

Kannaway Compensation Plan FAQ's

Updates effective from 02 May 2022

Why has the compensation plan changed?

The compensation plan has been improved to ensure that all Entrepreneurs get rewarded for everything they do. The harder, faster and smarter they work, the better the rewards. The changes are effective from 02 May 2022.

DIRECT SALES COMMISSION

Will I still receive Triple Direct Sales Commission (DSC)?

The BV on the new Value Packs has been increased. This means that now when you enrol a new Entrepreneur with a Value Pack you will receive increased DSC payment. The Triple DSC has been removed but remember, there is increased earning potential with the new compensation plan when you build quicker and reach new ranks.

FAST START 3000 & 9000

I am working towards FSQ, can I still achieve this?

Anyone who enrolled prior to the new value packs being launched on May 4th is still eligible for completing FSQ and FS 3000 and 9000.

VALUE PACK BV CHANGES

What has changed?

We have increased the BV ratios on our Value Packages, making it more rewarding for you as you enrol new customers and Entrepreneurs.

- Junior Executive Pack: 70%. DSC 10% of BV.
- Executive Pack: 80%. DSC 10% of BV.
- Total Experience Pack: 90%. DSC 10% of BV.

As part of this enhancement, we have removed the Fast Start program in its entirety, DSC Check (cheque) Match, and the triple DSC component of the Compensation Plan. We have also made it a requirement for all Kannaway Entrepreneurs to maintain 110 PV to earn any commissions.

MINIMUM INCOME GUARANTEE

Is the 2-month grace period still a requirement for the MIG?

No, we have removed the 2-month rank requirement and the 220 PV requirement in order to earn a Minimum Income Guarantee and replaced it with a 110 PV requirement.

What is 'Qualified MIG Volume'?

'Qualified MIG volume' is your total capped Enrolment Tree Volume (EV) for the rank.
[Applies to all Entrepreneurs, regardless of enrolment date.](#)

This means that you can count 60% of the required rank volume from your largest leg PLUS the volume from all of your other legs as your qualified MIG volume. For example, an Area Director would not be able to count more than 9,000 points from their largest leg.

What is 'Capped MIG Volume'?

You can count 60% of the required rank volume from your largest leg.

What are the new MIG amounts?

- Executive Director MIG \$500 - \$1,500
- Area Director MIG \$1,500 - \$4,500
- Regional Director MIG \$4,500 - \$10,000
- 100K Club MIG \$10,000 - \$13,500
- National Director MIG \$13,500 - \$24,000
- International Director MIG \$24,000 - \$40,000
- Vice Presidential Ambassador MIG \$60,000
- Presidential Ambassador MIG \$70,000
- Crown Ambassador MIG \$83,333
- Double Crown Ambassador MIG \$83,333

***In order to be eligible to earn a MIG, all Entrepreneurs must** maintain 110 PV and have 3 personally sponsored Entrepreneurs on 3 separate legs each with 110 PV.

Does PV spill-over count in the weak leg for MIG Volume?

Yes.

Will there be a change in Retail commission paid to Entrepreneurs?

No change.

Is it still a requirement to have 3 active legs?

Yes, this is a fundamental requirement to building a strong business.

RANK ADVANCEMENT COMMISSION

What are the new Rank Advancement Commission amounts?

- Director \$200*
- Senior Director \$200 + Bonus \$200**
- 100k Club Rank \$3,750 + Bonus \$3,750**
- International Director \$24,000
- Vice Presidential Director \$40,000 + Visit to Corporate Offices
- Presidential Ambassador \$70,000 + Rolex Watch
- Crown Ambassador \$100,000 + Tesla***
- Double Crown Ambassador \$200,000

**If you rank advance within 30 days*

***If you rank advance within 60 days*

***We have added a 100k Rank permanently to the Compensation Plan between Regional Director and National Director.*

****Tesla rewarded as part of a lease. Achieving the rank covers the initial fees and first year of the lease. To continue lease payments, maintain the rank of Crown Ambassador.*

Every Entrepreneur that is qualified at regional or above 75% of the time will be on Team Elite. If you are qualified at your highest earned rank 75% of the time, then you would be National Director Team Elite as an example.

Will Rank Advancement Commission be paid separately from the MIG?

No.

SMARTSHIP

What are the changes?

We have revised and made a positive change to the SmartShip program to reward loyalty in your business. We have removed the automatic 10% discount on Autoship. This feature will be removed on Monday, March 14th. The new program rewards loyalty.

When you place SmartShip orders for 6 consecutive months, you'll receive the 7th month for free + BV! All you need to do is pay for shipping. The value of the 'free' month will be based on the average SmartShip order for the previous 6 months. Here's an example:

Month 1 \$800
Month 2 \$900
Month 3 \$500
Month 4 \$700
Month 5 \$300
Month 6 \$1000
TOTAL: \$4200

Previous 10% saving: \$420

New 1-month free saving: \$700

Will the shipping cost be included on the 7th month free SmartShip?

The shipping cost for the 7th month free is not included.

Is there a minimum BV needed to qualify for the 7th month free?

There is no minimum BV required, however the average value of the largest SmartShip order each month will be calculated to determine the value of the free 7th month.

Will a returned SmartShip order still count towards my six months?

Returned orders will not be counted. Six consecutive months are required to achieve the 7th month free order.

Will SmartShip purchases since 1 May be counted in the 6 months SmartShip loyalty program?

Yes

Are all of the other SmartShip requirements still in place?

The only requirement is to have 6 consecutive months of SmartShip.

Will the SmartShip for customers also change?

Yes, customers will also be on the new program.

Will 3 for FREE continue?

Yes.

Will I get the Entrepreneur fee credited if I have a SmartShip in 30 days?

No.