

# Watkinize Your Home Assortment and Bonus Payout Frequently Asked Questions

How can I benefit from the Watkinize Your Home (WYH) Bonus Payout?

The number one factor that will determine your team-building success is whether your new Associates are successful in their first months. If they earn income quickly with Watkins, it can lead to a lifelong commitment to their business. When your downline team is making money, they will continue growing their businesses — this is where YOUR residual income comes from. This new program can help your most serious downline teammates find instant financial rewards, which will lead to faster business growth. So, not only can YOU earn significant bonus income from WYH Bonus Payouts, your teammates will too, which will lead to faster growth, and higher more secure long-term residual income.

Do I need to participate in this WYH Bonus Payout? What happens if I don't?

No. It is completely optional. You can continue building your business exactly the way you have been. WYH Bonus Payouts will not impact your business methods or your income at all. If you don't participate in WYH Bonus Payouts you will not earn the special cash bonuses you might otherwise be eligible for cash bonuses when a member of your downline team purchases the Watkinize Your Home assortment.

I already have many of the products in the assortment. Do I still have to buy it?

Even though you may already be using many of the products in the Watkinize Your Home assortment, you still need to purchase this assortment one time if you want to take advantage of WYH Bonus Payouts. Not only is it a requirement to receive bonuses, but you also want to be able to honestly tell your team members that you have taken the same steps you're suggesting for them.

Can I pick the products I want in the assortment? I already have many of them and I don't prefer a few of those that are included.

The Watkinize Your Home assortment is preselected. However, you can do what you want with the products—use them, sell them, give



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them away as gifts, save them for when you run out of the ones you already have — the choice is yours.

Do I have to buy an assortment every month I'm eligible for a WYH Bonus Payout?

No. You only need to purchase the WYH Assortment one time. That's it, you have met the WYH qualifications for your entire Watkins career.

What if one of my team members buys the assortment before me? Do I miss out on bonuses?

Not necessarily. You have until the end of that month to buy your assortment and enroll in the Loyalty Program. But if you think someone on your team may buy the assortment, you may not want to wait, as you may not know in time to act. They may purchase the assortment on the last day of the month and then you will miss out.

Why do I have to be on Watkins Loyalty Program to earn WYH Bonus Payouts?

WYH Bonus Payouts are intended to reward Associates who focus on team building and personal product use. Being on Watkins Loyalty Program gives Watkins a measurable way to track those dedicated to using Watkins products in their home. There is no reason not to be enrolled in Watkins Loyalty Program—if you're already achieving over 100/200 Central Points per month, the Loyalty Program's automatic gift certificate ordering will never kick in.

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## Frequently Asked Questions

Can I buy the WYH assortment without enrolling in the Loyalty Program?

Yes. It is a nice selection of products and the free E-Associate package is a great value. But you will not qualify for WYH Bonus Payouts unless you are enrolled in the Loyalty Program by the end of the month in which your downline team member purchases the WYH assortment. You can wait, but you are risking \$\$\$ if a downline team member buys this on the last day of the month.

I'm at the Consultant level. Don't I have to be a Bronze Consultant to get WYH bonuses?

Don't worry if you're not a Bronze Consultant. By taking advantage of WYH Bonus Payouts, chances are good that you will automatically be a Bronze Consultant once a new team member joins and chooses to build their business with the WYH assortment. That's because you would have at least 100 Central Points (from your own regular orders or from participating in Watkins Loyalty Program) and you would have at least 600 Group Points (including your new Associate's 500 points from the WYH assortment).

Won't this seem like too big of an investment for many new Associates?

That is why Watkins gives all new Associates 90 days to decide what option best fits their needs. In addition, Associates can purchase this assortment later when it makes sense for their business. Considering the value and benefits, it makes sense to purchase the WYH assortment if they plan to buy the same products (over their first few months) that are in the assortment.

Should my current prospects wait until February to join?

No. They can get started right now and still benefit from all the optional assortments that go into effect on February 1. Since new Associates have 90 days, they will be able to purchase optional assortments February 1, 2008. In fact, anyone who joined your team on or after November 1, 2007 will be eligible to benefit from

optional assortments. And of course, every Associate (no matter when they joined) will benefit from Watkinize Your Home Bonus Payouts when they purchase the Watkinize Your Home assortment and enroll in Watkins Loyalty Program.

Do I really get two bonuses when I'm a Manager?

Yes, the WYH bonuses are cumulative. If you are a paid as WYH qualified Manager and an Associate you personally sponsored buys the Watkinize Your Home Assortment, you will receive a Bonus Payout(\$135) plus a Manager share (\$33) for a total of \$168. Depending on your *paid as title* with Watkins, you can earn up to \$234 when your personally sponsored Associate purchases the WYH assortment!

### WYH Bonus Payout Breakdown

When any Associate purchases the Watkinize Your Home assortment, cash bonuses up to \$234 are generated and paid out to qualified Associates above them in the organization (also known as an upline). The WYH Bonus Payout is as follows:

- \$135 to the first level upline paid as Bronze Consultant or higher that is WYH qualified\*.
- \$33 to the first level upline paid as Manager who is WYH qualified\*.
- \$33 to the first level upline paid as Bronze, Silver or Gold Manager who is WYH qualified\*.
- \$33 to the first level upline paid as Executive who is WYH qualified\*.

\* To be WYH qualified (to get paid bonuses in any given month on a downline's purchase of this assortment), each eligible upline Associate must:

- Have already purchased one Watkinize Your Home assortment.
- Qualify under the rules of the regular compensation plan as a Bronze Consultant or higher.
- Be a member of Watkins Loyalty Program (or join the program before the end of the month).

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When a Canadian sponsors a US Associate, will they be paid the Canadian bonus amount?

Yes, dollars will be converted.

If I'm already an e-Associate, do I receive the Watkins Your Home assortment at a special price?

Current e-Associates will not receive any additional discount off the assortment. You are already reaping the benefits on having an e-Associate site, and we want to give those existing Associates who have not given the e-Associate web site a try, the chance to do so, and you are receiving a good value with the product selection you are receiving. By purchasing the WYH assortment you are rewarding yourself with future bonus payouts.