



Community Director Marketing and Compensation Plan



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## Mission

At iJango we are committed to the highest standards of ethics and integrity. Our employees, family of Community Directors and Members are our most valued assets, each with a role in fulfilling our mission.

iJango embodies and encourages entrepreneurship, teamwork, and financial independence with a compensation plan that positions our family of Community Directors with a lucrative opportunity.

## Introduction

Welcome to the iJango Network. As a Community Director (CD) you have the potential to earn an income with a unique and innovative business model. To get started, an applicant must register with iJango Network by filling out an online Community Director (CD) Application.

You can become a Community Director (CD) with iJango and start your own business by harnessing the power of the Internet. As a Community Director (CD) with iJango, you earn commissions by personally gathering customers (Members) who register, then shop or interact with the services provided within the iJango Community. Each time your network of Members generate revenues by purchasing products and interacting services within the iJango Community we pay you commissions provided you are "eligible" pursuant to this Marketing and Compensation Plan (Compensation Plan).

## Referral Code

To enroll as a CD with iJango you must use the referral code of the iJango CD who introduced you to the iJango opportunity.

When you join iJango as a CD, you receive your own unique personal referral code which will enable you to build your new iJango Community. You create your personal referral code during the joining process.

Once you join, your Personal Community Recruitment Website is automatically created and can be accessed at <http://yourreferralcode.ijango.biz>. The Personal Community Recruitment Website is what you will use to gather personal Members who may use iJango's tools and utilities when shopping or interacting with the services provided within the iJango Community. For example, when your personal Members shop within the iJango Community or interact with other services provided, you may receive the commissions from those revenues.

Members are required to register through your Personal Community Recruitment Website to fully benefit from iJango's features and functionality. This will allow them to; at no cost to them, create their own personalized iJango tools and utilities so that they can customize their settings and preferences. This allows you to secure them as a Member going forward. Members receive no incentive or commissions for growing or referring others to the iJango community, as their benefits are restricted to only the benefits identified separately in the Membership Rewards Program. These benefits include, but are not limited to:



- Their home page is conveniently set to their new customizable iJango Portal at <http://memberprofilename.ijango.com>
- iJango's search functionality
- An optional free email account with iJango.
- iJango news categories including Entertainment, News, Weather and current events.
- Ability to earn rewards as outlined separately in the iJango Membership Rewards Program

Upon joining as a CD, you automatically become a Member and receive the corresponding benefits of the Membership Rewards Program, as more specifically outlined in that document.

## Join the iJango Community

### **Community Member (Member)**

You can become part of the iJango Community by joining as a Member. There is no cost associated with becoming a Member, and the details and benefits of this program are outlined separately in the iJango Membership Rewards Program.

### **Community Director (CD)**

You may want to consider the optional Community Director package. Community Directors that elect to enroll in iJango pay a one-time fee of \$149.95 with \$19.95 monthly payments. A CD enjoys full access to all aspects of our Compensation Plan and full benefits of iJango's Community Director Package. See Community Director Benefits below.

### **Affiliate**

The "Affiliate" category is no longer available. Any Affiliate who had enrolled in the iJango Community prior to September 15, 2009 will be grandfathered and continue on as an Affiliate. Affiliates are eligible for the Tools & Utilities Commissions and the Member Gathering Bonuses. These Affiliates will continue to enjoy the ability to upgrade to the full benefits of the Community Director Back Office Package at any time.

## Community Director Benefits

### **I. CD Back Office Package**

The back office tools allow you to monitor your Community. Benefits may include but are not limited to:

- Community genealogy reports in multiple formats that will allow you to review your Community's population and productivity;
- Commission reports that will enable you to have visibility into your income from the Community;
- Monitoring tools to view your past and current productivity in graphical formats;
- Analytics for the portal activities of your personally referred Members;
- Select your communication preferences;



- Enjoy having all iJango Marketing and Sales tools at your fingertips: banners, videos, presentations, and more;
- Manage your direct deposit information and withdraw earned commissions and bonuses;
- Access to important forms and documents; stay up to date with corporate news and announcements, and much more with this powerful business tool.

The Community Director package truly enables you to effectively manage your journey to financial independence.

## **II. Community Success Department**

Trained Community Success Specialists are standing by for all of your Community support needs. This department provides CDs with all necessary communications so that you and your team are always up to date. Our Community Success Specialists are experts when it comes to iJango; we understand what it means to be a successful entrepreneur, and have the best interests of our CDs in mind at all times. Access our Community Success team through your ticket system in your back office, or by calling us at 888-WEJANGO.

## **III. Personal Community Recruitment Website**

Your Community Recruitment Website is an easy to use website designed and built to help you build your iJango Community. Simply send your prospective Members and CDs to your site and it will explain the iJango Community for you!

## **IV. Commissions**

You will benefit from this Community Director Marketing & Compensation plan that commissions you for the revenue generated by Members within your Community.

## **VI. Insurance**

All Community Directors are able to participate in the optional iJango / Aetna Limited Liability Health Insurance Program at an additional cost. These group benefits are not available to individuals outside of the Community Director package and all applicants are guaranteed issue. For CDs looking to work this business full time, access to this health insurance option is an important tool to help facilitate your journey to financial independence.

## **Compensation**

iJango offers its CDs a compensation plan for gathering Members who purchase products and services through and use the iJango portal. There are two categories that these commissions/bonuses fall into; Tools & Utilities Commissions and Member Gathering Bonuses.

### **1) Tools and Utilities Commissions**

Tools and Utilities collectively define the revenue generating capabilities of the iJango portal. As Members interact with the iJango portal, they generate revenues to iJango by purchasing products and services, as well as other indirect revenue generating activities that the portal facilitates. These usage revenues fall within the category of "Tools & Utilities" and it is from these revenues that Tools and Utilities Commissions are derived.

As an iJango Community Director, you earn commissions based on the revenue produced by your Member's utilization of the portal's Tools & Utilities.



Additionally, you as a Community Director share in the revenues generated by the Members that have been referred by the other Community Directors below you! The breakdown of how iJango distributes these funds with you and your community is illustrated below, provided eligibility requirements are met in order to earn said commissions.

A separate iJango Membership Rewards Program supports our Customer loyalty program. It incentivizes a Member's personal utilization of his or her own iJango web portal. Program benefits will vary over time. the Program The Program benefits and costs are deducted before the revenues are credited to iJango and its Community Directors.

As a CD, you are your own Member. 60% of net Tools and Utilities commissions paid to iJango are paid out to CD's. You may thus qualify for the following Tools and Utilities Commissions, which represent the percentage of 60% of the commissions paid to iJango:

Tools and Utilities Commission Table				
Level	CD	RCD	NCD	ICD
Personal	25%	30%	37%	47%
1	1%	5%	7%	10%
2	1%	5%	7%	10%
3	1%	5%	7%	10%
4	1%	5%	7%	10%
5	2%	5%	7%	10%
6	3%	5%	7%	10%
7	4%	5%	7%	10%
		5%	7%	10%
		Paid to unlimited depth		

## 2) Member Gathering Bonus

Member Gathering Bonuses are paid solely on the registration of new Members, not Community Directors. Each new Member must verify their registration via email so that iJango can verify that they are valid customers. Every time you sponsor a new CD, that new CD has thirty (30) calendar days from his or her enrollment date to meet eligibility requirements for the Member Gathering Bonus. The bonus is paid when you help the new CD, who is still in his or her first thirty (30) calendar days with iJango, gather his or her first three (3) Members who are not CDs. As this bonus is solely paid for the gathering of new Members, it will not ever be paid based on the recruitment of Community Directors.

When the above occurs successfully, a \$100 Member Gathering Bonus is paid to the appropriate positions per the table below. Members are not eligible to earn these Bonuses.

### \$100 Member Gathering Bonus Payout

CD	Regional CD	National CD	International CD
\$20	\$10	\$30	\$40

#### Examples:

You would earn \$20 for your services in assuring that within thirty (30) calendar days of his or her enrollment the joining CD personally gathers his or her first three (3) Members. The additional \$80 would be paid to your community leaders, which could include you, depending on your community leadership level.



Once a new CD gathers his or her first three (3) Members within thirty (30) calendar days of his or her enrollment, if you as the sponsor, hold the leadership position of National CD, you would earn \$60 (\$20+\$10+\$30=\$60) and your Community's International CD would earn \$40.

## Community Leadership Positions

As a CD, you have an opportunity to promote yourself into leadership positions as you build your iJango community. These leadership positions enable you to earn additional money, as new CDs within your Community become CDs by gathering three (3) personal Members, who are not CDs. Three leadership positions are offered and are described below. After each promotion is achieved the CD starts a new Community. To promote, you must achieve the following minimum qualifications:

### ***Regional CD***

**What it Takes:** A Regional CD has sponsored three (3) CDs with a total of twelve (12) CDs within his or her Community who have each gathered 3 new Members (and thus a total of 36 new Members) (1<sup>st</sup> Community).

**What it Means:** As a Regional CD, you earn a one-time additional \$10 Member Gathering Bonus each time a CD within his or her first thirty (30) calendar days, gathers his or her first three (3) Members who are not CDs within your Regional CD Community (2<sup>nd</sup> Community). You will also earn an additional 5% Commission within your Regional Community on all Tools and Utilities Commissions generated by your Regional Community, all to an unlimited depth.

### ***National CD***

**What it Takes:** A National CD is a CD who has, within his or her Regional CD Community a total of ten (10) CDs who reach the leadership level of Regional CD (and thus are credited with having each gathered 36 new Members, for a total of 360 new Members). Five (5) of the ten (10) CDs must be personally sponsored, the other five (5) may fall anywhere within your Regional Community.

**What it Means:** As a National CD, you earn a one-time additional \$30 Member Gathering Bonus (for a total of up to \$40) each time a CD within his or her first thirty (30) calendar days, gathers his or her first three (3) Members who are not CDs within your National Community (3<sup>rd</sup> Community). You will also earn an additional 7% (for a total of up to 12%) on all Tools and Utilities Commissions generated by your National Community, all to an unlimited depth.

### ***International CD***

**What it Takes:** An International CD is a CD who has, within his or her National Community a total of ten (10) CDs within his or her International CD Community who reach the promotional level of National CD (and thus are credited with having each gathered 360 new Members, for a total of 3600 new Members). Five (5) of the ten (10) CDs must be personally sponsored, the other five (5) may fall anywhere within your National Community.

**What it Means:** As an International CD, you earn a one-time additional \$40 Member Gathering Bonus (for a total of up to \$80) each time a CD within his or her first thirty (30) calendar days gathers his or her first three (3) Members who are not CDs within your International Community (4<sup>th</sup> Community). You will also earn an additional 10% (for a total



of up to 22%) on all Tools and Utilities Commissions generated by your International Community, all to an unlimited depth.

### Your Eligibility to Receive Commissions

All personally referred (Level 0) Commissions (generated from your personal iJango Tools and Utilities and the Tools and Utilities of your personal Members) are paid regardless of eligibility. You will only be paid Member Gathering Bonuses as your personally sponsored CDs, within his or her first thirty (30) calendar days, gather their first three (3) Members who are not CDs within your Community.

To become eligible to earn all Tools and Utilities Commissions and Member Gathering Bonuses as a Community Director, Regional Community Director, National Community Director, or International Community Director, you must have 20 Members. At the time commissions are processed, the iJango commission system will check your account to see that you have the required Members before paying any Commissions or Bonuses.

### Keeping Your Account Current

If we are unsuccessful in billing you for your monthly fees at any time, we will attempt twice more (a total of three attempts) within six days. After three unsuccessful attempts, the corresponding benefits associated with your position will be suspended. You will receive email notifications after each failure as reminders to update your account. You will have thirty (30) calendar days following the first billing attempt to reinstate your position by paying any fees due. If after the thirty (30) calendar days following the first billing attempt you have not brought your account current, you will have an additional sixty (60) calendar days before your account is terminated. During this sixty (60) calendar-day period, you may still reactivate your account by paying fees due plus a reinstatement fee of \$100. If your account is not reinstated at anytime during these ninety (90) calendar days, your account will be purged from the system without the ability for it to be reactivated. CDs that have accounts that are not up to date will not be able to earn commissions until the account is current.

### Get Started

Join iJango today and begin to build your Community and income immediately. You may join through your new sponsor's Personal Community Recruitment Website. Once your enrollment is complete, you will receive a welcome email with your new referral code and a welcome guide to help you get started! As a new CD you may begin to gather new Members and begin growing your team of Community Directors immediately.



## Commission/Bonus Payments

Commission/bonus periods begin each Saturday at 12:00 a.m. CST and end each Friday at 11:59 p.m. CST. iJango will post available commissions and bonuses to your Pending Commissions/eWallet in your iJango back office. Membership Gathering Bonuses are processed and posted each Monday for the previous week's earnings. Tool & Utility Commissions are processed once iJango has received the revenues from the vendors (normally by the 25th of each month for the previous month's earnings). At the time commissions and bonuses are processed, iJango will update your account data, which you can access in your back office. Please check your account to see that you have met the 20 Members eligibility requirement for payouts to CDs for Community activity other than their personal Level.

All deposits are made to CD Bank accounts on Fridays. All withdrawal requests made through your eWallet must be done before Noon on every Wednesday for deposit into the bank account of your choice on Friday. All commissions are paid via Electronic Funds Transfer [EFT]. Each time iJango processes an EFT transfer from a CD's eWallet to the specified bank account on file a \$3.00 transaction fee will be assessed for processing.