



At Tangerine.fun™, we are committed to providing an extraordinary shopping experience that rewards both your purchases and your involvement with our community, known as the Grove.

## WELCOME TO THE GROVE!

Your loyalty is essential to our success, and we celebrate it with perks for **Members** (customers we call **Guests**) and business promoters (we call **Fun Ambassadors**) who sign up for a monthly subscribe-and-save **Loyalty Subscription**. Each purchase earns you valuable **Loyalty Points**, which can be redeemed for **Loyalty Rewards** in our exclusive **Loyalty Rewards Store**. Enjoy discounts on future purchases and access to unique products. We appreciate our Members and aim to make your shopping experience rewarding.

We understand the importance of sharing and building community. We invite you to share Tangerine.fun™ with your friends and family. When you successfully refer another Loyalty Guest (a customer with a Loyalty Subscription) to our brand, you and your Guest will enjoy more fantastic rewards. This way, shopping together becomes enjoyable and rewarding for everyone involved. It's the perfect way for people who enter as Guests to STAY as friends.

Moreover, you can build a **Team** of Fun Ambassadors! Enrolling others who are passionate about our products can create a network of enthusiastic supporters who help spread the word about Tangerine.fun™. As your Team grows, so do your **Rewards**, both financially and through exclusive access to promotions, conferences, trips, and more. You can even create a dream income by leveraging your efforts through others if you invest the necessary time and possess the skills to make it happen.

By joining us at Tangerine.fun™, you become part of a dynamic community where your involvement, sharing, and loyalty contribute to your success and the collective growth of a brand that truly values you.

## OVERVIEW

Unlock your personal and financial potential with this comprehensive guide to the Tangerine.fun™ **Rewards Program**! This guide aims to help you navigate the program's achievement **Ranks**, qualify for all associated benefits, and understand the terms (bolded words) and policies we use to administer the program. The knowledge you gain will enable you to know how to maximize your success. By familiarizing yourself with these essential components, you can achieve new heights as a valued Member.

Tangerine.fun™ offers two types of memberships: 1) Guests (customers) and 2) Fun Ambassadors (business builders).

## MEMBER REGISTRATION AND BENEFITS

With their first purchase, Guests and Fun Ambassadors are assigned a unique **Member ID** and granted access to an **Office Portal**. This portal enables them to order products, receive

special offers, participate in promotions, engage with the Tangerine.fun™ community, track rewards, and share experiences with other Grove Members.

## BECOMING A GUEST

When Guests complete their first purchase on the **Replicated Website** of the Member who **Referred** them, they are incorporated into a structure known as the **Guest Tree**. This tree functions like a genealogy chart, visually mapping out relationships and connections within the community. You will be able to see the Guest Tree in your Office Portal.

Guests and Fun Ambassadors are empowered to enroll new Guests, and with each enrollment, a new connection is forged. Each Guest is listed directly under the name of the Guest or Fun Ambassador who invited them, creating a dynamic network of interconnected individuals. The Guest Tree has the potential to expand infinitely, adding more Guests in both width and depth through what we refer to as enrollment **Waves**.

*Please note that the Replicated Website will provide a **Referral Link** that facilitates a Member's ability to refer their connections to Tangerine.fun™ and ensure they are correctly connected.*

## BECOMING A FUN AMBASSADOR

All Members start as Guests. If a Guest wishes to upgrade their membership to become a Fun Ambassador, they can purchase a Tangerine.fun™ **License**. By obtaining this License, the Fun Ambassador agrees to comply with all terms, conditions, policies, and procedures set by Tangerine.fun™. This document also officially forms part of our governing **Statement of Policy**.

The License provides Independent Fun Ambassadors with essential business tools, including payment processing, commission payments, a personalized website, a more robust Office Portal, reports, apps, and other resources necessary for successfully marketing and operating their business for one year. Licenses must be renewed annually on the **Anniversary of the Enrollment Date**.

*Please note that the License Fee does not generate **Reward Volume** and is not eligible for **Cash Rewards**, as detailed later in this document.*

The process of becoming a Fun Ambassador is simple. Your journey begins when you place your first order on the referring Fun Ambassador's Replicated Website, a personalized version of the www.tangerine.fun™ site. After this, you can choose to purchase a Tangerine.fun™ **Enrollment Pack** or upgrade at any time through the Office Portal. This Enrollment Pack includes a Fun Ambassador License, officially marking the start of your business experience with us.

Upgrading to Fun Ambassador allows a Member to sell Tangerine.fun™ products and fully participate in the Tangerine.fun™ Rewards Program, and earn both Loyalty and **Cash Rewards**. Like Guests, Fun Ambassadors earn Loyalty Points, which can be redeemed for discounted products in our Loyalty Rewards Store.

When a new Fun Ambassador Enrolls and places an **Enrollment Order**, they are positioned under their **Enroller** in an **Enrollment Tree**. Like the Guest Tree, the enrollment tree maps and tracks parent-child genealogical relationships. The Enrollment Tree shows the

organization from Enroller to Enroller and continues downward through infinite enrollment Waves.

Enrolling Fun Ambassadors at the frontline creates Teams. For example, if you enroll five frontline Fun Ambassadors, you will have five Teams in the Tangerine.fun™ Rewards Plan, you can have an unlimited number of frontline enrollments. However, to qualify for all Ranks and maximize your benefits, you must have at least three strong Teams.

*For clarity's sake, it's essential to note that you and your organization are considered one Team for your Enroller. Additionally, note that benefits such as Loyalty Points and Referral Profits (described under Cash Rewards later in this document) are determined based on the Enrollment Tree.*

A new Fun Ambassador, placed under another Fun Ambassador who did not enroll them, is part of the **Placement Tree**. The Placement Tree tracks sales activities and enables an Enroller to manage their sales organization through strategic placements that optimize cash rewards. This organizational structure generates all Reward Volume used to calculate **Team Cash Rewards, Rank Advancement Cash Rewards, and Global Leadership Revenue Sharing Cash Rewards**.

Rather than Enroller, we call the Fun Ambassador above a newly Placed Fun Ambassador, their **Sponsor**. Of course, the Enroller and Sponsor are technically the same upon initial Enrollment until a **Placement Change** is authorized. Fun Ambassadors can only be moved by their Enroller and **Placed** under a new Sponsor ONCE. However, there are no time restrictions on Placement Changes.

As you may surmise, purchasing activities on Tangerine.fun™ lead to the accumulation of Loyalty Rewards and Cash Rewards. While Guests can only earn Loyalty Rewards, Fun Ambassadors, authorized to help us grow our global brand by enrolling other Fun Ambassadors, can earn both Loyalty and Cash Rewards.

Understanding our Pricing Model is essential for a more precise grasp of our Loyalty and Cash Rewards before delving into the details.

## PRICING

A brief discussion on Tangerine.fun's™ four price points helps clarify how Reward Volume and Loyalty Points, respectively, translate into Cash and Loyalty Rewards:

- 1) **The Manufacturer's Suggested Retail Price (MSRP)** is the price displayed on any online or retail outlet (including Amazon, eBay, etc.). The MSRP helps to establish a product's comparative value. Unless purchased directly from the Tangerine.fun™ **Marketplace** (included with the **Replicated Site** we provide all Members) as a repeat Guest, the MSRP is the lowest initial price a **Retail Customer** pays.

*Note: To protect the integrity of the Tangerine.fun™ opportunity, the price a Tangerine.fun™ product sells for on external sites and locations, including any promotional discounts, must be less than or equal to the official Tangerine.fun™ Marketplace price. Tangerine.fun™ will advertise the MSRP on its retail and reward websites, among other places, by this policy. Discounted prices are only published in shopping environments with protected access.*

- 2) **Marketplace Price** is 10-12% less than the MSRP.

- 3) Tangerine.fun™ Loyalty Members, whether Guests or Fun Ambassadors, enjoy a 15% discount off Marketplace pricing by establishing an ongoing subscribe-and-save Loyalty Subscription, which is successfully processed monthly. As an added benefit, Loyalty Members with a qualifying order are entitled to a Bounce Back Coupon, offering an even better deal at 20% off Marketplace pricing.

*Note: Bounce-back discounts are applied against the Marketplace price. Discounted Coupon Codes for retail sites like Amazon that display the MSRP will also be available, as determined and promoted exclusively by Tangerine.fun™. However, the price offered will never be less than the Marketplace price.*

- 4) **Base Price** (company). Tangerine.fun™ uses this price to protect its profit margins and determine the Reward Volume used to pay Cash Rewards.

## REWARD VOLUME

When establishing an **Omnichannel Commerce Company** like Tangerine.fun™, five critical functions are funded by ongoing sales revenues, as outlined in the following simplified financial model in Table 1.

Table 1	
FINANCIAL MODEL	
Category	Allocation
Operations	25%
Cash & Loyalty Rewards	50%
Promotions	5%
Product	10%
Profit	10%
<b>TOTAL</b>	<b>100%</b>

To interpret Table 1, please consider the following breakdown for every dollar in sales revenue: 1) Twenty-five cents are allocated to company operations, including expenses such as salaries, corporate taxes, facilities, and infrastructure. 2) Fifty cents of that dollar is used to pay Members authorized Cash and Loyalty Rewards. 3) Five cents fund marketing events, promotions, and incentives, including travel, cars, and gifts. 4) Ten cents are dedicated to restocking products, covering costs like raw ingredients, componentry, manufacturing, fulfillment, freight, warehousing, and labeling. 5) Lastly, company stockholders utilize ten cents to fund international and domestic growth, distribute profits, and diversify product offerings.

The only variable in our financial model is the achievement of scale efficiency over time by operations. Once this happens, the percentage allocated to operations decreases, resulting in increased profitability.

Of the five categories listed in Table 1, the percentage allocated to PRODUCT is of paramount importance. We use this percentage to determine our multiplier, which funds the entire model. Given the 10% allocation shown, we must multiply that number by ten to generate 100% of the required revenue to fund the model. In other words, we have a 10-times markup.

At the same time, our price has to be competitive. The general market will often not pay the price indicated by simple multiplication. To overcome this dilemma, Tangerine.fun™ uses Reward Volume as a control to ensure we live within our means while keeping our prices attractive and competitive.

**Example:** Let's say that we want to market butter. We must pay one dollar per pound of butter, including all the aforementioned variables. Under normal circumstances, this means that to fund our model, we must set the price at \$10 USD. Based on market research, however, no one is willing to pay \$10 for a pound of butter. Compared to this, the market is paying \$5 for a pound of butter. To generate sales and maintain margins, we introduce Reward Volume. Reward Volume is a measure of the value of a purchase that contributes to the generation of Cash Rewards. We sell the butter for \$5 but pay rewards on half that amount, or \$2.50 in Reward Volume. The remaining \$2.50 funds our model.

Let's recap pricing and Reward Volume using the Metabology Stack, our initial product offering, which consists of Metabology AM, Metabology PM, and Metabology Ω3. We will then explore how Loyalty Points are calculated to incentivize ongoing purchases and add even more value to our Members.

### Metabology Stack Pricing

1. MSRP (i.e., Amazon Retail Price) = \$215 (\$193.50 with a typical 10% off coupon, as available).
2. Marketplace (Member Price) = \$189.95
  - a. Loyalty = 15% off Marketplace or \$161.45
  - b. Bounce Back = 20% off Marketplace Price or \$151.96
3. Base Price = \$132.95 with 100 Reward Volume.

To better understand the concepts of Pricing and Reward Volume, let's delve into their applications first in the context of Loyalty Rewards and then Cash Rewards. This will help clarify how these elements interact and influence the reward system.

## LOYALTY REWARDS

Loyalty Rewards are incentives provided to Guests and Fun Ambassadors that encourage repeat purchases and motivate Members to choose Tangerine.fun™ over competing brands. Tangerine.fun™ provides four key ways to earn Loyalty Rewards with our exciting Rewards Program:

- 1) **Loyalty**—Members (Guests and Fun Ambassadors) are awarded Loyalty Points for their subscribe-and-save Loyalty Subscriptions, which are successfully processed monthly. Loyalty Points can be redeemed for prizes in the Loyalty Rewards Store.
- 2) **Sharing**—Members are also awarded Loyalty Points for Loyalty Subscriptions generated by their Guest Referrals or Fun Ambassador Enrollments.
- 3) **Team Building**—Fun Ambassadors earn Loyalty Points based on the Rank they achieve from the Reward Volume generated by the Sales Teams they develop.
- 4) **Leadership**—Fun Ambassadors are awarded additional Loyalty Points by developing leaders who help promote the Tangerine.fun™ global brand and by advancing in the

incentivized sales structure. These Loyalty Points empower our leaders to accompany us on our annual **Loyalty Trip**.

Let's start by understanding the difference between Loyalty Points and Reward Volume. Loyalty Points are rewards that members earn for their purchases and other activities. At the same time, Reward Volume is a measure of the value of a purchase that contributes to the generation of Loyalty Points.

- 1) All Members earn 10% in Loyalty Points based on the Reward Volume they generate from their Loyalty and Bounce-Back orders (see below) and 7% from any additional personal orders.
- 2) All Members earn additional Loyalty Points, 3%-15%, based on the longevity of their personal subscribe-and-save Loyalty Subscription.
- 3) All Members can significantly boost their Loyalty Points by generating 300, 500, or 1000 in Reward Volume and qualifying as a corresponding Loyalty Club Member (see below). This exciting opportunity allows our Members to earn even more rewards, making their loyalty to Tangerine.fun™ even more rewarding.
- 4) Fun Ambassadors earn additional Loyalty Points as they advance in Monthly Rank achievement.

*Please note that the percentages shown for Loyalty Points are calculated based on the Reward Volume assigned to each product.*

## PERSONAL LOYALTY

Loyalty Points can be earned in various ways, with the most significant method being through Loyalty Subscription purchases. As a base amount, all Tangerine.fun™ Members receive 10% of the Reward Volume generated by their monthly subscribe-and-save Loyalty Subscription in Loyalty Points. Additionally, Members can earn an extra 3% to 15% in Loyalty Points on top of the base Loyalty Points that their Loyalty Subscription generates. The additional percentage varies based on the Member's management of their Loyalty Subscription, as specified in Table 2.

Table 2	
LONGEVITY LOYALTY POINTS	
Consecutive Months Active	Additional %
01-04	10% Base
05-08	+3% = 13%
09-12	+6% = 16%
13-18	+9% = 19%
19-24	+12% = 22%
25+	+15% = 25%

*Please note that the schedule will reset to month one if a Loyalty Subscription is missed. Also, Loyalty Points are paid on all purchases, including Loyalty and Bounce-Back orders (see below). Remember, Loyalty Points are calculated based on the Reward Volume*

generated by a purchase—10% for Loyalty and Bounce-Back orders and 7% for any other orders.

## LOYALTY BOUNCE-BACK COUPONS

Tangerine.fun™ introduces a Bounce-Back program that offers our best pricing to those whose Loyalty Subscriptions are processed early each month. This program highlights the importance of establishing a subscribe-and-save Loyalty Subscription and enhances our Loyalty program by helping Members earn even more Loyalty Points. It's a win-win for our Members and us, encouraging early order processing and rewarding our Members with additional benefits.

To encourage additional purchases within the month, we provide a Bounce-Back Coupon when a Loyalty Subscription with a minimum of 100 Reward Volume has been processed at the discounted Loyalty Price. This coupon offers Guests and Fun Ambassadors an even better discount on ONE extra order placed during that month. We award Bounce-Back Coupons according to the schedule outlined in Table 3.

Table 3	
LOYALTY SUBSCRIPTION BOUNCE-BACK SCHEDULE	
Loyalty Subscription Process Date	Coupon Discount off Marketplace price
By the 7th of the month	Receive a 20% discount off the Marketplace Price.
By the 15th of the month	Receive a 15% discount off the Marketplace Price.
By the 25th of the month	Receive a 10% discount off the Marketplace Price.

*The earliest Bounce-Back discount offers our best pricing with a 20% discount off the Marketplace price. Bounce-Back orders placed by the 15th match our Loyalty Price, which is 15% off the Marketplace price. Bounce-Back orders placed by midnight PST on the 25th get 10% off the Marketplace price. Please note that Bounce-Back coupons are only good for the month they are earned and do not carry forward or accumulate.*

## Loyalty Clubs

All Members can earn up to 250 Loyalty Points each month, qualifying them for a 300, 500, or 1000 **Loyalty Club**. Here's how the points are awarded based on Personal Reward Volume (including Guests), as specified in Table 4:

Table 4		
MEMBER LOYALTY CLUBS		
Club Status	Personal & Guest Reward Volume	Additional Loyalty Points
300 Club	300 - 499	50
500 Club	500 - 999	100
1000 Club	1000 +	250



Guests qualify for these additional Loyalty Points by generating Personal Reward Volume of 300, 500, or 1000 through monthly purchases. These extra Loyalty Points are from orders placed personally by them and those made by personally referred Guests.

### Team Loyalty Points

Fun Ambassadors may also earn Loyalty Points through **Team Building**. Ten to 50 Loyalty Points can be earned based on the Rank a Fun Ambassador achieves each month. Team Loyalty Points earned from a Fun Ambassador's Rank are awarded with commission payments (by the 10<sup>th</sup> of each month).

Table 5	
MONTHLY ACHIEVEMENT LOYALTY POINTS	
Achievement Rank	Additional Loyalty Points Awarded
Fun-200	10 Loyalty Points
Fun-400	20 Loyalty Points
Fun-600	30 Loyalty Points
Fun-800 +	50 Loyalty Points

*Loyalty Points are tracked in the Office Portal, which is provided to all Members. Loyalty Points are redeemed in the Tangerine.fun™ Loyalty Rewards Store for products, promotions, swag, and prizes as offered at the sole discretion of Tangerine.fun™. For instance, 1,000 Loyalty Points can be redeemed for a free Metabology Stack, or 500 Loyalty Points can be used for a 20% discount on your next purchase. Loyalty Points are not eligible for use as Reward Volume needed to qualify for Personal, Team, or Leadership Cash Rewards. Additionally, highly incentivized Fun Ambassador Enrollment Orders do not qualify for Loyalty Points as promoted by Tangerine.fun™.*

### Referral Loyalty Points

Guests earn Loyalty Points through three Referral Waves or tiers. A Referral Wave occurs when a current Guest refers a new Guest to Tangerine.fun™. Each Wave offers an opportunity for existing Guests to accumulate Loyalty Points based on the purchases made by the Guests they refer. These Loyalty Points promote ongoing engagement and participation as Guests strive to maximize their referrals and rewards over time.

- **Wave 1** occurs when a Guest directly refers a new Guest.
- **Wave 2** occurs when the new Guest refers their friends and family to Tangerine.fun™.
- **Wave 3** results from the referral efforts of the Guests in Wave 2.

As Guests are reminded of the benefits of referring new Guests, they generate momentum and encourage continued participation. This continuous motivation drives Guests to reach out to potential new Guests, ultimately enhancing their Loyalty Rewards.

When a Guest's Referral makes a purchase, the referring Guest will receive additional Loyalty Points as specified in Table 6:



Table 6	
GUEST REFERRAL LOYALTY POINTS	
Enrollment Wave	Matching %
1	100%
2	50%
3	25%

**Wave 1:** Guests are awarded a **100% match** on the monthly Loyalty Points earned by the first tier of Guests they personally refer.

**Wave 2:** Guests are awarded a **50% match** on the monthly Loyalty Points earned by their second tier of Guests.

**Wave 3:** Guests are awarded a **25% match** on the monthly Loyalty Points earned by their third tier of Guests.

*Please note that if a Guest does not have a Loyalty Subscription but refers a Guest who does, the referring Guest will receive only half of the available Loyalty Points.*

*Please note that all Loyalty Points can be redeemed in the Tangerine.fun™ Loyalty Store, accessed through the Office Portal Tangerine.fun™ provides.*

*Please note that Loyalty Points expire 24 months from the date of their distribution. Notifications are sent three months, two months, and one month before expiration.*

## FUN AMBASSADOR CASH REWARDS

In addition to Loyalty Rewards, Fun Ambassadors are eligible to earn Cash Rewards, including Referral Sales Profits, Team Cash Rewards, Rank Achievement Cash Rewards, and Revenue Sharing Cash Rewards.

## REFERRAL SALES PROFITS

Fun Ambassadors qualify to earn **Referral Profits** through 3 waves of Referrals by selling Tangerine.fun™ products to Members at the Marketplace price.

Referral Profit is the difference between the price paid and the Base Price. Precisely 65% of the referral profit will go to the referring Fun Ambassador, 25% to the first **Active** Fun Ambassador up the Enrollment Tree, and 10% to the first Active Promoter 1K Rank or above up the Enrollment Tree.

Here are four examples of how price differentials affect the Referral Profits:

### Example 1:

When a Marketplace price of \$100 is paid and the Base Price is \$70, the resulting Referral Profit is \$30. This Referral Profit is distributed to three Waves up the Enrollment Tree.

1. The first Wave of Referral Profit to the Enroller is \$19.50 (65% of \$30).

2. The second Wave of Referral Profit, going to the following Active Fun Ambassador up the Enrollment Tree, is \$7.50 (25% of \$30).
3. The third Wave of Referral Profit, going to the first Active Promoter 1k up the Enrollment Tree, is \$3.00 (10% of \$30).

#### Example 2:

When a Loyalty Price of \$85 is paid and the Base Price is \$70. That leaves a Referral Profit of \$15. Following the same pattern:

1. The 1st Wave of Referral Profit going to the Enroller is \$9.75 (65% of \$15 = \$9.75).
2. The 2nd Wave of Referral Profit to the following Active Fun Ambassador is \$3.75 (25% of \$15 = \$3.75).
3. The 3rd Wave of Referral Profit going to the first Active Promoter 1K is \$1.50 (10% of \$15 = \$1.50).

#### Example 3:

When a 20% Bounce-Back Coupon is applied to the \$100 Marketplace price, the reduced price is \$80. With a \$70 Base Price, the Referral Profit is \$10.

1. The 1st Wave Referral Profit is \$6.50 (65% of \$10 = \$6.50).
2. The 2nd Wave of Referral Profit is \$2.50 (25% of \$10 = \$2.50).
3. The 3rd wave of Referral Profit is \$0.80 (10% of \$10 = \$1.00).

#### Example 4:

When a \$115 MSRP is paid, and the Marketplace Price is \$100, the Enroller receives a \$15 **Retail Profit**. A \$30 Referral Profit ( $\$100 - \$70 = \$30$ ) is also generated (reference Example 3 above).

1. The 1<sup>st</sup> Wave of Referral Profit, \$19.50, is paid to the Enroller (65% of \$30 = \$19.50).
2. The 2nd Wave of Referral Profit is \$7.50 (25% of \$30 = \$7.50).
3. The 3rd Wave of Referral Profit is \$3.00 (10% of \$30 = \$3.00).

*In example 4, the referring Fun Ambassador would receive \$39.50 in Retail and Referral Profits.*


*To earn Cash Rewards, Tangerine.fun™ Fun Ambassadors must be **Active** as defined by their market. Active is determined by personally generating a minimum of 100 Reward Volume in the US and Canada. 100 Personal Reward Volume (from personal and Guest orders) makes Fun Ambassadors eligible to earn all Cash Rewards when other requirements are met.*

Referral Sales Profits are tracked from the Tangerine.fun™ Enroller Tree and paid weekly. Reward Volume is generated every time a sale results from sharing the products or business opportunity with others.

## TEAM CASH REWARDS

Team Cash Rewards, mainly based on highly incentivized repeat purchases, are the core of the Tangerine.fun™ Rewards Program. Ours is a volume-and-rank-based rewards program. A **Rank** is determined using the Reward Volume generated by a Fun Ambassador's Placement Tree organization for any given month in the manner specified in Table 6 below. Of course, the higher the Rank, the bigger the Cash Reward.

As part of our Rewards Program, as presented in Table 6, we introduce the concept of **Channels** used to accumulate Reward Volume and determine Ranks and their associated Cash Rewards. **Channel 1** is the total of ALL Reward Volume generated by an unlimited number of Teams a Fun Ambassador initiates with personal Enrollments Placed on the Frontline. **Channel 2** is the total Reward Volume minus the Reward Volume from the LARGEST frontline Team. **Channel 3** is the total Reward Volume minus the TWO LARGEST frontline Teams, PLUS the Reward Volume a Fun Ambassador and their Guests generate.

Table 6				
TEAM CASH REWARDS				
Title	 Monthly Team Cash Reward	Channel 1 100% of Reward Volume	Channel 2 40% of Reward Volume	Channel 3 15% of Reward Volume
<b>Promoter</b>				
1K	\$ 125 [\$62.50]	1K	400	150
2K	\$ 250 [\$125]	2K	800	300
4K	\$ 500 [\$250]	4K	1.6K	600
7K	\$ 1,000 [\$500]	7K	2.8K	1.05K
<b>Producer</b>				
12K	\$ 2,000 [\$1k]	12K	4.8K	1.8K
20K	\$ 4,000 [\$2k]	20K	8K	3K
40K	\$ 8,000 [\$4k]	40K	16K	6K
70K	\$12,000 [\$6k]	70K	28K	10.5K
<b>Influencer</b>				
120K	\$18,000 [\$9k]	120K	48K	18K
200K	\$24,000 [\$12k]	200K	80K	30K
300K	\$30,000 [\$15k]	300K	120K	45K
500K	\$40,000 [\$20k]	500K	200K	75K
<b>Innovator</b>				
Diamond	\$50,000 [\$25k]	800K	320K	120K
Pink Diamond	\$60,000 [\$30k]	1.2M	480k	180k
Blue Diamond	\$80,000 [\$40k]	2M	800k	300K
Tangerine Diamond	\$100,000 [\$50k]	3M	1.2m	450K

*To be eligible for Team Cash Rewards, a Fun Ambassador must generate at least 100 in Reward Volume from personal and Guest orders monthly and meet all three Channel requirements.*

Table 7 provides an example of a fully qualified 12K Producer by showing the Reward Volume produced by each Team and how it is diverted into the three governing Channels.

Table 7					
12K PRODUCER RANK QUALIFICATION					
Team 1 Reward Volume	Team 2 Reward Volume	Team 3 Reward Volume	Team 4 Reward Volume	Team 5 Reward Volume	Personal & Guest Reward Volume
3,400	3,300	2,200	2,100	2,000	100
<p><b>First Calculation:</b>  <b>Channel 1</b> (13,100) = the sum of all Reward Volume generated by Teams 1 – 5, plus Personal Reward Volume including Guests.</p> <p><b>Channel 2</b> (9,700) = the sum of all Reward Volume minus Team 1 (the highest Reward Volume producing team).</p> <p><b>Channel 3</b> (6,400) = the sum of all Reward Volume minus Teams 1 and 2 (the two highest Reward Volume producing teams).</p> <p><u>Note: The 13,100 in Channel 1 Reward Volume most closely corresponds to a 12K Producer.</u></p> <p><b>Second Calculation:</b>  The 9,700 Channel 2 Reward Volume Exceeds the 4,800 requirement for a 12K Producer, so the minimum requirement is satisfied.</p> <p><b>Third Calculation:</b>  The 6,400 Channel 3 Reward Volume exceeds the 1,800 requirement for a 12K Producer, satisfying the requirement.</p> <p>All Channel requirements for a 12K Producer are met, and a <b>\$2,000</b> Cash Reward is paid.</p>					

To maintain fairness, we have created a path where up to 50% of Reward Volume generates a reduced Team Cash Reward for Ranks 1k Promoter and higher (see the lower-bracketed Cash Reward in Table 6 above). For instance, if a Fun Ambassador meets the Channel 1 and Channel 2 requirements but not the Channel 3 requirement, they can earn half of the Cash Reward from up to 4 ranks higher than their actual achieved Rank, where all three Channel qualifications are met.

**Example:** If a Fun Ambassador qualifies as a 1k Promoter (\$125), but Channels 1 and 2 meet the criteria for a 20k Producer, they would be eligible for half of the 12k Producer Cash Reward, totaling \$1,000. This is because a 12k Producer Rank is four Ranks higher than their actual qualification. However, they would only qualify for part of the 20k Producer Cash Reward of \$2,000, as the 20k Producer is five Ranks higher.

If the payout for the fully qualified rank is equal to that of a partially qualified rank, the Fun Ambassador will be paid the fully qualified Cash Reward and recognized at that Rank.

**Example:** If Channels 1, 2, and 3 qualify for the Rank of 1k Promoter with a \$125 Cash Reward but also meet the Channel 1 and 2 qualifications for half of a 2k Promoter Cash Reward, also \$125, they will be paid and recognized as a fully qualified 1k Promoter.

Perhaps the most intriguing part of the Tangerine.fun™ Team Cash Rewards is how Reward Volume accumulates from right to left (from the smallest to the largest Team). Accumulation includes Personal Reward Volume, including Reward Volume generated by personal Guests. Due to this powerful feature, **Social Media Influencers** who primarily focus on developing Guests can maximize their Cash Rewards by doing it their way. This is how it works:

After determining what Cash Reward is being targeted based on the total Reward Volume in Channel 1, move to the Reward Volume in Channel 3. If the minimum Reward Volume requirement is met for the targeted Cash Reward, the Reward Volume moves to Channel 2. If the minimum Reward Volume requirement for Channel 2 is met, the Reward Volume moves to Channel 1. Table 8 demonstrates how this works when an Influencer and Guests generate a large amount of Personal Reward Volume.

Table 8					
INFLUENCER 12K PRODUCER RANK QUALIFICATION					
Team 1 Reward Volume	Team 2 Reward Volume	Team 3 Reward Volume	Team 4 Reward Volume	Team 5 Reward Volume	Personal & Guest Reward Volume
0	0	0	0	0	12,500
<p><b>First Calculation:</b>  <b>Channel 1</b> (12,500) = the sum of all Reward Volume generated  <b>Channel 2</b> (12,500) = the sum of all Reward Volume minus Team 1 Reward Volume  <b>Channel 3</b> (12,500) = the sum of all Reward Volume minus Teams 1 and 2 Reward Volume</p> <p>Referencing Table 6, the 12,500 Channel 1 Reward Volume most closely corresponds to a 12K Producer.</p> <p><b>Second Calculation:</b>  Referencing Table 6, the 12,500 Channel 2 Reward Volume exceeds the minimum 2,400 requirement for a 12K Producer.</p> <p><b>Third Calculation:</b>  Referencing Table 6, the 12,500 Channel 3 Reward Volume exceeds the 900 Reward Volume required for a 12K Producer.</p> <p>All Channel requirements for a 12K Producer are met, and a <b>\$2,000</b> Cash Reward is paid.</p>					

As demonstrated in Table 8, Channel 3 provides a means to direct additional Reward Volume to meet the requirements of all three Channels and earn the desired Cash Reward. For instance, if a Fun Ambassador falls short by 100 or more Reward Volume in Channel 1 or Channel 2 to move to a higher Rank, they can generate that Reward Volume in Channel 3 to achieve their financial goal. The Fun Ambassador Office Portal tracks performance, allowing the Fun Ambassador to make necessary adjustments to optimize earnings.

## RANK ACHIEVEMENT CASH REWARD

When a Fun Ambassador advances in the Tangerine.fun™ Team Ranks: They additionally earn a one-time Rank Achievement Cash Reward. This Cash Reward has a consecutive monthly **Hold Period** that must be met before payment is initiated. Once these consecutive monthly requirements are completed, the Rank Achievement Cash Reward is paid in **Monthly Installments**, as illustrated in Table 9.

Table 9			
RANK ACHIEVEMENT CASH REWARDS			
Rank	Hold Period	Cash Reward	Monthly Installments
<b>Promoter</b>			
1K	2 Months	\$62.50	\$12.50 X 5 Months
2K	2 Months	\$125	\$25 X 5 Months
4K	2 Months	\$250	\$50 X 5 Months
7K	2 Months	\$500	\$100 X 5 Months
<b>Producer</b>			
12K	3 Months	\$1,000	\$200 X 5 Months
20K	3 Months	\$2,000	\$400 X 5 Months
40K	3 Months	\$4,000	\$800 X 5 Months
70K	3 Months	\$6,000	\$1,200 X 5 Months
<b>Influencer</b>			
120K	4 Months	\$9,000	\$1,500 X 6 Months
200K	4 Months	\$12,000	\$2,000 X 6 Months
300K	4 Months	\$15,000	\$2,500 X 6 Months
500K	4 Months	\$20,000	\$2,500 X 8 Months
<b>Innovators</b>			
Diamond	4 Months	\$25,000	\$2,500 X 10 Months
Pink Diamond	5 Months	\$30,000	\$3,000 X 10 Months
Blue Diamond	5 Months	\$40,000	\$4,000 X 10 Months
Tangerine Diamond	5 Months	\$50,000	\$5,000 X 10 Months

Should a Fun Ambassador advance from 1k Promoter to 12k Producer (several Ranks at once) without receiving Rank Achievement installments for each Rank, Monthly Installments will continue until the total amount due each Rank has been paid, once the Holding Period by Rank is satisfied.

*Once all payments for a Rank Advancement are made, a Fun Ambassador will not be eligible to earn that Rank Advancement Cash Reward again.*

A Rank represents the achievement of the current Monthly Requirements. For recognition purposes, we have established **Titles**. A Fun Ambassador will consistently be recognized by the highest title achieved in their Office Portal and all recognition events sponsored by Tangerine.fun™. Our Title recognition protocol is as follows:

- Promoters 1K, 2K, 4K, and 7K require two consecutive months of being paid at their Rank before earning their Title and being recognized for their achievement.
- Producers 12K, 20K, 40K, AND 70K require three consecutive months of being paid at their Rank before earning their Title and being recognized for their achievement.
- Influencers 120k, 200k, 300k, and 500K require four consecutive months of being paid at their Rank before earning their Title and being recognized for their achievement.
- Innovators 800k, 1.2M, 2M, & 3M require five consecutive months of being paid at their Rank before earning their Title and being recognized for their achievement.

*The office portal will also display the Title and Rank achievement dates, as well as the preceding month's Rank, which are used to calculate Cash Rewards.*

*Once Title requirements are met, a Fun Ambassador may receive the first Rank Achievement Cash Reward installment. They will only receive the second installment if they meet the Rank requirement the following month. Once they again qualify for that Rank, they receive payment two.*

*A Fun Ambassador is not required to maintain their Rank for the entire indicated Holding Period to receive the Rank Advancement Cash Reward once they have qualified for their Title. After achieving a Title, the Cash Reward installments will be paid in the months indicated.*

## GLOBAL LEADERSHIP REVENUE POOL

At Tangerine.fun™, we believe that people are drawn not just to companies but to inspiring leaders who guide them toward success. To recognize outstanding leaders, we allocate a portion of global Reward Volume and distribute it proportionally among them based on their individual and organizational contributions.

As discussed previously, Tangerine.fun™ is committed to ensuring that 50% of all Reward Volume results in Cash Rewards. Therefore, we pool all remaining Reward Volume not used in our other calculations and divide it among the leadership—typically, 2% of the Global Reward Volume.

Ranks 1K Promoter to Tangerine Diamond Innovator are eligible to earn shares in the Global Leadership Revenue Pool that is paid quarterly. Each standard quarter of the calendar, Tangerine.fun™ may run promotions that allow high-performing Fun Ambassadors who meet the promotion requirements to qualify to earn shares in this pool. Rank advancement will always form part of the requirements as specified in Table 10:



Table 10

### GLOBAL LEADERSHIP REVENUE SHARING SHARES BY RANK

Rank	Monthly Shares	Rank	Monthly Shares	Rank	Monthly Shares	Rank	Monthly Shares
12K Producer	1	70K Producer	6	300 K Influencer	15	Pink Diamond	30
20K Producer	2	120K Influencer	9	500K Influencer	20	Blue Diamond	40
40K Producer	4	200K Exec Influencer	12	Diamond	25	Tangerine Diamond	50

*This Cash Reward is calculated monthly using the Placement Tree and is paid out quarterly on the payment date following the close of the calendar quarter.*

## SUMMARY

The Tangerine.fun™ Rewards Program offers an excellent opportunity to boost your success! You can earn Loyalty Points and Cash Rewards by engaging in the Grove's growth and choosing your monthly rewards based on clear and achievable requirements.

We support your journey by providing preliminary Cash Reward calculations for quick progress reviews on the third day of each month. If adjustments are needed, our Tangerine.fun™ Care Team can assist by the fifth day, ensuring you maximize your rewards.

Final Cash Reward calculations are available on the tenth of each month in the Office Portal, along with earned Loyalty Points. Fun Ambassadors can earn rewards by setting up an account with Nomad, our Authorized Payment Provider. Per IRS regulations, you'll receive a Form 1099 if your annual Cash Rewards exceed \$599.

Loyalty Points can also be redeemed in our Loyalty Rewards Store by both Guests and Fun Ambassadors.

Join our vibrant community and unlock your potential with Tangerine fun™! Get started today and enjoy the fantastic rewards awaiting you!

# Tangerine.fun Rewards Summary

## LOYALTY REWARDS

### PERSONAL LOYALTY POINTS

Percentage of Purchase Awarded In Loyalty Points	Months	Percentage
01 - 04	10%	
05 - 08	13%	
09 - 12	16%	
13 - 18	19%	
19 - 24	22%	
25+	25%	

### LOYALTY CLUBS

Earn up to 250 Loyalty Points monthly based on Personal Reward Volume - including Guests.

### TEAM

Earn Loyalty Points for Team-building efforts - up to 50 Loyalty Points Monthly.

### BOUNCE BACK COUPONS

Good for 1 extra purchase if 100 RV Loyalty order is processed as scheduled

Process Dates	Discount
1 - 7	20%
8 - 15	15%
16 - 25	10%

A Fun Ambassador must generate at least 100 in Reward Volume (including Guests) to qualify for Cash Rewards.

Loyalty Points are redeemed for products, promotions, and prizes only, as offered by Tangerine.fun™. Loyalty Points may not be used as Reward Volume to earn Cash Rewards.

Loyalty Clubs are based on Personal (including Guests) Reward Volume and result in additional Loyalty Points each month of qualification:

300 Club	= 50 Loyalty Points
500 Club	= 100 Loyalty Points
1000 Club	= 250 Loyalty Points

## TEAM REWARDS

TITLE	LOYALTY POINTS	CASH REWARD	CHANNEL 1 (Total Volume)	CHANNEL 2 (Teams 2+)	CHANNEL 3 (Teams 3+)	RANK ACHIEVEMENT
FUN AMBASSADOR			100%	40%	0%	1-TIME REWARD
FUN-200	10		200	80	-	
FUN-400	20		400	160	-	Consecutive
FUN-600	30		600	240	-	Months at Rank
FUN-800	50		800	320	-	
PROMOTER			100%	40%	15%	2 Months
1K	50	\$125	1,000	400	150	\$62.50
2K	50	\$250	2,000	800	300	\$125
4K	50	\$500	4,000	1,600	600	\$250
7K	50	\$1,000	7,000	2,800	1,050	\$500
PRODUCER			100%	40%	15%	3 Months
12K	50	\$2,000	12,000	4,800	1,800	\$1,000
20K	50	\$4,000	20,000	8,000	3,000	\$2,000
40K	50	\$8,000	40,000	16,000	6,000	\$4,000
70K	50	\$12,000	70,000	28,000	10,500	\$6,000
INFLUENCER			100%	40%	15%	4 Months
120K	50	\$18,000	120,000	48,000	18,000	\$9,000
200K	50	\$24,000	200,000	80,000	30,000	\$12,000
300K	50	\$30,000	300,000	120,000	45,000	\$15,000
500K	50	\$40,000	500,000	200,000	75,000	\$20,000
INNOVATOR			100%	40%	15%	5 Months
Diamond	50	\$50,000	800,000	320,000	120,000	\$25,000
Pink Diamond	50	\$60,000	1.2M	480,000	180,000	\$30,000
Blue Diamond	50	\$80,000	2M	800,000	300,000	\$40,000
Tangerine Diamond	50	\$100,000	3M	1.2M	450,000	\$50,000

## LEADERSHIP REWARDS

Ranks 12K - TD qualify for shares each month based on monthly ranking. The monthly shares accumulated are totaled and paid at the end of the quarter.

Rank	Shares
12K	1
20K	2
40K	3
70K	6
120K	9
200K	12
300K	15
500K	20
800K	25
1.2M	30
2M	40
3M	50



## REFERRAL REWARDS

### RETAIL PROFITS

Difference Between MSRP & Marketplace, Loyalty, or Bounce-back Coupon Pricing

### REFERRAL PROFITS

20% of Marketplace price  
10% of Marketplace Price - 2 Levels (30% Total)  
7% of Bounce-Back Coupon Price

Personal Reward Volume is an accumulation of the Reward Volume generated by personal and Guest purchases.

Personal Reward Volumes contributes to Channel 3 Volume, which rolls into Channel 1's Reward Volume.

Channel 1 = 100% of all Team Reward Volume  
Channel 2 = 40% of all Team Reward Volume  
Channel 3 = 15% of all Team Reward Volume

The Tangerine.fun™ Rewards Program is capped at a 50% payout of companywide monthly Reward Volume. If the cap is reached, an adjustment will be applied at Tangerine.fun's sole discretion.

The Global Profit-Sharing Pool calculates once all Cash Rewards have been paid and Loyalty Points have been redeemed. The remaining Reward Volume is allocated to the Global Profit-Sharing Pool, divided by the earned Shares to determine a Share Value. That value is then multiplied by earned shares to calculate Rewards.

## Terms and Definitions (in order of appearance)

**Members:** We call customers, Guests, and business promoters Fun Ambassadors. Together, they make up the Members of the Tangerine.fun™ Grove community.

**Guests:** The term we use for Customers.

**Fun Ambassadors:** The term we use for business promoters.

**Loyalty Subscription:** This is what we call a standing subscribe-and-save order that is processed monthly using the method of payment the purchaser has authorized and that Tangerine.fun™ accepts.

**Loyalty Points:** To reward repeat purchasing using a standing subscribe-and-save Loyalty Subscription processed monthly, Tangerine.fun™ incentivizes Guests and Fun Ambassadors with Loyalty Points they may redeem for goods and services offered in a distinct shopping environment we call a Loyalty Rewards Store. Loyalty Points expire 24 months from their distribution date. Notifications are sent three months, two months, and one month before expiration.

**Loyalty Rewards:** Specialty goods and services that can be redeemed for Loyalty Points in our Loyalty Rewards Store.

**Loyalty Rewards Store:** This is a unique shopping environment where Members select the Loyalty Rewards they desire and exchange them for their accumulated Loyalty Points.

**Team(s):** Enrolling Fun Ambassadors at the frontline creates Teams. For example, if a Fun Ambassador enrolls five frontline Fun Ambassadors, they will have five Teams in the Tangerine.fun™ Rewards Plan. The teams grow through successive enrollment waves in the parent-child progression used in genealogy. You can have an unlimited number of frontline enrollments. However, to qualify for all Ranks and maximize your benefits, you must have at least three strong Teams.

**Rewards:** The menu of financial and other incentives provided by Tangerine.fun™ to incentivize sales development through Guest Referrals and Fun Ambassador Team Building.

**Rewards Program:** The Tangerine.fun™ Rewards Program is designed for authorized participants to access various financial and other incentives. This detailed description of the authorized Rewards Program gives Participants the details and eligibility criteria necessary to maximize their rewards.

**Rank:** Rank represents the qualification status of a Fun Ambassador and tracks their progress toward achieving the monthly compensation criteria outlined in this document. Each Rank is linked to specific rewards that increase with skill, effort, and accomplishment.

**Title:** Each Rank is designated by a specific name to identify and publicly acknowledge Fun Ambassadors who successfully meet the established requirements for that Rank over a specified period. This system highlights their achievements and promotes a sense of community and motivation among participants.

**Member ID:** Every participant who joins Tangerine.fun™, including Guests and Fun Ambassadors, is assigned a unique identification number. This number serves several important purposes: it links the Member to their referring Enroller, ensuring that all connections are tracked accurately. Additionally, it allows for effective monitoring of the Member's sales activities and team development progress, helping to enhance their overall experience within the Grove community.

**Office Portal:** The Office Portal is principally designed for licensed Fun Ambassadors and offers essential marketing resources to support business development. It provides an overview dashboard of both organizational and team efforts. Specific reports are available to track individual contributions and achievements. This information allows the Fun Ambassador to collaborate with team members and motivate their efforts effectively. Like Guests (see below), Fun Ambassadors can also place orders, register referrals, and modify Loyalty Subscriptions.

Guests have access to a limited version of the Office Portal, where they can set up or modify a Loyalty Subscription and track the Loyalty Points they earn from personal purchases and Guest referrals they send to Tangerine.fun™. Loyalty Points can be redeemed for products and services in the Tangerine.fun™ Loyalty Rewards Store, which can be accessed through the Office Portal.

**Replicated Website:** A replicated website is a personalized online marketing platform provided to each Fun Ambassador within Tangerine.fun™. It serves several key purposes:

- 1) **Branding:** Fun Ambassadors can customize the site to reflect their style while maintaining Tangerine.fun™ branding.
- 2) **Product Showcase:** It displays various products and services, making it easy for Guests to browse and purchase.
- 3) **Lead Generation:** Ambassadors can share their link to attract potential Guests or new Fun Ambassadors.
- 4) **Resource Access:** The site links to the Office Portal that provides information about Loyalty Subscriptions, Loyalty Points, and the Rewards Program.
- 5) **Order Processing:** Guests can place orders directly through the Fun Ambassador's website, where Tangerine.fun's™ merchant services collect payment.

Overall, the Replicated Website is a vital marketing tool that helps Fun Ambassadors promote their business and manage Guest relationships effectively.

**Referral:** A Referral is an individual introduced to Tangerine.fun™ as either a Guest or a potential Brand Ambassador. These introductions help us expand our community and create opportunities for collaboration and engagement. Additionally, people are the lifeblood of our business; more people lead to more revenue generation and growth opportunities. We call this the “mmmmm” principle because more Members mean more money!

**Guest Tree:** The genealogical organization structure that tracks Guest Referrals and links them to an originating Fun Ambassador.

**Waves:** Tangerine.fun™ tracks Referral Enrollments in Waves. The first Wave consists of Guests Enrolled by any Fun Ambassador. The second Wave consists of Guests referred to as Tangerine.fun™ by the first Wave of Guests. The third Wave consists of Guest, referred to by the second Wave, and so forth.

**Referral Link:** A link in the Office Portal that facilitates a Member's ability to refer their friends and prospects to Tangerine.fun™. The Referral Link ensures that Referrals are appropriately connected and Enrolled.

**License:** This refers to the legal permission granted by Tangerine.fun™ to a Fun Ambassador. This authorization allows the Fun Ambassador to use Tangerine.fun™'s technology and marketing resources to build and manage a Marketing Team organization. A Fun Ambassador who maintains an active annual license by paying a monthly fee of \$10 or a yearly fee of \$99 is eligible to participate fully in all aspects of the Rewards Program. They earn Cash and Loyalty Rewards when they meet specified qualifications.

**Statement of Policy:** The Tangerine.fun™ Statement of Policy outlines the guidelines and procedures for effectively managing our sales force, which consists of independent contractors

referred to as Brand Ambassadors. This policy ensures that all Brand Ambassadors align with our company's values and standards while fostering a positive and productive sales environment. By clearly defining the roles, responsibilities, and expectations for our Brand Ambassadors, we aim to enhance the overall efficiency of our sales force and promote a strong team dynamic.

**Enrollment Anniversary Date:** The anniversary marks when a Guest or Fun Ambassador first joined the Tangerine.fun™ Grove community. This date is also when the Annual License is renewed, and fees will be charged each year on this date. The Tangerine.fun™ License outlines essential provisions, including compliance, cancellation, and more, which form part of the company's official Statement of Policy along with this document.

**Reward Volume:** As Tangerine.fun™ expands globally, it needs a universal “currency” or Reward Volume that applies to product SKUs for determining Cash Rewards. The Reward Volume plays a crucial role in regulating sales amounts that Tangerine.fun™ can afford to compensate while ensuring the necessary margins to remain financially stable in each new market. For instance, if prices are adjusted for a specific market based on pricing sensitivities, the Reward Volume may also be adjusted to preserve the operating margins that Tangerine.fun™ requires.

**Personal Reward Volume:** This is the Volume associated with your orders and those from your Guest Tree.

**Cash Rewards:** All Active Fun Ambassadors who generate at least 100 in Personal Reward Volume (including Guests) and are Qualified, meaning they hold a current License, are eligible to earn Cash Rewards. Tangerine.fun™ utilizes Cash Rewards to compensate Fun Ambassadors for their business-building activities. This includes Enrolling Guests and building Fun Ambassador Marketing Teams that also develop Guests and build Fun Ambassador Marketing Teams. All Cash Rewards are based on sales to end consumers. To ensure our Fun Ambassadors have every opportunity to achieve the Cash Rewards they have targeted, we run Preliminary Cash Reward Calculations on the 3<sup>rd</sup> day of the month. Final calculations are run on the 5<sup>th</sup> day of the month and posted in the Office Portal, where they may be withdrawn on the 10<sup>th</sup> day of the month.

**Enrollment Pack:** This comprehensive package is designed for aspiring Fun Ambassadors and includes a thoughtfully curated initial order that allows them to experience our exceptional products. It features an annual License, which grants exclusive access to a personalized Replicated Website. This website provides a 24/7 marketing presence to showcase your business and support your sales and recruiting activities.

Additionally, the Enrollment Pack provides access to an enhanced Office Portal, featuring a range of resources and tools designed to streamline your operations. With this pack, you will receive a complete suite of marketing materials designed to empower your journey to success and help you connect effectively with your audience.

**Enrollment Order:** An initial order that includes an annual License (see Enrollment Pack).

**Enroller:** The Fun Ambassador who introduced you to Tangerine.fun™.

**Enrollment Tree:** The organizational structure tracks parent/child enrollment activities that originate with a given Fun Ambassador and continue through all Enrollment Waves.

**Placement Tree:** This is a detailed organizational structure designed to track the hierarchy of Fun Ambassadors. It begins with the originating enroller and includes all Fun Ambassadors they have directly enrolled. Additionally, it encompasses any Fun Ambassadors placed within their organization by individuals who joined before them, illustrating the full extent of connections and relationships within the network.

**Team Cash Rewards:** Team Cash Rewards are earned by aggregating the individual Team Reward Volume across three distinct Channels as specified in this document. This accumulated Reward Volume is then used to establish the monthly Rank, determining the Team Cash Reward a Fun Ambassador receives.

**Rank Advancement Cash Rewards:** When a Fun Ambassador achieves and holds a Rank for a specified number of months, they qualify to earn a Cash Award associated with that achievement. Rank Advancement Cash Rewards are paid in equal increments each month that a Rank is achieved, until the payment is fully satisfied, as specified by the Rank (please see the summary page of the Rewards Program for details).

**Global Leadership Revenue Sharing Cash Rewards:** At Tangerine.fun™, we believe that people are drawn not just to companies but to inspiring leaders who guide them toward success. To recognize outstanding leaders, we allocate a portion of our global Reward Volume and distribute it proportionally among them based on their individual and organizational contributions, as determined by the Reward Volume they generate through their Marketing Organization.

Ranks 1K Promoter to Tangerine Diamond Innovator are eligible to earn shares in the Global Leadership Revenue Pool, which is paid quarterly. Each standard quarter of the calendar, Tangerine.fun™ may run promotions that allow high-performing Fun Ambassadors who meet the promotion requirements to qualify to earn shares in this pool.

**Sponsor:** The term "Sponsor" typically refers to the original Enroller unless the Enroller chooses to strategically place the Fun Ambassador they directly Enrolled under another Fun Ambassador in their organization to strengthen that segment of their Marketing Team.

**Placement/Placement Change:** To facilitate building strong, functional Marketing Teams, Enrollers can choose, once only, to Place Fun Ambassadors they Enroll on the Frontline wherever and whenever they strategically determine it will be most beneficial. Placement Changes have no time limit. However, once a Fun Ambassador has been Placed, they cannot be moved again, and the change will be permanent.

**The Manufacturer's Suggested Retail Price (MSRP):** The MSRP is the minimum price we allow sales channels like Amazon, eBay, and retail establishments to publish for our products.'

**Marketplace:** The public shopping environment displayed on the Tangerine.fun™ website and all replicated websites.

**Retail Customer:** An individual who purchases in a retail environment and pays the MSRP, at a minimum.

**Marketplace Price:** The price displayed in the public-facing shopping environment on the Tangerine.fun™ website and replicated websites.

**Loyalty Price:** The Loyalty Price offers a 15% discount off the Marketplace Price and is exclusive to the Loyalty Subscription.

**Bounce Back Coupon:** Depending on the processing date of a Loyalty Subscription, Guests and Fun Ambassadors can receive up to a 20% discount off the Marketplace Price for any additional order placed in the same month that their Loyalty Subscription is successfully processed. If the Loyalty Subscription process date falls on or before the 7<sup>th</sup> day, the discount is 20%. If the process date is between the 7<sup>th</sup> and 15<sup>th</sup>, the discount is 15%. If the process date is between the 15<sup>th</sup> and the 25<sup>th</sup>, the discount is 10%. An extra order does not receive an additional discount when Loyalty Subscriptions are processed after the 25<sup>th</sup>.



**Base Price:** Tangerine.fun™ uses the base price to protect profit margins and determine the Reward Volume used to pay Cash Rewards.

**Omnichannel Commerce:** A multichannel approach to sales focused on providing seamless Guest experiences, whether the Guest is shopping online from a mobile device, on a laptop, person-to-person, or in a brick-and-mortar store.

**Loyalty Trip:** Each year, Tangerine.fun™ organizes an incentive trip to an exotic destination and posts it in the Loyalty Rewards Store. All Loyalty Members, both Guests and Fun Ambassadors, may accumulate Loyalty Points and redeem them for the incentive trip.

**Loyalty Club:** Some individuals excel as Team Builders, leveraging their efforts through a network of Fun Ambassadors. Others are skilled retailers who focus on developing and servicing Guest customers. These “retailers” can generate a significant amount of Personal Reward Volume. When specific benchmarks are met, these Fun Ambassadors qualify for one of our three Loyalty Clubs and can earn up to 250 additional Loyalty Points each month, which can be redeemed in the Loyalty Rewards Store.

**Team Building:** Team building involves a Fun Ambassador actively engaging in recruiting and developing a diverse group of fellow Fun Ambassadors. This collaborative effort aims to enhance the overall experience by pooling resources, skills, and creativity to create a more comprehensive and practical experience. By forming a cohesive team, the Fun Ambassador can effectively delegate tasks, share innovative ideas, and create a more dynamic and enjoyable environment for everyone involved. Through teamwork, they can achieve greater success in organizing enjoyable activities and fostering a positive atmosphere.

**Referral Loyalty Points:** When Tangerine.fun™ Guests share their experiences with friends and family, some of those contacts will likely want to try the products and enjoy the benefits. Although Guests are not eligible to earn Cash Rewards, we incentivize their Referrals through three Waves of Loyalty Points that can be redeemed in the Loyalty Rewards Store. Guests receive a 100% match on the Loyalty Points generated by the first Wave of Referrals, a 50% match on the second Wave, and a 25% match on the third Wave of Referrals.

**Wave 1:** Represents Frontline Referrals from Guests and Fun Ambassadors. This structure is vital for expanding our outreach and community engagement. Encouraging Guests to share their experiences and leveraging the connections of Fun Ambassadors will enhance our network, increase guest satisfaction, and strengthen brand loyalty.

**Wave 2:** Represents the Frontline Referrals from Wave 1.

**Wave 3:** Represents the Frontline Referrals from Wave 2.

**Referral Profit:** Referral Profit refers to the difference between the price at the Tangerine.fun™ Marketplace and the Loyalty Price a Fun Ambassador pays for a Loyalty Subscription. Only Fun Ambassadors are eligible to earn Referral Profits. The Referral Profits generated from a Guest Tree will go to the Fun Ambassador who initiated that Guest Tree.

**Active:** Each Fun Ambassador must personally generate 100 in Reward Volume (including Guest purchases) each month to earn any Cash Rewards they are qualified to receive. If they fail to meet this requirement, they are classified as **Inactive** and will not earn Cash Rewards.

**Eligible:** Tangerine.fun™'s independent contractors are called Fun Ambassadors. Tangerine.fun™ sells its Fun Ambassadors an annual License that permits them to use all of the digital programs and marketing tools Tangerine.fun™ offers to build an independent business. Licenses are renewed annually on the anniversary date using a payment method authorized by Tangerine.fun™. Failure to maintain an annual License will result in a Fun Ambassador being



reclassified as a Guest at the close of the subsequent calendar month, giving them a 30-day grace period. Guests are **Ineligible** to participate in the Cash Rewards program.

**Waves:** Tangerine.fun™ tracks Referral Enrollments in a series of Waves. The first Wave includes Guests whom any Fun Ambassador enrolls. The second Wave consists of Guests referred to as Tangerine.fun™ by the first Wave of Guests. The third Wave includes Guests referred by the second Wave, and this pattern continues.

**Rank:** Ranks are determined by the specific criteria that participants must meet to earn access to greater Loyalty and Cash Rewards progressively. Each Rank is associated with distinct requirements, such as the Reward Volume generated or participation in certain promotional activities. As individuals fulfill these requirements, they advance through the Ranks and unlock rewards, including exclusive offers, discounts, and Cash Rewards. This dynamic encourages engagement and provides clear incentives for continued participation.

**Channels:** The way Tangerine.fun™ accumulates and applies Reward Volume to generate Cash Rewards.

**Channel 1:** Channel 1 includes all accumulated Reward Volume generated by all the frontline Teams in a Fun Ambassador's Enrollment Tree.

**Channel 2:** Channel 2 includes all accumulated Reward Volume generated by the Personally Enrolled Teams in a Fun Ambassador's Enrollment Tree, minus the single largest Team by Reward Volume generated.

**Channel 3:** Channel 3 includes all accumulated Reward Volume generated by the Personally Enrolled Teams in a Fun Ambassador's Enrollment Tree, minus the largest and second-largest Teams by Reward Volume.

**Social Media Influencers:** Social media influencers have established a presence on various platforms, leveraging their unique personalities and content to engage with a large audience. They build a loyal following through their creative storytelling, appealing visuals, and authentic interactions. Influencers monetize their platforms by promoting a wide range of products and services, encouraging their followers to purchase based on their endorsements and recommendations. This dynamic relationship benefits the influencers and the brands they collaborate with, creating a powerful marketing strategy in the digital age.

**Rank Achievement Hold Period:** Fun Ambassadors must maintain their Rank qualifications for a specified number of months to be formally recognized by the associated Title.

**Monthly Installments:** One-time Rank Achievement Cash Rewards are distributed in installments for 5 to 10 months, depending on the specific Rank. A Fun Ambassador must maintain a qualifying Rank or higher to receive each installment. If a Fun Ambassador advances through multiple Ranks simultaneously, all installments will continue to be paid until the total Reward is fulfilled.

**Title:** Cash Rewards are earned and paid when monthly Rank qualifications are met. The Title serves purely for recognition purposes. A Fun Ambassador is publicly recognized by the highest Title achieved once the Rank Achievement Hold Period has been completed.