Deluxe Suite and airfare voucher for one

Newbie 40,000 pts* + minimum 3 activated recruits
Standard 50,000 pts* + minimum 4 activated recruits

LEVEL THREE

All inclusive stay for two. Five days and four nights stay in Deluxe Suite and airfare voucher for one

Newbie 45,000 pts* + minimum 4 activated recruits
Standard 60,000 pts* + minimum 5 activated recruits

LEVEL FOUR

All inclusive stay for two. Five days and four nights stay in Deluxe Suite and airfare voucher for two

Newbie 50,000 pts* + minimum 5 activated recruits
Standard 70,000 pts* + minimum 6 activated recruits

LEVEL FIVE†

All inclusive stay for two. Five days and four nights stay in upgraded Deluxe Suite, airfare voucher for two

Newbie 60,000 pts* + minimum 6 activated recruits
Standard 80,000 pts* + minimum 7 activated recruits

LEVEL SIX†

All inclusive stay for two. Six days and five nights stay in upgraded Deluxe Suite, airfare voucher for two

Newbie 70,000* pts + minimum 6 activated recruits
Standard 90,000* pts + minimum 7 activated recruits

A COUPLE EXAMPLES TO HELP YOU PLAN

NEWBIE PATH	
YOUR ACTIVITY	POINTS EARNED
Each month hold 2 events with an average of \$800PV each.	2 events x \$800PV x 12 = 19,200 pts
Sign & activate 3 personal recruits	3 new recruits x 1000pts = 3000 pts
Coach new personal recruits to submit one event at \$800PV each month.	3 new recruits x 800PV x 6 months = 14,400 pts
Self promote to Team Leader or above	= 5000 pts
CONGRATS! <i>You've earned Level Two!</i>	= 41,600 pts

STANDARD PATH	
YOUR ACTIVITY	POINTS EARNED
Each month hold 3 events with an average of \$800PV each.	3 events x \$800PV x 12 = 28,800 pts
Sign & activate 4 personal recruits	4 new recruits x 1000pts = 4000 pts
Coach new personal recruits to submit one event at \$800PV each month.	4 new recruits x 800PV x 6 months = 19,200 pts
Self promote to Team Leader or above	= 5000 pts
CONGRATS! <i>You've earned Level Two!</i>	= 57,000 pts

†Level Five and Level Six: Room upgraded suites are based on availability of the suites reserved for EBW and all ties will be broken by number of activated recruits qualified in the incentive time period.



St. Lucia

MARCH 4-8TH, 2021

HIDEAWAY AT ROYALTON

From the Royalton - Discover the best of all-inclusive resorts in Saint Lucia at the adults only Hideaway at Royalton Saint Lucia Resort and Spa. Guests ages 18 and up can look forward to gourmet cuisine and artfully prepared cocktails in a modern resort setting, located in a tropical paradise.

Discerning travelers can take advantage of Royalton's All-In Luxury® concept, offering reservation-free world-class dining and endless entertainment including daily water sports, fitness programs, yoga on the beach, mixology classes beside the pool and sunset champagne toasts.

Hideaway guests will enjoy a separate hotel check-in area and full access to the wider Royalton Saint Lucia Resort and Spa's amenities, restaurants, bars and the world-class Royal Spa.

GROUP TRAVEL INCENTIVE RULES

The group incentive trip must be taken as scheduled. Achievers who earn a group travel award and later find they are unable to travel must notify the Meetings and Incentives department in writing. The company will consider this notification final. Appropriate deductions for any non-refundable payments made on their behalf will be reflected in the awards value. All such decisions made by the company are final.

Achievers may not take any other Essential Bodywear (EBW) representative or EBW employee on the group trip as their guest.

Only one award may be claimed per earner. The incentive is void where prohibited by law. Award is only available to EBW representatives in good standing. Good standing includes but is not limited to the following: may not be on a leave of absence, no negative balance, has not been deactivated. Fraud constitutes disqualification. The company reserves the right to determine the earners.

Those who earn the trip for one award will be paired with a roommate. A limited number of guest packages may be available and will only be sold to EBW representatives who earn Level 1 or Level 2. No compensation will be made to any achiever for any unused portion of a group incentive trip.

EBW reserves the right to substitute other rooms, earned benefits, and/or resorts and/or location of equal or higher value to any listed in the brochure.

Transfers from St. Lucia Airport to the resort and the resort to St. Lucia Airport are included during the time frames of the incentive trip. All other transportation expenses are the trip earners responsibility.

Award earners are responsible for booking their own airfare and sending in receipt for reimbursement. Airfare vouchers will be reimbursed within 10 business days of receiving airfare receipt(s) at Home Office.

Group trips are non-transferable.

Inclusions for the group incentive trip are listed within the brochure.

Airfare voucher(s) reimbursement will not exceed the amount of \$500. *No exceptions.*

Airfare voucher(s) will be reimbursed at the rate outlined on the airfare receipt the award earner mails to Home Office unless it exceeds the airfare voucher of \$500 rate outlined in the previous paragraph.

Travel Award Programs are not reimbursable in regards to airline voucher reimbursement. These include, but are not limited to, airline points, credit card rewards, etc. *No exceptions.*

Personal travel arrangements in conjunction with the group incentive trip must be made by the achiever and it is the achiever's responsibility to pay applicable fees for the changes.

St. Lucia Airport transfers where applicable will only be provided on group arrival/departure days.

EBW reserves the right to change the trip itinerary or length if necessary.

Any missed departure is the achiever's responsibility to rectify. EBW is not held responsible for any extra charges incurred by achiever while on the incentive trip. This includes but is not limited to extracurricular activities, phone charges, room charges, missed departures or arrivals, etc.

All standard meals, drinks, and entertainment are included in trip incentive. Unless otherwise noted, transfers, airfare, baggage handling, excursions, spas, medical/travel insurance and/or items of a personal nature are NOT INCLUDED and are the responsibility of the trip earner. If you are unclear of what is or is not included, ask prior to using. If items are deemed not included, the trip earner will be monetarily responsible for those items. Group Program Rules Requirements for earning awards are listed within the brochure.

EBW reserves the right to audit recruits and PV for each EBW representative and to make adjustments when warranted. Manipulation of your events and or recruits to skew the outcome of the incentive trip is strictly prohibited and will result in immediate disqualification for all involved.

Transferring sales or recruits from one representative to another, or breaches to the rules as published by the company will result in disqualification for all involved.

For this incentive trip, a qualified recruit is defined as a representative who was recruited between January 1 and December 31, 2020 and activated with \$1500 in PV By January 31, 2021. To receive credit for this requirement, new representatives must enroll January 1, 2020 through December 31, 2020 and must qualify with \$1,500 in PV on or before January 31, 2021.

New Team Leader or higher promotions points can be earned only ONCE per paid as title earned during incentive time-frame. Falling and regaining title will not offer additional points. These points will be earned on first time promotions of TL or higher in the career plan.

The value of the award will be included on your IRS 1099 form for the year in which you receive the award and will reflect fair market value of the award.

Any questions should be directed to EBW Home Office at 248.668.0888. Please note any answer received does not supersede the information, rules, levels, ways to earn the incentive, etc. as outlined here. Refer to this document for correct information.

Only one award may be claimed per earner.

Only active EBW representatives in good standing throughout the incentive period and time of group travel are eligible to participate in the 2021 group incentive trip.

Each trip earner is responsible for keeping track of their own incentive progress.

It is each individual representatives responsibility to know and understand where they stand in the program.

Can I help my new recruit qualify?

We encourage you to train and support your new recruit for success. However, as stated in our handbook, you can not buy products and or place orders under your representatives or anyone in your downline, give orders from your customers or engage in any other prohibited activities to qualify your new PSAC.

Will there be an audit completed before trips are awarded?

Yes, there will be an audit completed on all earners before the trip takes place. It is important that everyone earning the trip is following the Guidelines of our policies and procedures and the DSA code of Ethics. You cannot buy products/ and or place orders under any downline or give your customers orders, or engage in any other activities to qualify a recruit. You can purchase enrollment kits for your recruits. Any representative guideline violations will result in points/trips being removed.