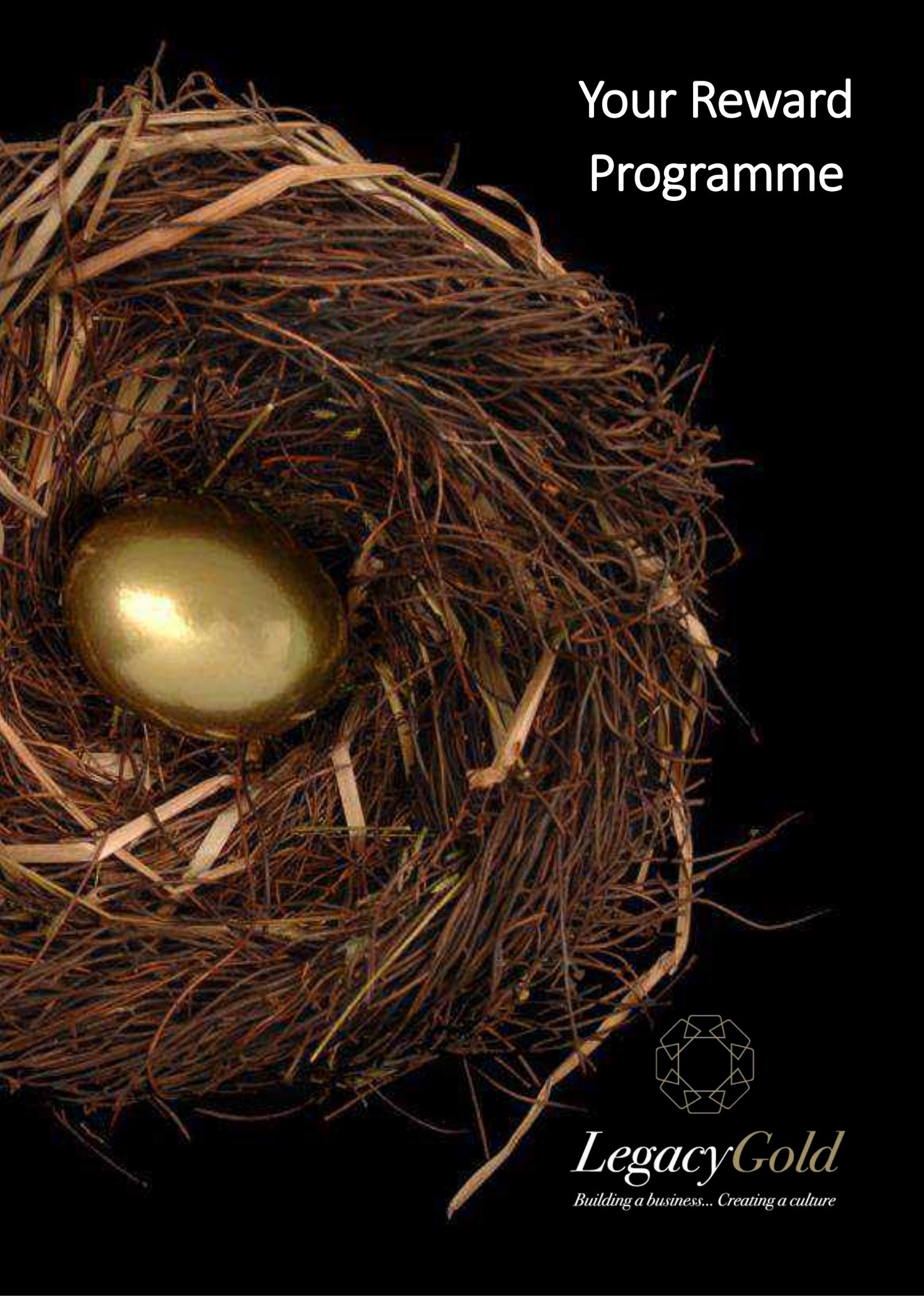


Your Reward Programme



LegacyGold

Building a business... Creating a culture



LegacyGold
Building a business... Creating a culture

WHERE DO YOU SEE YOURSELF?

3 ENTRY LEVELS

Customers select their own entry level from 3 alternatives and receive proportionate rewards/commissions for their activity and purchases.

- All Customers must be introduced by an existing IBC or Affiliate (their Sponsor). If they don't have one, then the Company will allocate one for them.
- You can [create your Legacy Gold account here](#).
- Registration is done online and requires proof of identification to be provided. This is to guard against potential fraudulent activity.
- Registered Customers may then use the Legacy Gold Platform to purchase gold at the advertised rate.
- All transactions are carried out online.
- Minimum transaction value is for 1g of gold and multiples thereof.
- Redemption of gold for delivery is encouraged at 10g or higher due to the premium rates for smaller bars.
- Customers do not receive any benefit from the Compensation Plan unless they upgrade to Affiliate or IBC.
- All Customers may take advantage of the Preferred Customer Programme and place their first order at a one-off, discounted price of Spot +10%, up to a maximum of 10g. Their Sponsor is responsible for providing them with the Discount Voucher which is individually numbered and valid for a single use.

1. CUSTOMER

Free to open an Account

- Upgrading is done online and once registered, an Affiliate is eligible to earn Retail Commission through the Referral Programme, by recommending the Products / Business to others.
- As a 'thank you' for referring new Customers who register and buy, Affiliates are paid a commission on any gold purchased by the new Customer (Retail Commission).
- To qualify for Retail Commission, the Affiliate must be active ie. have placed an order in that month.
- Commissions are not only paid on the people that an Affiliate personally introduces (their first level / LEVEL 1), but also on the purchases of new Customers who are introduced in turn, by the Affiliate's first level Affiliates (their second level / LEVEL 2).
- All Customers (and/or Affiliates) introduced by an Affiliate, are placed in a single Hub* under that Affiliate. They may introduce as many Customers (and/or Affiliates) as they wish, but Affiliates only ever retain a single Hub since they are not eligible to earn further commissions or bonuses from the Compensation Plan.

2. AFFILIATE

Free to join or upgrade



**The term Hub is more applicable to IBCs. A HUB is simply a Group of 12 people (minimum of 3 first level and 9 second level) which, once built, allows the Consultant (IBC) to progress through the Compensation Plan and earn higher commissions by building subsequent Hub Groups of 12. An Affiliate however, only ever has a single Hub and only earns on 2 levels (the people they introduce and those people THEY introduce in turn), until the Affiliate chooses to upgrade to IBC status.*

- To earn on all other commissions, an Affiliate must upgrade to full Independent Bullion Consultant status (IBC).
- By upgrading to or, initially joining as an IBC, a Customer can take advantage of the Legacy Gold Compensation Plan by introducing others who buy.
- This provides the IBC with an opportunity to build their own business, at their own pace, to any level they desire.
- IBC status simply requires the online purchase of a Welcome Pack.
- IBC's buy at the lowest prices the Company offers and benefit from a host of other advantages.
- By recommending others who purchase, the IBC can also take advantage of the Company's Compensation Plan and earn on the purchases of people down to 8 levels (and beyond), in accordance with the Compensation Plan structure.
- If an IBC has upgraded from Affiliate status, their Affiliate Hub becomes their first Hub (HUB 1).
- Subsequent Hubs may be developed in accordance with the Compensation Plan, so they progress from Qualified Consultant (with 1 Hub), to Group Consultant (with 2 Hubs), and so on, earning increased commissions as they achieve higher ranks / build more Hubs (See later for Compensation Plan).
- The one-off cost of the Welcome Pack is £199* inc. VAT and consists of:
 - A 1g gold bar in the pack*;
 - Plus 0.5g gold in storage*;
 - Flash drive loaded with marketing materials;
 - Stunning Corporate Brochure;
 - Full Back Office analysis suite;
 - Personalised website to promote the business, together with hosting;
 - Platform Licence for the joining month;
 - The right to benefit from all elements of the Reward Programme, Corporate promotions and regular product offers.
 - 20 x Customer Discount Vouchers worth up to £1000+ at Legacy Gold buying rates.
 - Access to unique corporate trainings from globally recognised trainers and all marketing materials;
 - Personalised Prepaid Mastercard (for the preloading of commission payments by the Company).
 - Legacy Gold place huge emphasis on personal development and provide the tools and materials for individuals to expand their knowledge within this arena, working with some of the world's leading life coaches.

3. IBC (Independent Bullion Consultant)



*Price & weight of gold correct at time of going to press. May be subject to change from time to time.
Value of Welcome Pack is well in excess £1000.

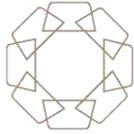
- Bonuses and commissions are paid to IBCs NOT ONLY on the purchases of gold, but also on the non-gold content (Commissionable Revenue ie doesn't include gold or VAT element) of the monthly Platform Licences.

The Platform Licence

- The only criteria to be eligible to receive ALL commissions in any month, is that the IBC must have purchased a Platform Licence in that month (excludes the month already covered by the purchase of the Welcome Pack).
- Platform Licences cost £99 inc.VAT and include:
 - 1.5g of gold for storage (worth up to spot+60% PLUS, at retail price from other online suppliers);
 - Quantity may vary depending on price of gold*, but Consultants will be given advanced notice of changes made.
 - Reducing the amount of gold will ensure Commissions levels remain high by default since the Commissionable Value of the Platform Licence will be increased.
 - Eligibility to earn on all commissions as outlined in the Reward Programme;
 - Continued Website hosting & Back office fees;
 - Licence to buy at preferred rates for 1 month;
 - Licence to introduce others to use the Platform;
 - Access to our unique personal development programme, featuring bespoke training from well-known mentors;
 - A further 15 Customer Discount Vouchers worth up to £800+.
 - Voucher codes are sent electronically so that the IBC can send them on to prospective customers either electronically or, provide it in writing or verbally.
- The Compensation Plan pays back 67% of the Commissionable Revenue** (licence value excluding the gold, which attracts Retail Commission separately, and the VAT element).
- **Purchase of a Platform Licence is not mandatory.**
 - When the value of the gold, tax savings and potential commission earnings are calculated, the price of the Platform Licence should be covered by default anyway.
 - IBCs are strongly advised to seek independent financial advice relating to the tax benefits of developing a home-based business.
- If an IBC does not purchase a Platform Licence in a particular month, as long as they are Active ie. Place an order that month, they are paid as an Affiliate and will still receive Retail Commission on all gold purchases (except gold contained in the Welcome Pack), within their first two levels.

**The point at which the Platform Licence will include 1g of gold is expected to be around £35/g
The point at which the Platform Licence will include 2g of gold is expected to be around £25/g*

***At the time of going to press this was around £45 (March 2016)*



LegacyGold

Building a business... Creating a culture

GLOSSARY OF TERMS

Important note: All costs, prices, gold weights and promotions are correct at the time of going to press. Because of the nature of the Product, these values may vary over time so Customers at all levels are always advised to check the website regularly for accurate values on any particular date.

Accounts:

Customers have 2 Accounts:

1. Bullion Account

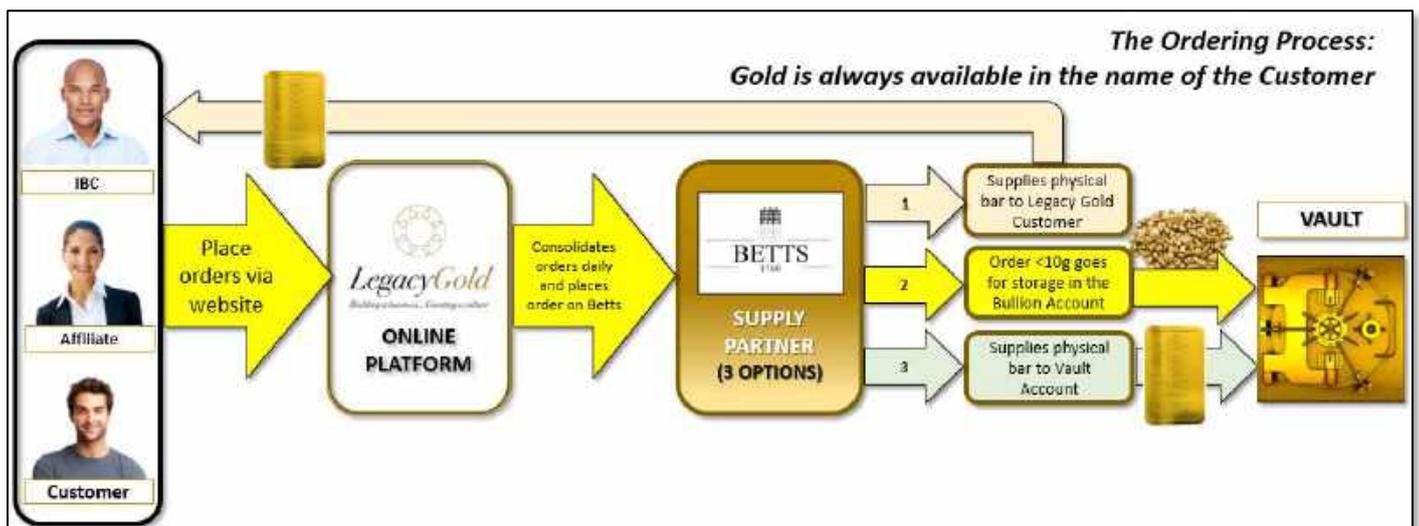
A storage account where gold is stored as 999.9 fine gold grain, in the name of the Customer, up to a maximum weight of 10g. When the gold stored reaches this level, a physical 10g bar is cast and transferred in the Customer's name to their Vault Account.

2. Vault Account:

Where the Client's gold is held in physical bars.

The gold is supplied in one of 3 ways:

1. Delivered as a bar direct to the Customer;
2. Stored in the Bullion Account as fine gold grain for holdings/orders <10g;
3. Stored in the Vault Account as a physical bar >10g.



Active:

An IBC (Independent Bullion Consultant) or Affiliate must be Active in a particular month in order to earn commissions and bonuses which may be due to them through the Reward Programme.

Active is defined as anyone who places an order in a particular month (including Automatic Monthly Orders).

Affiliate:

A Customer who joins or upgrades online, in order to earn Retail Commissions (only) on the purchases of people they introduce and the people they introduce in turn ie. Levels 1 and 2 (assuming a Customer on Level 1 also upgrades to Affiliate).

Affiliates in the Compensation Plan:

- There is no limit to the number of people an Affiliate can introduce.
- Affiliates only count as a Paid Level for their upline IBC for the calculation of Retail Commission. For any other commissions or bonuses, the Compensation Plan only counts Active IBCs and so compresses the Affiliate and, their downline, as a paid level.

Affiliate Upgrades:

When an Affiliate introduces a Customer, that Customer will always retain the Affiliate as their Sponsor but, if the Customer upgrades to IBC status and their Sponsor (the Affiliate) doesn't, then:

- The Affiliate will not be paid any commissions on the new IBC except Retail Commissions (until such time as they themselves upgrade);
- The sponsoring Affiliate must upgrade to IBC status either in the same month as their downline Consultant or by the end of the next full Commission Month.
 - Failure to do so will result in the new IBC being placed directly beneath the Affiliate's first upline IBC, **on a permanent basis**. In this case the Affiliate will lose ALL future commissions and bonuses created by the activity of that new IBC.



Automatic Monthly Order (AMO):

A process whereby any Customer, regardless of status, can arrange for gold to be deposited in their Bullion Account, or delivered, on a regular monthly basis, as long as a monthly Direct Debit has been set up to cover the value of the order.

- AMOs are entirely the choice of the individual and are not compulsory. They are simply a convenient way of placing a regular monthly order.
- AMOs can be cancelled at any time by writing to the Company (at Support@legacygold.eu) in the Commission Month PRIOR to the AMO being processed.
- The value of an AMO can be changed by writing to the Company, 3 working days PRIOR to the AMO being processed.
- All AMOs are processed on the 12th of the month (or the first working day thereafter).

IBCs also have the added option of placing an AMLO...

Automatic Monthly Licence Order (AMLO)

IBCs are encouraged to add/choose the purchase of a Platform Licence as an AMLO (Automatic Monthly Licence Order).

- The Platform Licence also includes a quantity of gold (1.5g at time of going to press).
- The AMLO can be the only purchase an IBC needs to make to guarantee qualification for all Bonuses and Commissions due to them in a particular month.
- **The AMLO offers an IBC the VERY BEST PRICE available through the Legacy Gold Platform.**

Base Price

This is the price which the Company advertises as its cost price when calculating Retail Commission.

Commission

Commission is the remuneration which the Company pays to its Affiliates and IBCs as reward for recommending the Legacy Gold Platform and Opportunity to others who subsequently purchase.

- A complete explanation of all the Commissions and how they are earned, is contained in the Compensation Plan, following this Glossary.
- Commissions are paid on the 10th of the month or the first working day thereafter.
- Retrospective Commissions and Bonuses are not paid eg. If a Customer upgrades to Affiliate or IBC, then they are eligible for payments due in that month, but not for any previous month.
- Consultant Commissions are credited to the prepaid Mastercard which is included in the Welcome Pack price and sent out separately, direct from Allied Wallet.
 - There is a minimum transfer value of £10 for Consultant Commissions. Until the £10 minimum is reached, the value of the commission is shown in the Consultant's E-wallet in their back office.
 - Affiliate Commissions (Retail Commission) are paid into the online E-Wallet and may be used to pay for additional gold purchases (minimum 1g).
 - Should an Affiliate wish to withdraw their commissions, they should write to the Company at support@legacygold.eu and such monies will be transferred directly to their bank account (minimum value £10), within 72 hours.

Commissionable Value / Revenue:

This term is used to clarify which commissions are paid on which product purchases.

ON GOLD:

- On ad hoc purchases, AMOs and the gold elements which constitute part of the Platform Licence, only **Retail Commissions are paid.**
 - They are calculated as the Retail Price paid by the Customer, less the Base Price (Spot Price+5% at time of going to press).
 - The exception to this is the calculation of Retail Commission on 1g gold bars FOR DELIVERY ONLY. Because there is a premium price for these smaller bars, the Base Price on 1g bars for delivery is calculated as Spot Price +20%)
- A one-time Gold Bonus is paid on the purchase of every Welcome Pack, in accordance with the conditions set out in the Compensation Plan.

ON PRODUCTS / SERVICES OTHER THAN GOLD:

- **Consultant, Group Development and Founders' Bonuses** are paid on all products and services purchased EXCEPT gold eg. The Platform Licence fees NOT including the gold or VAT associated with that cost.
- Welcome Packs are a one-time only purchase and attract a one-time only **Gold Bonus**.

Commission Month:

This is the month in which orders are credited for purposes of commission calculations.

- The Commission Month finishes on the last working day of the calendar month, except where the last day of the month falls on a weekend or public holiday. In this event, the next working day is designated as the end of the Commission Month.
- All orders and status applications must be received by the Company before midnight on the last working day of the Commission Month.
 - NB: The Retail Price offered by the Company is fixed at 3pm each day, so orders received after that time will be charged at the spot price+ as it stands at 3pm on the following day.

Compression:

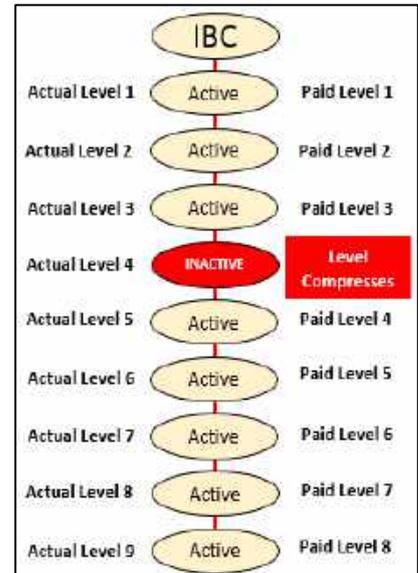
This process ensures that IBCs receive the maximum pay-outs from the Compensation Plan down to a maximum number of active levels.

Compression operates for every Bonus and Commission payment associated with the Compensation Plan (5 in total).

Example:

- An upline IBC has an active team of IBCs down to 9 levels.
- In a particular month one of those downline IBCs (say, on Level 4) isn't active.
- They would normally be classed as a Level for calculation of commissions, HOWEVER...

Compression accounts for such inactivity and rolls up the downline activity for that particular month, discounting the inactive IBC on Level 4 and counting the active IBC on Level 5 (the Actual Level), as Level 4 (the Paid Level) for the purposes of calculating the commission to the upline IBC.



Grace Month:

When an IBC qualifies at a higher rank in a particular month (by increasing the number of Active Hubs), they are paid at that rank in the month they qualify (their Qualifying Month).

- They must continue to have the same number of Active Hubs to be paid at that rank in subsequent months.
- The exception is the month immediately following the month in which they qualified for that new rank. This is called a Grace Month and for that month, they are also paid at the new rank level.

Example:

February: IBC qualifies as a Group Consultant (has 2 Active Hubs) and is paid at that rank.
March: They only qualify at Consultant (have 1 Active Hub). They are still paid as a Group Consultant because March is classed as a Grace Month.
April: Again they only qualify at Consultant (have 1 Active Hub). They are paid as Consultant.
May: They again qualify at Group Consultant (have 2 Active Hubs). They are again paid as Group Consultant.
June: They qualify as Consultant and they are paid as Consultant.
The Grace Month only applies in the month immediately after the **original** qualifying month, not for requalifying months.

Guarantee:

The Legacy Gold Guarantee

- I. The gold is always stored in the name of the Customer;
- II. All accounts are regularly and independently audited to ensure rightful ownership of the gold and the integrity of supply;
- III. All orders are backed by the identical quantity of gold in storage at all times so, although extremely unlikely, all Customer requests are able to be fulfilled in the event of a 100% request for delivery at any time.
- IV. We will buy back any genuine Betts / Legacy Gold branded bars (with proof of purchase and as long as the integrity of the gold has not been compromised), at the advertised spot price of gold on that day.



Hub:

Hubs are the building blocks for developing a successful business and are used as a measure of activity within an IBC's Business, **in order to progress through the rank system of the Compensation Plan.**

- There is no maximum number of people who can be in a single Hub although there IS a minimum number for it to be counted as a qualifying Hub in order for the Upline to be promoted to their next Rank.
 - **That minimum is called a Hub Group.**

Hub Group:

A 3 x 3 matrix of 12 IBCs (does not include Affiliates or Customers) in a single Hub.

A Hub may well include more people since each IBC will introduce their own IBCs, Affiliates and Customers.

Customer and Affiliate purchases count for the calculation of Bonuses and Commissions, but are not included in the 3 x 3 Hub Group matrix which is used for determining rank progression and qualification.



- The Legacy Gold system is programmed to **AUTOMATICALLY** place all IBCs in a Hub(s) at the end of each month, in a way which guarantees that the Consultant will attain the **HIGHEST RANK POSSIBLE** that month and hence earn **MAXIMUM** commissions.
 - Lines of sponsorship are always maintained, so all Affiliates and Customers are moved in sequence with their upline IBC.
 - Hubs may contain different downline Consultants from month to month due to varying levels of activity, because the Reward Programme analyses activity and always modifies the Hubs for maximum rank qualification in any single month.

Active Hub:

- Any Hub which has a minimum of 1 Hub Group within it, all of whom are Active IBCs in that month i.e. placed an order of any value, (including but not limited to an AMO, AMLO or a Platform Licence purchase).
- As soon as the Upline IBC has an Active Hub Group, that Hub is counted towards the total number of Active Hubs required in a single month, in order to progress to the next Rank in the Compensation Plan.
- Every time an IBC develops an additional Active Hub, they progress up to the corresponding Rank in the Compensation Plan, making them eligible for additional/increased commissions and bonuses.
- Compression takes effect to aid the development of Active Hub Groups.
- All Hubs must be Active in a single month for Rank progression to happen.

Affiliate Hub:

Any Customer/Affiliate introduced by an Affiliate is placed into a single Hub (an Affiliate Hub).

- Because the Affiliate will always have an IBC in their upline, all activity in that Affiliate Hub is treated as commissionable activity for the upline IBC for the calculation of applicable commissions and bonuses.

- When an Affiliate upgrades to become an IBC, any and all Customers/Affiliates in their Affiliate Hub are automatically placed into a Waiting Room for that month (see: Waiting Room).
 - This happens on the day that the upgrade takes place.
 - It is then entirely up to the new IBC as to how and where they wish to place their personally sponsored Customers, regardless of status (ie. Customer, Affiliate or IBC).
 - **Once the allocated period of time for the Waiting Room to be emptied has passed, the Affiliate Hub and the positions of anyone in it, automatically becomes fixed and permanent, if they have not already been placed.**

Independent Bullion Consultant (IBC or Consultant 'for short'):

This is the generic term, regardless of rank, used for Customers of Legacy Gold who have joined as or, upgraded to, this status, through the one-off purchase of an IBC Welcome Pack and as such, can qualify to earn commissions on their activity and the activity of their downline Customers, Affiliates and IBCs. Often referred to as Consultant.

Line of Sponsorship

An IBC who is building a business, will have both an Upline, who supports them and helps them to build their business and, a Downline.

- **Downline** is the term used for those people personally sponsored by an IBC and those that have in turn been sponsored and so on. The term encompasses everyone regardless of status ie. Customers, Affiliates and IBCs.
- **Upline** refers to anyone in the line of sponsorship, from the Sponsor up to the Company (the ultimate upline). It is the responsibility of anyone and everyone in the upline to help their downline IBCs to develop their businesses. In return, the upline is paid commissions and bonuses based on the activity of the downline.
- No Customer, Affiliate or IBC may change their line of sponsorship, except by resigning in writing to the Company, then waiting a period of 6 months before re-joining with a new sponsor. This is to protect the integrity of the sponsoring system.

Platform Licence:

A Platform Licence must be purchased in a particular month for an IBC to be eligible for all commissions and bonuses, other than Retail Commission which is paid to all Active Affiliates and IBCs.

Purchase is not mandatory, but:

- i. It sets an example and represents excellent value for money;
- ii. It's an ideal way to save gold regularly, buying at our lowest price, especially when ordered as an AMLO;
- iii. It's anticipated that the cost of the Licence, once the value of the gold (at Retail Price) has been removed, should be easily covered by the commissions earned and, potentially, by tax deductible expenses incurred by anyone developing a business.

A Platform Licence costs £99 inc. VAT (correct at time of going to press).

This Fee covers:

- 1.5g of gold (may increase or decrease in line with the value of gold);
- Licence to use the Legacy Gold buying platform and to allow personally invited Customers and Affiliates to use it too;
- Full back office suite administration;
- Website, domain name, email address and hosting administration costs;
- The continuing right to benefit from all elements of the Legacy Gold Compensation Plan;
- Access to corporate trainings, promotional offers and marketing materials.
- A further 15 Customer Discount Vouchers worth up to £800+.
 - Vouchers are sent electronically so that the IBC can send them electronically or provide them in writing or verbally, to new Customers.

The Platform Licence is set up as an Automatic Monthly Licence Order (AMLO) for the IBC's second full month as an IBC.

- By agreeing to this, the IBC can be assured of achieving the minimum qualifying criteria to earn all commissions and bonuses due, every month, without fail.
 - This is shown as an 'opt out' option on the website at the point of Registration.
- The IBC may also opt out of this arrangement by giving the Company 3 working days' notice, in writing to Support@legacygold.eu , at any time.
- If an IBC does not buy a Platform Licence, they will:
 - still earn Retail Commissions on all active Customers, Affiliates and IBCs on their first two levels, provided they have an active Automatic Monthly Order or, place an order in that month;
 - Will lose access to some areas of the Back Office website, but retain rights as if they were an Affiliate.

Qualified Consultant

Although Consultant is a generic term and the first Rank in the Compensation Plan, QUALIFIED CONSULTANT is the first level of *recognition* in the Plan.

- To reach this level, the Consultant must have developed an Active Hub Group (Hub 1) in any single month.
- Remember that for commission qualification, Hub 1 is always deemed active so a Consultant doesn't have to be Qualified to earn Retail Commission or Consultant Bonus.

Qualifying Rank:

IBCs are always recognised at and retain their highest Rank title, but are paid at the rank for which they qualify in any particular month.

- Qualifying Rank is denoted by the number of Active Hubs which they have at the end of the Commission Month.
- The term Qualifying Rank also applies for promotions which the Company run from time to time.

Rank:

IBCs move through the Compensation Plan according to the number of Active Hubs they have in any single Commission Month.

- Whenever an additional Active Hub is developed, the IBC receives a higher Rank title.
- Each new Rank title makes the IBC eligible for additional commissions and bonuses, as per the Compensation Plan. Titles are retained but commissions are paid at the rank qualified for in a particular month.

Retail Price:

This is the price which Customers pay to purchase gold through the Legacy Gold Platform.

The Company prides itself on offering some of the cheapest rates available ANYWHERE for small quantity orders of gold.

- Retail prices are fixed as a percentage over the (variable) Spot Price and are published online.
 - These percentages do not vary but may be subject to promotions which the Company run from time to time, effectively lowering the Retail Price.
- Retail Price is heavily discounted to encourage regular monthly purchases and to remain extremely competitive in the market place.
- It varies according to the amount of gold purchased and/or the status of the Customer.
 - 1g bars for delivery attract a small premium in terms of Legacy Gold's usual buying rates, because of the high cost of production compared to the value of the physical gold.
- Customers are advised to check the website for variations and up to date prices.
- All transactions are carried out online.
- The minimum transaction value is for 1g of gold and multiples thereof.

The Retail Price becomes progressively lower for those Customers who:

1. Purchase gold for storage rather than delivery;
2. Purchase larger quantities of gold in a single purchase;
3. Upgrade to Independent Bullion Consultant (IBC) status and have an AMLO in place;
4. Take advantage of promotions which the Company run from time to time.

- *The Company also buys Gold back from Clients.*
- *All buying and selling prices are subject to variations and are published on the website.*
- *Prices are fixed on a daily basis for all transactions, using the Fix price as at 3.00pm/15.00 on that day.*
- *The Company reserves the right in accordance with the T&Cs to vary the final purchase price, up or down, in line with the Fix Price at 3.00pm*
- *Orders placed after 1pm are charged at the rate published for the next working day.*

Sponsor

This is the IBC (or Affiliate) who introduced a person to Legacy Gold.

- It is the responsibility of the Sponsor to help their downline to develop their Business.
- It is also in the interests of the Sponsor that their downline is successful, since as the Sponsor/Upline, they will earn a commission on that person's activity and downline purchases.

Spot Price (Fix Price)

This is the price of gold at any particular time on the global market. The price varies constantly depending on how gold is trading at a particular time. The Legacy Gold website has a live feed to this value. All gold purchased via Legacy Gold is charged at the London pm fix price (the spot price as fixed at 3pm) on each working day.

Storage Fees:

- In line with the industry norm, the Company, at their discretion, charges a monthly storage fee on gold which has been purchased and stored through the Legacy Gold platform.
- These rates are available on the website, however...
The first 6 months of every order is stored free of charge.
- In conjunction with our Supply Partners, the Company tries to ensure that storage fees are kept to a minimum and it is not Company policy to make a profit on storage charges.

Waiting Room:

The Waiting Room allows IBCs to maximise their return from the Compensation Plan.

- All new Customers, Affiliates and IBCs are automatically placed in their Sponsor's Waiting Room during their joining month.
- During this period, they may operate their Business in the usual way.
- It is the responsibility of the IBC to 'empty' the Waiting Room (at any time during this period), before the end of the Commission Month in which they want to qualify on that person's activity.

At the end of the Commission Month, the IBC has a further two working days to 'empty' their Waiting Room.

- This is done by allocating new, personally sponsored Consultants, Affiliates or Customers, via the Back Office system, to other members of their downline team SHOULD THEY WISH TO DO SO.
- The new Customer, Affiliate or IBC, will always retain the same sponsor and remain on that person's first level, unless moved as described above. Once moved, they retain that upline permanently if they are left there at the end of the month.
- Used effectively, this allows the IBC to plan their team and Hub structure and hence maximise the rewards from the Compensation Plan.

- In the event that an Affiliate or IBC in the Waiting Room has already sponsored someone else (who would also be in the Waiting Room), lines of sponsorship will always be retained when people are positioned in the downline of another Consultant ie. The entire leg moves with the upline.

Welcome Pack:

- The Pack is a compulsory purchase for all new IBCs.
- It is a high quality, informative pack which, when combined with the online services of the website, provides the IBC with everything they will need to begin building a profitable business and a Legacy for future generations.

The cost of the IBC Welcome Pack is £199* inc. VAT, representing superb value for money. Full details of the contents of the Welcome Pack can be [found on the Website](#).





THE COMPENSATION

PLAN

The Plan has been developed to be simple to explain, yet be one of the most lucrative in the franchising / direct sales industry, promoting a product with a market value that is regulated on a global basis and, with an added element, to facilitate significant rewards for anyone who is prepared to commit to developing a business.

There are:

- **3 different status/entry levels;**
 - Customer (not eligible to earn commission);
 - Affiliate (earns Retail Commission, down 2 levels);
 - Independent Bullion Consultant (IBC) (eligible to earn all commissions).

- **5 different types of commissions;**
 - Retail Commission (paid to all active Affiliates and Consultants);
 - Consultant Bonus (paid to Consultants at set percentages);
 - Group Development Bonus (paid to Consultants at variable percentages according to Rank);
 - Gold Bonus (paid to Consultants for helping others);
 - Founders' Bonus (paid to high ranking Consultants for consistent achievement).

- **11 different ranks of IBC (the third status level)**
 - (Qualified) Consultant
 - Group Consultant
 - Manager
 - Group Manager
 - Executive
 - Group Executive
 - Director
 - Group Director
 - Silver Director
 - Gold Director
 - Platinum Director

- **Commissions paid down 8 levels, including:**
 - 2 Bonuses potentially paid to infinite levels

- **Regular Promotional Bonuses.**

In total, the Compensation Plan pays back:

- Up to 67% of Commissionable Revenues (to IBCs only) and,
- Up to 50% of all gold purchases (to IBCs and Affiliates), over and above Company costs.
- Up to 1.5g of gold on new IBCs developed on an IBC's first level and beyond.

Overview of Bonuses, Commissions and percentages payable:

The Plan pays commissions and bonuses on three clearly defined products:

1. Gold purchases;
2. All products OTHER than gold eg. Commissionable Value of Platform Licences;
3. New Welcome Packs containing gold.

LEVEL	Paid on gold purchases		Paid on product/services other than gold ie. Platform Licences			
	RETAIL COMMISSION		CONSULTANT BONUS	GROUP DEVELOPMENT BONUS	FOUNDERS' BONUS	GOLD BONUS
1	20%		10%	2 - 25%	Share of Pool containing 2% of total Company Annual Commissionable Revenue.	Rewards duplication of the System & team building. 0.5g gold at Consultant UP TO 1.5g OF GOLD at Group Director+
2	10%		10%	2 - 25%		
3	5%		5%	2 - 25%		
4	5%		5%	2 - 25%		
5	4%		3%	2 - 25%		
6	3%		3%	2 - 25%		
7	2%		2%	2 - 25%		
8	1%		2%	2 - 25%		
TOTAL % PAID	50%		40%	2 - 25% Potentially Infinite Levels		
	Paid to all Active Affiliates & IBCs. All Customers, Affiliates and IBCs count as a Level Commission is paid at the percentage shown, on the value of the gold over the Base Price. (spot plus 5% except 1g bars for delivery)		Paid to all IBCs at a fixed percentage. Only IBCs count as a Level.		Paid to Group Consultants+ in line with No. of Active Hubs: 2% to Group Consultants rising to 25% for Platinum Directors. Bonus paid on differentials down to next IBC of equal or higher rank.	
					Paid to Founding Directors and Silver Directors +. All qualifiers receive shares according to rank/qualification in each month. Paid annually.	
					Paid to all IBCs on new Welcome Pack purchases whether the Hub is Active or not. One time only payment Paid on differentials down to next IBC of equal or higher rank.	

Overview of Ranks and Bonuses / Commissions earned:

	Affiliate	(Qualified) Consultant	Group Consultant	Manager	Group Manager	Executive	Group Executive	Director	Group Director	Silver Director	Gold Director	Platinum Director
Qualification for Rank (in a single month)	Upgrade or join online FREE	Purchase IBC Licence Pack	2 Active Hub Groups	3 Active Hub Groups	4 Active Hub Groups	5 Active Hub Groups	6 Active Hub Groups	7 Active Hub Groups	8 Active Hub Groups	9 Active Hub Groups	10 Active Hub Groups	12 Active Hub Groups
Monthly qualification to get paid at that Rank	Introduce a Client who makes a purchase	HUB 1 ALWAYS ACTIVE Purchase Platform Licence	2 Active Hub Groups + purchase Platform Licence	3 Active Hub Groups + purchase Platform Licence	4 Active Hub Groups + purchase Platform Licence	5 Active Hub Groups + purchase Platform Licence	6 Active Hub Groups + purchase Platform Licence	7 Active Hub Groups + purchase Platform Licence	8 Active Hub Groups + purchase Platform Licence	9 Active Hub Groups + purchase Platform Licence	10 Active Hub Groups + purchase Platform Licence	12 Active Hub Groups + purchase Platform Licence
RETAIL COMMISSION	20/10% Levels 1 & 2	20 - 50% On 8 levels	20 - 50% On 8 levels	20 - 50% On 8 levels	20 - 50% On 8 levels	20 - 50% On 8 levels	20 - 50% On 8 levels	20 - 50% On 8 levels	20 - 50% On 8 levels	20 - 50% On 8 levels	20 - 50% On 8 levels	20 - 50% On 8 levels
CONSULTANT BONUS		10 - 40% on 8 levels	10 - 40% on 8 levels	10 - 40% on 8 levels	10 - 40% on 8 levels	10 - 40% on 8 levels	10 - 40% on 8 levels	10 - 40% on 8 levels	10 - 40% on 8 levels	10 - 40% on 8 levels	10 - 40% on 8 levels	10 - 40% on 8 levels
GOLD BONUS		0.5g Gold	0.75g Gold	0.75g Gold	1g Gold	1g Gold	1.25g Gold	1.25g Gold	1.5g Gold	1.5g Gold	1.5g Gold	1.5g Gold
GROUP DEVELOPMENT BONUS			2% infinite levels	4% infinite levels	6% infinite levels	8% infinite levels	10% infinite levels	12% infinite levels	15% infinite levels	17% infinite levels	20% infinite levels	25% infinite levels
FOUNDERS' BONUS										1 Share of 2% TDOver Pool	3 Shares of 2% TDOver Pool	5 Shares of 2% TDOver Pool

COMMISSIONS & BONUSES

This section explains the simple way in which each Commission and Bonus operates in order that the IBC or Affiliate is rewarded for recommending our Products and Opportunity to others.

Please note: As always, all costs, prices, gold weights and promotions are correct at the time of going to press.

March 2016

1. RETAIL COMMISSION:

This Commission is paid to all Active Affiliates and IBCs on the purchases of gold, by people in their downline.

- **IBCs** are paid up to 50% of all Commissionable Revenue ON GOLD ONLY (including gold in Platform Licences, but not Welcome Packs), down 8 levels of Customers, regardless of status.
- **Affiliates** are paid at the same percentages as an IBC, but only on 2 levels of downline.
- **Commissionable Revenue on gold is the Customer price paid, less the Base price (Company cost).**
- Base price (at time of going to press) is:
 - Spot + 5% up to 10g
 - Spot +20% for 1g bars for delivery.

Paid on gold purchases	
LEVEL	RETAIL COMMISSION
1	20%
2	10%
3	5%
4	5%
5	4%
6	3%
7	2%
8	1%
TOTAL % PAID	50%

Examples (all figures are for illustration purposes only and may not reflect actual buying prices).

- All Customers count as a Level regardless of status.
- If an IBC has a team of personally introduced Customers who all purchase, the IBC is paid on ALL those purchases as a single level (their first level).
- If the IBC sponsors another IBC, who introduces an Affiliate, who in turn sponsors a Customer, each of those individuals count as a Level for the calculation of Retail Commission.
- Assume all Customers in this example buy £100 worth of gold (at spot price). They buy at different values **over** spot because of their status:
 - SIAN (an IBC), buys at Spot +15%, so pays £115. This is the Retail Price.
 - GEMMA (a Customer) buys at Spot +30%, so pays £130.
 - MARC (an Affiliate) buys at Spot+30%, so pays £130 too.
- John, the upline IBC, earns the percentage shown on the table above, on the **Retail Price minus the Base Price**, which, on £100 worth of gold at spot price, is £105 (spot +5%).



So John earns the following Retail Commissions:

- On SIAN, $(£115 - £105) \times 20\% = £2.00$
- On GEMMA, $(£130 - £105) \times 20\% = £5.00$
- On MARC, $(£130 - £105) \times 10\% = £2.50$

From this example, you can immediately see the financial advantage of building a solid Customer base.

2. CONSULTANT BONUS:

This Commission is paid to all IBCs who have purchased a Platform Licence in that month.

- It pays up to 40% of the Commissionable Value of all purchases, other than gold, including Platform Licences.
- It is paid as a flat rate, as shown, down 8 levels of Active IBCs.
- Affiliates and Customers DO NOT count as a level.
- Consultant Bonus is paid on all the activity of ALL IBCs, in ALL Hubs, regardless of whether it is an Active Hub (contains an Active 3x3 Hub Group), or not.

Paid on Commissionable Value of products, other than gold	
LEVEL	CONSULTANT BONUS
1	10%
2	10%
3	5%
4	5%
5	3%
6	3%
7	2%
8	2%
TOTAL % PAID	40%

How it works:

- A Platform Licence costs £99 inc.VAT
- It includes 1.5g of gold, valued at (say) £42 (spot +15%)
- Value of the Licence without the gold is £58
- Value of the Licence without the VAT element is £46.40
 - The VAT is NOT payable on the gold
 - **The Total Commissionable Value is £46.40**
- Total commission paid out @ 67% is £31.09
- Total CONSULTANT BONUS paid out @ 40% is £18.56

Example:

- John earns CONSULTANT BONUS on the Commissionable Value of each Licence:
 - 10% x on Sian £4.64
 - 10% on David £4.64
 - 5% on Mary £2.32
 - £11.60 in total**
- In addition, John will earn:
 - Retail Commission on the Gold;
 - Group Development Bonus on the Commissionable Value;
 - Gold Bonus on the IBC Licences purchased by David and Mary, quantity depending on his Rank;
 - Potential Founders' Bonus, depending on his Rank.



3. GROUP DEVELOPMENT BONUS:

This Bonus is paid to Group Consultants and above on the commissionable value of purchases, other than gold, including Platform Licences.

It rewards the development of teams, specifically, Active Hub Groups.

Paid on Commissionable Value of products, other than gold	
LEVEL	GROUP DEVELOPMENT BONUS
1	2 - 25%
2	2 - 25%
3	2 - 25%
4	2 - 25%
5	2 - 25%
6	2 - 25%
7	2 - 25%
8	2 - 25% Potentially Infinite Levels

- To be eligible, the IBC must have purchased a Platform Licence that month.
- 2% is paid to Group Consultants on all Active IBCs, rising to 25% at Platinum Director rank.
- The percentage paid is dependent on the qualifying rank of the IBC that month and can potentially be paid down an infinite number of levels of IBCs, if there is no IBC of the same or higher rank in a downline.
 - Affiliates and Customers DO NOT count as a level.
- The same percentage (dictated by rank) is paid down all levels.
- The differential in Bonus percentage is paid down to the next IBC of equal or higher rank.



- Payments may be blocked or reduced by a downline IBC who is qualified at a lower, equivalent or higher rank in the same Commission Month.
 - If the downline qualifier is at a **lower** rank than the upline IBC, the upline IBC will collect the **difference** between the rates of percentage paid.
 - If the downline qualifier is at the **same** rank or **higher** than the upline IBC, then payments of the Group Development Bonus to the upline IBC are blocked at that point.

Example:

- John** has a business which has developed down 5 Levels in one particular leg and, has reached the Rank of Director, making him eligible for 12% Group Development Bonus.
- John is paid the difference between his own percentage and that of his 1st Level IBC.
- In this case, Sian is on 8%, so John makes 12% - 8% = 4% on the Commissionable Value of everyone in Sian's team.
- Sian** is paid the difference between her own percentage and that of her own 1st Level IBC, David.
- So Sian makes 2% on David (8% - 6%) and John makes his 4% on David too.
- David** is paid the difference between his own percentage and that of his own 1st Level IBC, Mary. However, because Mary is at the same Rank as David, there is no differential, so any payments of Group Development Bonus to David are blocked by Mary, until David moves up a Rank to earn a higher percentage.
- Sian earns 2% on Mary and all of Mary's downline (Jane and Hilary), as well as 2% on David.
- John earns 4% on everyone in this downline leg.
- Mary** earns 6% on Jane and 6% on Hilary.
- Neither **Hilary** or **Jane** earn Group Development Bonus, which is only paid to Group Consultants and above.
- TIP: The easiest way to calculate who earns what percentage, is to start at the bottom and work upwards, subtracting the lower value from the upline value!**



4. FOUNDERS' BONUS:

This Bonus is paid to:

- Founding Executives & Directors who may have earned shares via promotions throughout the year.
- Qualifying Silver Directors and higher.
- The Bonus is paid annually at a major corporate-run event.

All qualifiers receive shares (1, 3 or 5) each month, according to their qualifying rank in that month, as per the illustration below.



At the end of the financial year, the Company places 2% of the total Commissionable Revenue into a pool.

The following calculation is then done and each qualifier is presented with a cheque to the value of their shares at the main annual corporate event.

$$\frac{\text{Total Pool Value}}{\text{Total Shares Allocated}} = \text{Value of 1 Share}$$



5. GOLD BONUS:

This Bonus is paid to Consultants on the one-time purchase of a Welcome Pack by a new IBC, either joining as an IBC or, upgrading to full IBC status.

- It rewards effective duplication of the System, team building and team support ie. helping others to succeed.
- This Bonus is unique in that it is paid in gold, directly into the IBC's Bullion Account.
- It can potentially reward all ranks at a significantly higher value than the normal Compensation Plan would (up to 75% more, depending on the value of gold).
- The Gold Bonus also **pays on INCOMPLETE Hubs** eg. when building a new Hub, the IBC is still paid on all new Welcome Packs (new IBCs), even though the Hub may not yet contain an Active Hub Group and the IBC may not have achieved the higher rank associated with the additional Hub.
- The Gold Bonus is paid to the IBC at their Qualifying Rank that month.
- It is paid down to the next IBC of equivalent or higher rank, with the differential being paid upline, to higher ranked IBCs where appropriate. So theoretically, it can be paid down an infinite number of levels.





Example:

As in the case of the Group Development Bonus, the best way to calculate earnings are by starting at the bottom and working upwards.

- Hilary** has just bought a Welcome Pack. She makes no commission on her own purchase, but receives 1.5g of gold in her Welcome Pack and has access to all the other IBC benefits.
- Jane**, as a Qualified Consultant, is eligible to earn 0.5g on downline purchases of IBC Licences, and so earns the full 0.5g on Hilary's purchase.

 - By helping Hilary share the system with others and introduce IBCs of her own, Jane will continue to earn differentials as her rank increases.
- Mary** is a Group Manager and is eligible to earn 1g of gold on downline purchases. Since Jane has already earned 0.5g, Mary will earn the differential, up to the maximum of 1g (her own level of earning potential). So Mary also earns 0.5g.
- David** is also a Group Manager and, because there is no differential between his earning potential of 1g and that of his downline, Mary, he doesn't receive a Gold Bonus on this purchase.
- Sian**, although a higher rank than David, is still only eligible to earn 1g. There is no differential between her and her downline so she doesn't receive a Gold Bonus on this purchase.
- John** has a business which has developed down 5 Levels and has reached the Rank of Group Director, making him eligible for 1.5g of Gold for every Welcome Pack purchased on his first Level and, the differential on the Gold Bonus between him and lower levels in his team.

 - John earns the differential between him and the first qualifying downline IBC in this leg (Mary): 0.5g.



WHAT WILL YOU EARN?

As with Life, you get out of your Business whatever you put in!

Earnings are strictly dependent on the amount of time, effort and commitment that you give to your Business.

Think about this:

- Your last or current job... How much were you paid?
- How long did you study or prepare yourself before you got that job?
- How many hours a week did you have to commit to that job in order to get the salary you were paid?

Legacy Gold is not a 'get rich quick' scheme.

It will however, provide you an opportunity to make as much money as you wish so you can live the life you've always wanted, IF you follow the System and help others and IF you **really** want to make a change in your life.

Legacy Gold is one of the few companies that can GUARANTEE you will earn a minimum income IF you achieve certain ranks in your business development.

This allows you to develop a plan of action over a prescribed time period, to achieve whatever goals you set yourself.

What if it took you a couple of years to (say) make the equivalent of the average national salary (just over £2000 a month)? Would that be worth having as a part-time income? Or even as a full time income?

Minimum earnings can be guaranteed at each rank but only down 2 levels of activity.

In reality, most IBCs are likely to introduce other IBCs beyond the first and second level. Each IBC is likely to have their own Affiliates and Clients too, although it depends entirely on the individual's effort and commitment.

Do this exercise for yourself (ask your upline to help you if you're struggling with the figures):

- Duplicate the system of 3 people helping 3 people, down 8 paid levels.
- Remember that all people are doing is sharing a link to their website and encouraging people to watch a couple of short videos. That's all, so no hard selling or persuading... let them make up their own mind.

The number of people on 8 levels in a single Hub alone, would total almost 10,000.

Now we know that you can make figures do anything, so take it with a pinch of salt....

But what if the System was so simple to duplicate that it WAS possible...?

Dare to **Dream**; have the **Courage** to aim for your goals; **Save** ten per cent of what you earn and above all, take **Action!**

It's the only way change can take place.

We look forward to helping you [create Your Legacy!](#)



LegacyGold

Building a business... Creating a culture

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Or email Support@legacygold.eu