



# Paperly is Cruising into 2012

**Earn a 3-day, 2-night cruise with Paperly, plus a \$250 travel allowance.**



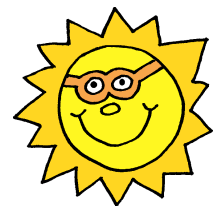
(Actual cruise may differ from the ship shown)

## The Trip

- ☞ Friday, June 8 – Sunday, June 10, 2012
- ☞ One 3-day, 2-night cruise (specific cruise line, ship and itinerary TBD)
- ☞ Departing from Miami, FL
- ☞ Includes cruise-related port charges, taxes, fees & tips
- ☞ Plus a \$250 allowance for travel-related expenses (i.e. airfare, taxis to/from airport, port excursions, etc.)
- ☞ Spouse, children, family and friends are welcome to join you on this Trip!

## Agenda

- ☞ Friday night: Welcome reception aboard the ship
- ☞ Saturday: Bahamian sun & fun
- ☞ Sunday: Tearful goodbyes



## Qualifications

- ☞ Qualification Period runs from 01/01/12 – 04/30/12
- ☞ Cruisin' Points are earned from personal sales & recruiting. To earn this Trip, a Consultant must earn at least 80 points. See page 2 for details.

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## Cruisin' Points

Consultants earn Cruisin' Points from (1) monthly personal sales and (2) recruiting:

### 1. Monthly Personal Sales Volume (PSV)

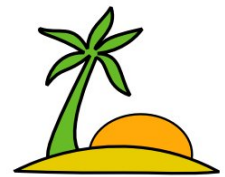
Consultants earn Cruisin' Points based on achieving monthly PSV targets. With each new calendar month, a Consultant's monthly PSV resets to \$0.

Monthly PSV Targets	\$500	\$1,000	\$1,750	\$2,500
Cruisin' Points	1	3	7	15

### 2. Recruits

For each new Direct Recruit that joins your Paperly team during the Qualification Period and has a Personal Sales Volume (PSV) that exceeds \$500 on 04/30/2012:

Cruisin' Points	15
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### Hypothetical Example

From January – April 2012, Christy Consultant personally sells \$1,750 each month as well as recruits 1 Direct Recruit per month, each of which exceeds \$500 PSV on 04/30/12.

	Jan	Feb	Mar	Apr
PSV	\$1,750	\$1,750	\$1,750	\$1,750
Points Earned	7	7	7	7
Qualified Recruits	1	1	1	1
Points Earned	15	15	15	15
<b>Cruisin' Points</b>	Qualifies if equal to or greater than 80...			<b>88</b>

***At the end of the Qualification Period,  
Christy has earned 88 points... and a cruise with Paperly!***

## FAQs

- Q. Can I bring my spouse, significant other, kids and friends on this Trip?
- A. Absolutely! Of course, Paperly will only pay for the Consultant – assuming he/she has earned enough Cruisin’ Points – but this Trip is meant to be a fun way to reward top performers. If you wish to share the experience with others, you’re more than welcome to.
- Q. If I haven’t earned the Trip, can I still attend? For example, if I get close to earning enough Cruisin’ Points, can I “buy” more to attend?
- A. Obviously, Paperly cannot prevent you from joining a publicly available cruise, but the intent of this Trip is to reward Consultants who have earned it, and therefore, no – you may not buy Cruisin’ Points in order to participate in Paperly’s sanctioned Trip.
- Q. If I earn the Trip, who arranges my travel plans?
- A. Paperly will take care of the cruise-related room reservation. If you wish to add roommates, upgrade your cabin, add port excursions or make any other cruise-related adjustments, we will work with you to make such accommodations. Furthermore, Paperly will provide all qualified and attending Consultants a \$250 travel allowance for such travel-related expenses as airfare, taxis to/from airport, port excursions, etc.
- Q. I’ve earned the Trip, but I cannot attend. Now what?
- A. Congratulations for earning the Trip, but unfortunately, the Trip has no “cash value” and neither the Trip nor Cruisin’ Points can be assigned to anyone else or redeemed for cash. Sorry.

## Fine Print

- As defined in Paperly’s Commission & Career Plan, Personal Sales Volume (PSV) is the total retail volume a Consultant (or higher Title) places in orders for her customers or herself. Business supplies do not count towards PSV.
- As defined by Paperly’s “Commission & Career Plan”, a Direct Recruit (or “Frontline Consultant”) is a Consultant (or higher Title) that is the 1st level of another Consultant (or higher Title).
- The Qualification Period starts on 01/01/12 and runs through 04/30/12 at 11:59PM PST.
- Paperly determines, at its sole discretion, the eligibility of Consultants to participate in this 2012 Incentive Trip. The Trip, as well as each Consultant’s eligibility to participate in the program, may be terminated at any time by Paperly at its sole discretion.
- If a Consultant adds a Direct Recruit during the Qualification Period, and if that Recruit has a Personal Sales Volume (PSV) that exceeds \$500 on 04/30/2012 at 11:59PM PST, then that Consultant has earned 15 points. Paperly is the final determiner, at its sole discretion, of the PSV of each Direct Recruit.
- If a Consultant who has earned the Trip needs to change or cancel travel arrangements after Paperly has made such arrangements, that Consultant is responsible for any change or cancelation fees Paperly incurs.



- Consultant must be Active (as defined by Paperly's "Commission & Career Plan") at the time of the Trip in order to attend.
- Paperly's sole financial commitment to each Consultant who has qualified for this Trip is one (1) double-occupancy room on a cruise of Paperly's choosing, tax/fees related to that room (but not income or other taxes you may owe based on the value of the cruise), port charges, normal & customary tips related to the cruise (subject to any cap on such tips deemed reasonable by Paperly) and a \$250 travel allowance. All other expenses incurred by the Consultant related to this Trip are his/her sole responsibility.
- The \$250 travel allowance will be paid by Paperly to qualified and attending Consultants within 30 days after the Trip has occurred.
- Cruise rooms are based on double occupancy. Consultants will be paired with other Consultants, unless a Consultant has made prior arrangements, confirmed in writing, with Paperly. Paperly does not guarantee any particular type or level of room on the cruise.
- Paperly has sole discretion in choosing the cruise for this Trip, which includes without limitation ports.
- This contest is void where prohibited by law. Paperly reserves the sole and final right to determine who qualifies and does not qualify for this Trip.
- Both the Trip and Cruisin' Points are non-transferable and have no cash value.
- Paperly reserves the right to audit any information applicable to Cruisin' Points. Tampering or fraud constitutes immediate disqualification from this Trip.
- Paperly does not guarantee a minimum number of Consultants will qualify for this Trip. Put another way, it is conceivable zero (0) Consultants will qualify for this Trip.
- All Consultants acknowledge the following: (i) Paperly is not a travel provider, travel agent, travel guide service or travel planner; (ii) Paperly does not endorse or recommend any cruises, room types, travel providers, tourist attractions, "things to do", activities, airlines, or any other travel-related products included within the itinerary; (iii) Paperly's services are administrative in nature; and (iv) except as described above, your communications with any service providers and/or vendors are solely your responsibility, and any issue which may arise between you and any such party, whether such issue involves faulty travel planning, injury or death, is to be resolved between you and such service provider or vendor without the involvement of, or any liability on the part of, Paperly. In the event of any flight, hotel, transportation, activity or other cancellation during the Trip, while Paperly will use commercially reasonable efforts to assist, you shall be solely responsible for making alternative booking arrangements.
- Neither Paperly nor its owners will be liable for any injuries, additional expenses, cruise or airline problems or other damages or expenses arising out of the Trip, any cancellation of the Trip, any changes to the Trip itinerary, or any changes to or cancellations to flights you may have booked in connection with the Trip.

