

U.S. / CA Market

# 2021 Quarterly IRP Achiever Bonus



2021 marks the 20th anniversary of NHT Global and we're celebrating big with the 2021 Q1 Achiever bonus, bringing unprecedented rewards to help you achieve your business goals. Rank advancement takes commitment and hard work and many come very close each quarter to qualifying but miss rank advancement by just a few BV! For 2021's Q1 Achiever Bonus, in addition to the 9 ranks in our International Recognition Program (IRP), we have added in four advance ranks (Pre-ranks) which provide the benefit of advance cash awards for achieving the BV requirements.

These interim levels of achievement are rewarded as motivation to climb to the next IRP rank. Every effort in this incentive is recognized, and your progress toward a rank is rewarded.





If your average rank achievement in 2020 in the International Recognition Program (IRP) was rank 0-5, or you recently joined the NHT Global family in Q1 2021, as long as you accumulate 1,250BV or more in newly sponsored BV (either through building a team of like-minded distributors or through customer sales in our Preferred Customer Program, not including reorder BV made by your personally enrolled members or preferred customers or your personal reorders) and you achieve a rank in the IRP, you will qualify for an opportunity to receive a cash award up to USD 10,000!

| Advance Rank in Q1<br>(Terms and Condition #3) | Cash Reward (USD)<br>(Terms and Conditions #4) | Monthly Weak Side BV   | Monthly Combined BV |
|--|--|--|---------------------|
|  |  | In order to achieve your quarterly rank, you will be required to achieve 2 months monthly BV as below. |                     |
| Pre-1  | +800*  | 1,250 BV   | 3,750 BV            |
| (1) Associate                                  | +1200*   | 2,500 BV   | 7,500 BV            |
| Pre-2  | +600   | 3,250 BV   | 9,750 BV            |
| (2) Leader                                     | +600   | 4,000 BV   | 12,000 BV           |
| Pre-3  | +1,000   | 6,000 BV   | 18,000 BV           |
| (3) Group Leader                               | +1,000   | 7,500 BV   | 22,500 BV           |
| Pre-4  | +500   | 8,750 BV   | 26,250 BV           |
| (4) Senior Leader                              | +500   | 10,000 BV  | 30,000 BV           |
| Pre-5  | +1,100   | 15,000 BV  | 45,000 BV           |
| (5) Director                                   | +1,100   | 20,000 BV  | 60,000 BV           |
| Pre-6  | +1,200   | 30,000 BV  | 90,000 BV           |
| (6) Gold Director                              | +1,200   | 40,000 BV  | 120,000 BV          |

\*In order to earn the Pre-1 and rank 1 Associate cash reward, at least 50% of the total BV in the qualifying months must come from US or Canada Sales and product orders. This 50% requirement does not apply to the achievement of other rank advancement rewards. For example, if you start at zero rank and do not meet the 50% requirement, but advance to ranks Pre-2 or above, you will earn the full cash rewards, for the other rank advancements, but not the Pre-1 and rank 1 Associate cash bonus.

**Cash rewards are cumulative, and you can earn up to US\$ 10,000 in Q1!**



### Example 1:

Miss Chen: I enrolled in NHT Global in 2018. My quarterly ranks in 2020 were 2, 3, 4, and 4, and I completed my quarterly reorder requirements. I would like to know what my starting rank is.

NHT Support: Your average quarterly rank for 2020 was  $(2+3+4+4)/4=3.25$ . Since 3.25 is not an integer, the decimal point will be omitted, and therefore your base rank will start at rank 3.

Miss Chen: If my achievement ranks in 2021 from January to March is 5, 7, and 7, and I fulfill my Q1 reorder requirement. I would like to know how much bonus I can earn in Q1 2021 Achiever Bonus.

NHT Support: In 2021, your Q1 achievement rank is 7. If you fulfilled your Q1 reorder requirement and met your newly accumulated 1,250BV requirement, then congratulations, you will advance from rank 3 to rank 7 in Q1 and will be awarded  $\$500 + \$500 + \$1,100 + \$1,100 + \$1,200 + \$1,200 = \$5,600!$

### Example 2:

Mr. Lee: I enrolled in NHT Global June, 2020. From June to December, my actual BV of the monthly rank was 2, 1, 2, 2, 1, 3, and 3. I would like to know what my base rank would be for the Q1 2021 Achiever Bonus.

NHT Support: Since you enrolled in June, 2020, your actual BV in June will still be calculated as the rank of Q2 2020. Your monthly rank from April to June was 0, 0, 2, and therefore your Q2 rank of 2020 was rank 0. Your rank will be calculated based on your actual BV. Your quarterly rank in 2020 from Q2 to Q4 was 0, 2, 3, and your average rank in 2020 was  $(0+2+3)/3=1.7$ . The decimal point will be omitted, and your base rank to start is rank 1.

Mr. Lee: If my actual BV from 2021 January to April are shown as below, will I earn a cash bonus?

|              | January  | February | March    | April    |
|--------------|----------|----------|----------|----------|
| Weak Side BV | 6,000BV  | 6,000BV  | 20,000BV | 20,000BV |
| Combined BV  | 20,000BV | 20,000BV | 40,000BV | 40,000BV |

NHT Support: Your achievement rank in 2021 from January to April is Pre-3, Pre-3, 4, and 4. If you fulfill your Q1 rank 2 reorder requirement of 120BV and complete your newly accumulated 1,250BV requirement, you will advance from rank 1 to rank Pre-3 in Q1 and will be awarded  $\$600 + \$600 + \$1,000 = \$2,200!$

Since your highest achievements during March and April were rank 4 and you fulfilled your rank 4 reorder requirements of 250 BV with in Q2 2021 and met your newly accumulated 1,250BV requirement, you will be benefit from the cross quarter achievement, and in Q2 2021, you will be recognized as rank 4. Please pay close attention to the 2021 Q2 Achiever Bonus, for opportunities to continually climb ranks for additional rewards.

### Example 3:

Mrs. Huang: I enrolled in 2019. In 2020, my ranks in Q1 and Q2 were both rank 0. From July to December in 2020, my actual BV rank achievements were 2, 3, 3, 3, 2, and 2, but I did not fulfill my reorder requirements. I would like to know what my base rank is for the Q1 2021 Achiever Bonus.

NHT Support: Despite not fulfilling the reorder requirements in Q3 and Q4, your rank in Q3 was calculated as rank 3. Due to the cross quarter requirement, you achieved rank 3 in both September and October, and your Q4 rank was calculated as rank 3. Hence your base rank will be  $(0+0+3+3)/4=1.5$ , as rank 1.



As long as your highest rank is 0~6 (Terms and Conditions #2) in 2020 in the International Recognition Program (IRP), and you successfully reach the below rank in 2021, you will earn points toward the Luxury Car Subsidy Award.

| Quarterly Rank | Rank 4    | Rank 5    | Rank 6 or above |
|----------------|-----------|-----------|-----------------|
| Points         | 20 points | 25 points | 30 points       |

Get \$ 20,000 subsidy for 80 points (Terms and Conditions #6, #7);  
Get \$ 25,000 subsidy for 100 points (Terms and Conditions #6, #7).





### Terms and Conditions:

1. The starting rank of cash reward is the average of the Q4 International Recognition Program (IRP) of 2020. If it is not an integer, the numbers after decimal point will be omitted. If a member enrolled in 2020, the starting rank will be calculated from the quarter of enrollment.
2. The starting rank of all rewards is based on the actual performance. Even if it does not meet the rank reorder requirement BV or newly sponsored Preferred Customer requirement of the current quarter, as long as the weak side BV and the combined BV have reached a certain rank which is as starting rank, and only when the rank is promoted to get the reward.
3. Members who are promoted to the IRP or other Pre-Rank must achieve the rank at least 2 months in the same quarter or achieve the rank for cross quarter promotional qualification, To qualify for cross quarter, please be sure to place your quarterly reorder in the cross quarter month (for instance Oct.); The reorder requirement BV of Pre-Rank are the same as the previous rank. For example, Pre-3 only needs to meet the reorder requirement BV of rank 2.
4. The reward is calculated in US dollars and will be converted into an equivalent local currency.
5. For Luxury Car Subsidy, qualified members must submit car model information, purchase price and supporting documents to prove the car is purchased between 2021 and March 2022. NHT Global will verify the information provided before the subsidies are rewarded. If a member has already received the Supreme Bonus Luxury Car Subsidy before or during 2020, he/she cannot be rewarded again in 2021. Other rewards are unconstrained.
6. Qualified members can choose one of the following ways to verify Luxury Car Subsidies (used cars will not be included):  
**Method 1:** Clearly show the relevant original documents of the model and price of the luxury car purchased and registered in his/her name from 2021 to March 2022. After the company has verified it, he/she can get a luxury car subsidy of up to \$ 25,000 (100 points) / \$ 20,000 (80- 95 points).  
**Method 2:** Alternatively, earn a cash prize of \$ 20,000 (100 points) / \$ 16,000 (80-95 points) directly.
7. Basic terms and conditions are subject to International Recognition Program terms and conditions.
8. NHT Global will notify winners for collection of rewards individually by using contact information in NHT Office.
9. All qualified points will be updated in NHT Office and posted 30 days from the quarterly end date. If a member does not see any updated points in NHT Office, please contact NHT Global customers service.
10. All unauthorized sales of company products on social media or e-commerce platform including but not limited to Jingdong, Taobao, Xianyu, Pinduoduo, Ebay and Amazon will not be included in any reward of the company.
11. NHT Global reserves the right to make the final decision on all gifts/rewards.

\* All references to income, implied or stated, in the NHT Global Compensation Plan are for illustration purposes only. NHT Global does NOT guarantee that anyone will earn any level of income, or any income at all. Earnings from the NHT Global Compensation Plan, if any, will depend solely on each person's effort, skill, and ability.

\* Based on previous incentive qualifications conducted by the company, approximately less than 1% of the US active member base qualified in the program. Please review the Income Disclosure Statement at the following link: <https://unitedstates.nhtglobal.com/wp-content/uploads/sites/55/2020/05/STATEMENT-INCOME-AVERAGE-2020.pdf>