



AUSTRALIAN COMPENSATION PLAN OVERVIEW

EFFECTIVE OCTOBER 17, 2020

THE ACN OPPORTUNITY HAS BEEN DESIGNED TO HELP YOU BUILD A SUCCESSFUL BUSINESS OF YOUR OWN

ACN Independent Business Owners (IBOs) can earn money in four ways:

1. Residual commissions paid monthly based on their personal customers' usage of ACN's services.
2. Residual commissions paid monthly based on their downline's customers' usage of ACN's services.
3. Bonuses paid weekly based on their personal customer acquisition.
4. Bonuses paid weekly based on their downline's personal customer acquisition.

Compensation is earned only when customers are acquired.

Refer to the ACN Compensation Plan for complete details. Earnings as an ACN IBO are based solely upon the successful sale of products to customers and their usage of those products. Individuals will incur expenses in operating their ACN business, such as the fee and renewal fee, as well as other possible operating expenses. As with any business, earnings and success at ACN are not guaranteed but depend primarily on the individual's persistence, effort, and results of acquiring customers personally and/or through their team. Individuals will not earn income and will lose money as an IBO if customers are not acquired.

POSITIONS & QUALIFICATIONS

IBO Everyone starts ACN as an Independent Business Owner

Your goal should be to work your way through the earned positions detailed below. The positions you achieve are based on the total number of customers acquired between you and your team.

EARNED POSITIONS:

Qualification Promotion

CQ Customer Qualified IBO

CQ MUST MAINTAIN

You

6
Customer Points
from at least

3
Services

*WA IBOs only need to acquire 5 customer points and at least 3 services**

ELIGIBLE FOR MONTHLY PERSONAL CUSTOMER ACQUISITION BONUS

ETL Executive Team Leader

30
TOTAL CUSTOMER POINTS
(Personal and Downline)

ETL MUST MAINTAIN CUSTOMER QUALIFIED STATUS

RD Regional Director

600
TOTAL CUSTOMER POINTS
(Personal and Downline)

A minimum of 600 total Customer Points in your team with a maximum of 200 Customer Points per leg.

RVP Regional Vice President

3000
TOTAL CUSTOMER POINTS
(Personal and Downline)

3,000 Total Customer Points in their team
(Maximum of 750 points per leg)

RVP GOLD
Minimum monthly Downline Billings: **\$200,000**
(Limit of \$60,000 per leg)

RVP PLATINUM
Minimum monthly Downline Billings: **\$300,000**
(Limit of \$100,000 per leg)

RD, RVP AND SVP MUST MAINTAIN A MINIMUM OF

15 Personal Customer Points **FROM AT LEAST** **5** Services

to receive earned position compensation

SVP Senior Vice President

Must have 1 RD or above in 6 separate legs, including at least 2 RVP legs.

Minimum Monthly Downline Billings: \$500,000
(Limit \$250,000 per leg).

Earnings as an ACN IBO are based solely upon the successful sale of products to customers and their usage of those products. Individuals will incur expenses in operating their ACN business, such as the sign-up fee and renewal fee, as well as other possible operating expenses. As with any business, earnings and success at ACN are not guaranteed but depend primarily on the individual's commitment, persistence and effort. Individuals may not earn income and may lose money as an IBO.

ACN's Compensation Plan is subject to change without notice at ACN's discretion and for any reason.

*New Western Australian Independent Business Owners with a start date after 1 January 2019.

MONTHLY RESIDUAL COMMISSIONS

Over time, the majority of your compensation will come from the residual income you earn from the services your customers use. Customer acquisition is the fuel for your business, creating long-term income. By teaching other people how to gain customers, you can build residual income for yourself.

PERSONAL COMMISSIONS

As you acquire your own personal customers, you qualify to earn between 3% and 20% of their Monthly Commissionable Revenue based on their services. This percentage is based on your total number of Personal Customer Points:

1-39 Customer Points	= 3%
40-59 Customer Points	= 5%
60-99 Customer Points	= 10%
100-149 Customer Points	= 14%
150-199 Customer Points	= 17%
200+ Customer Points	= 20%

OVERRIDING RESIDUAL COMMISSIONS

Schedule of commissions earned from customer acquisition in your organisation and Personal Customer Points required:

COMMISSIONS BY SERVICE

Levels	Telecommunications and Essential Services			QUALIFICATIONS FOR EACH COMMISSION LEVEL
				Personal Customer Points
Personal	3-20 %			See Box Above
1	3 %			40
2	3 %			40
3	3 %			60
4	3 %			75
5	3 %			75
	RVP	Gold RVP	Platinum RVP	
Open Line RVP	1.5 %	2.5 %	3 %	Open Line RVP Platinum, RVP Gold and RVP commissions are paid on customer billings below your 5th level down to the 5th level of the first RVP (or SVP) in your downline.
1st Generation RVP	1 %	1 %	1 %	1st Generation RVP Platinum, RVP Gold and RVP commissions are paid on customer billings from the 6th level of the first downline RVP (or SVP) through the 5th level of the second downline RVP (or SVP).
2nd Generation RVP	0.5 %	0.5 %	0.5 %	2nd Generation RVP Platinum, RVP Gold and RVP commissions are paid on customer billings from the 6th level of the second downline RVP (or SVP) through the 5th level of the third downline RVP (or SVP).
Open Line SVP	2 %			Open Line SVP commissions are paid on customer billings below your 5th level down to the 5th level of the first SVP in your downline.
1st Generation SVP	1 %			1st Generation SVP commissions are paid on customer billings from the 6th level of the first downline SVP through the 5th level of the second downline SVP.

All paperwork necessary for IBO commission qualifications must be received by ACN no later than 2pm on the first Friday of the month. **Commission payments are generated on the third Friday of every month and lodged with your financial institution by the following Tuesday.**

PERSONAL MONTHLY CUSTOMER BONUSES

You can earn Customer Bonuses each month when you personally acquire customers. New IBOs can earn these bonuses based on the number of Customer Points and services they acquire in their first 60* days. Existing IBOs (those who are outside their qualification period) can earn these bonuses based on the number of Customer Points and services they acquire in a calendar month.

At least 3 Services & 6* Points	At least 5 Services & 10 Points	At least 8 Services & 16 Points	At least 11 Services & 22 Points
FOR A TOTAL OF \$75	FOR A TOTAL OF \$150	FOR A TOTAL OF \$250	FOR A TOTAL OF \$350
<p><i>*WA & NZ IBOs only need to acquire 3 services and at least 5 points.</i></p>		<p>You earn \$100 for every additional 3 services & 6 points after the first 5 services & 10 points</p>	

WEEKLY OVERRIDING CUSTOMER ACQUISITION BONUSES (CABs)

Overriding Customer Acquisition Bonuses (CABs) are paid when an IBO within your organisation sponsors a new IBO that becomes Customer Qualified within their first 60* days.

In order to count for qualifications, all new customers must show a "complete" status on the IBO's Personal Customer List. A customer will show a "complete" status when all the necessary information has been received and processed by ACN.

OVERRIDING CUSTOMER ACQUISITION BONUSES - ALL EARNED POSITIONS

Executive Team Leader	Regional Director	Regional Vice President
Open Line \$50	Open Line + \$150	Open Line + \$100
	1 st Generation + \$100	1 st Generation + \$50
Open Line CABs are bonuses you earn when IBOs in your organisation, who are not under an IBO that has reached the same earned position (or higher) that you have reached, acquire customers to become qualified within 60 days of their start date.	Generational CABs are bonuses you earn when IBOs in your organisation, who are under an IBO that has reached the same earned position (or higher) that you have reached, acquire customers to become qualified within 60 days of their start date.	

REMEMBER:

Compensation is earned **only** when customers are acquired. ACN reserves the right to retract the payment of any bonus or commission if it is found that a customer used to qualify for a bonus or a certain commission level was not a valid customer.

Customers must be from Australia and completed, installed, active or activated by the 60th day after the IBO qualification period.

**Effective from 15 October 2020. Eligibility criteria: New IBOs in their first 30 days as at 15 October 2020 and IBOs who join ACN from 15 October 2020 until further notice.*

AUSTRALIAN CUSTOMER POINT SYSTEM & COMMISSIONABLE REVENUE

The only way to earn income at ACN is through the acquisition of customers; therefore all IBOs must acquire customers in order to meet qualifications and advance through ACN's earned positions. ACN utilises a Customer Point system for each of its products and services. Services provide long-term residual income.

Customer Point Values & Commissionable Revenue

Mobile Voice - MATE Mobile ³

Order Type	Plan Term	Monthly Plan Fee	Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission
Connection	Month-to-month	\$40	2	50% of monthly plan fee	Customer tenure up to 36 months
Connection	Month-to-month	\$35	1	50% of monthly plan fee	Customer tenure up to 36 months
Connection	Month-to-month	\$30	1	50% of monthly plan fee	Customer tenure up to 36 months
Connection	Month-to-month	\$25	1	50% of monthly plan fee	Customer tenure up to 36 months
Connection	Month-to-month	\$20	1	50% of monthly plan fee	Customer tenure up to 36 months

Service Type: Ported numbers: Points count immediately following activation.

New numbers: Points count following 45 days of service.

ACN switched numbers: Points count following 45 days of service.

Broadband - MATE ⁵

Service Type	Order Type	Plan Term	Customer Points	Monthly Commissionable Revenue	Duration of Points & Commission
nbn™ & ADSL	Connection	Month-to-month	2	\$20 (inc GST)	Customer tenure up to 36 months

Mobile Voice – amaysim Mobile ²

Order Type	Plan Term	Monthly Plan Fee	Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission
Connection	Month-to-month	\$50	2	50% of monthly plan fee	Customer tenure up to 36 months
Connection	Month-to-month	\$40	2	50% of monthly plan fee	Customer tenure up to 36 months
Connection	Month-to-month	\$30	1	50% of monthly plan fee	Customer tenure up to 36 months
Connection	Month-to-month	\$20	1	50% of monthly plan fee	Customer tenure up to 36 months
Connection	Month-to-month	\$10	0	50% of monthly plan fee	Customer tenure up to 36 months

Service Type: Ported numbers: Points count immediately following activation.

New numbers: Points count following 45 days of service.

ACN switched numbers: Points count following 45 days of service.

Mobile Voice – amaysim Mobile (Long Expiry) ²

Order Type	Plan Term	Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission
Connection	6 months	1	50% of \$20 (inc GST)	Customer tenure up to 36 months
Connection	12 months	1	50% of \$15 (inc GST)	Customer tenure up to 36 months

Service Type: Ported numbers: Points count immediately following activation.

New numbers: Points will count immediately following activation, and will be eligible for CQ position qualification, but will not be eligible for customer bonuses.

ACN switched numbers: Points count following 45 days of service.

Service Types

- **Ported numbers:** These services require a customer to move a service number across from another Australian provider.
- **New numbers:** These are new numbers that a customer selects during sign-up with the provider.
- **ACN switched numbers:** These services are currently active ACN mobile services, or services that have been active with an ACN mobile provider within the last 90 days prior to the application.

AUSTRALIAN CUSTOMER POINT SYSTEM & COMMISSIONABLE REVENUE

Mobile Voice – Vodafone Mobile ¹

Order Type	Plan Term	Monthly Plan Fee	Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission
Connection	Month-to-month	≥\$65	2	60% of \$65 (incl GST)	Customer tenure up to 12 months
Connection	Month-to-month	\$55	2	60% of monthly fee of plan selected at application	Customer tenure up to 12 months
Connection	Month-to-month	\$40, \$45	1	60% of monthly fee of plan selected at application	Customer tenure up to 12 months
Pre-Paid to Post-Paid	Month-to-month	≥\$65	1	35% of \$65 (incl GST)	Customer tenure up to 12 months
Pre-Paid to Post-Paid	Month-to-month	\$55	1	35% of monthly fee of plan selected at application	Customer tenure up to 12 months
Pre-Paid to Post-Paid	Month-to-month	\$45, \$40	0	35% of monthly fee of plan selected at application	Customer tenure up to 12 months

Service Type: SIM Only Plans - Ported numbers: Points count immediately following activation.

New numbers: Points count following 45 days of service.

ACN switched numbers: Points count following 45 days of service.

BONUS POINT!

Mobile Voice – Vodafone Mobile ¹

Service Type	Order Type	Handset Repayment Term	Monthly Plan Fee	Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission
Handset Plans	Connection	24 or 36 months	≥\$65	3 4*	60% of \$65 (incl GST)	Customer tenure up to handset repayment term
	Connection	24 or 36 months	\$55	2 3*	60% of monthly fee of plan selected at application	Customer tenure up to handset repayment term
	Connection	24 or 36 months	\$45, \$40	2 3*	60% of monthly fee of plan selected at application	Customer tenure up to handset repayment term
	Connection	12 months	≥\$65	2 3*	60% of \$65 (incl GST)	Customer tenure up to 12 months
	Connection	12 months	\$55	2 3*	60% of monthly fee of plan selected at application	Customer tenure up to 12 months
	Connection	12 months	\$45, \$40	1 2*	60% of monthly fee of plan selected at application	Customer tenure up to 12 months
	Upgrade	24 or 36 months	≥\$65	2	35% of \$65 (incl GST)	Customer tenure up to handset repayment term
	Upgrade	24 or 36 months	\$55	2	35% of monthly fee of plan selected at application	Customer tenure up to handset repayment term
	Upgrade	24 or 36 months	\$45, \$40	1	35% of monthly fee of plan selected at application	Customer tenure up to handset repayment term
	Upgrade	12 months	≥\$65	1	35% of \$65 is commissionable (incl GST)	Customer tenure up to handset repayment term
	Upgrade	12 months	\$55	1	35% of monthly fee of plan selected at application	Customer tenure up to handset repayment term
	Upgrade	12 months	\$45, \$40	0	35% of monthly fee of plan selected at application	Customer tenure up to handset repayment term

* Vodafone Mobile Promotional Bonus: Sign up any new connect Vodafone Plan with the new iPhone 12 or iPhone 12 Pro on a 12, 24 or 36 month repayment plan from 16 October until 11:59pm AEDT 23 October 2020 and receive a Bonus Point.¹

Mobile Broadband - amaysim Mobile (Data-Only Plans) ²

Order Type	Plan Term	Monthly Plan Fee	Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission
Connection	Month-to-month	\$60	2	50% of monthly plan fee	Customer tenure up to 36 months
Connection	Month-to-month	\$40	2	50% of monthly plan fee	Customer tenure up to 36 months
Connection	Month-to-month	\$15	0	50% of monthly plan fee	Customer tenure up to 36 months

Service Type: Ported numbers: Points count immediately following activation.

New numbers: Points count following 45 days of service.

ACN switched numbers: Points count following 45 days of service.

AUSTRALIAN CUSTOMER POINT SYSTEM & COMMISSIONABLE REVENUE

Mobile Broadband - Vodafone Mobile ¹						
Service Type	Order Type	Plan Term	Monthly Plan Fee	Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission
Tablets & Portable Hotspots	Connection	24 or 36 months	\$60	2	60% of monthly fee of plan selected at application	Customer tenure up to device repayment term
	Connection	24 or 36 months	\$30, \$45	2	60% of monthly fee of plan selected at application	Customer tenure up to device repayment term
	Connection	24 or 36 months	\$15	1	60% of monthly fee of plan selected at application	Customer tenure up to device repayment term
	Connection	12 months	\$30	1	60% of monthly fee of plan selected at application	Customer tenure up to plan or device contract term
	Connection	12 months	\$45, \$60	2	60% of monthly fee of plan selected at application	Customer tenure up to plan or device contract term
	Connection	12 months	\$15	0	60% of monthly fee of plan selected at application	Customer tenure up to plan or device contract term
	Connection	Month-to-month	\$30, \$45, \$60	1	60% of monthly fee of plan selected at application	Customer tenure up to 12 months
	Connection	Month-to-month	\$15	0	60% of monthly fee of plan selected at application	Customer tenure up to 12 months
	Upgrade	24 or 36 months	\$60	1	35% of monthly fee of plan selected at application	Customer tenure up to device repayment term
	Upgrade	24 or 36 months	\$30, \$45	1	35% of monthly fee of plan selected at application	Customer tenure up to device repayment term
	Upgrade	24 or 36 months	\$15	0	35% of monthly fee of plan selected at application	Customer tenure up to device repayment term
	Upgrade	12 months	≥15	1	35% of monthly fee of plan selected at application	Customer tenure up to plan or device contract term
	Upgrade	Month-to-month	Any	0	-	-

nbn™ Broadband - Vodafone ⁴			
Plan	Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission
All plans	1	\$10	Customer tenure up to 36 months

BONUS POINT!

Payment Processing – Sphere ^{6,7}			
Sphere Payment Processing	Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission
Sphere Merchant processing ≥ \$10,000	3-4*	70% (Paid on Sphere revenue)	Life of customer
Sphere Merchant processing <\$10,000 per month OR 'New Merchants'	1	70% (Paid on Sphere revenue)	Life of customer

*T&C's Apply. Eligible customers with \$10,000 or more monthly processing must be referred between 1 October and 31 October to Sphere and activated successfully by Sphere 30 November 2020 to be eligible for a bonus point.

AUSTRALIAN CUSTOMER POINT SYSTEM & COMMISSIONABLE REVENUE

Security Services - ADT⁸

Plan		Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission
Home Security	36 months	2	50% of plan fee	Customer tenure up to contract term
Home Automation	36 months	2	50% of plan fee	Customer tenure up to contract term
Home Automation with camera	36 months	2	50% of plan fee	Customer tenure up to contract term
ADT CCTV Hire	36 months	2	30% of plan fee	Customer tenure up to contract term

Cloud Phone – MyNetFone^{9,10,11}

Plan	Lines	Customer Points	Monthly Commissionable Revenue	Duration of Points and Commission ¹⁴
Unlimited calls	2	4	80% of plan fee	Life of customer
Unlimited calls	4	8	80% of plan fee	Life of customer
Unlimited calls	8+	10	80% of plan fee	Life of customer
Capped inclusion	2	1	80% of plan fee	Life of customer
Capped inclusion	4	2	80% of plan fee	Life of customer
Capped inclusion	8	4	80% of plan fee	Life of customer
Capped inclusion	12+	5	80% of plan fee	Life of customer

Commissionable revenue is billed revenue less taxes, surcharges and an allowance for bad debt. ACN reserves the right to reduce commissionable revenue by a percentage factor for promotional plans, products, negotiated pricing or certain services. Commissionable Billing for some products is a fixed amount. IBOs receive a percentage of these amounts each month depending on where they fall in the Compensation Plan.

AU Compensation Plan Terms and Conditions:

DEFINITIONS AND RULES:

Accreditation - To receive qualifications and compensation for customers successfully referred to any ACN Pacific partner via ACN, IBOs must be current with their Australian accreditation requirements in accordance with ACN Pacific's policies. If an IBO does not complete the required accreditation training modules, including CAC Accreditation, MATE Accreditation, amaysim Accreditation, Vodafone Accreditation, and Energy Accreditation, prior to or within 90 days of a successful customer service referral then the IBO will not receive points, qualification or commissions for the customer's service.

Monthly Billing refers to standard monthly rate as determined within the "Customer Point System & Commissionable Revenue" table.

Monthly Downline Billing is the total monthly billing of your personal and downline customers.

Commissionable Revenue is derived from monthly billing less taxes, surcharges and an allowance for bad debt. ACN reserves the right to reduce commissionable revenue by a percentage factor for promotional plans, products, negotiated pricing or certain services.

An IBO must maintain the requirements for CQ (see page 2 of this document) in order to be eligible to be paid CABs and Commissions.

CQ promotion (AU) - During the promotional period from 1 March 2019 until the end of this month, Australian IBOs can qualify with 6 Customer Points from at least 3 services. This promotion applies to IBOs with a start date after 1 March 2019.

CQ promotion for new Western Australian IBOs who joined after 1 January 2019 can qualify with 5 Customer Points from at least 3 services. This promotion applies to Western Australian IBOs who hold an active, valid ABN that is registered in the state of Western Australia and must have a residential address that is also within the state of Western Australia.

A maximum Customer Point threshold applies to the following Australian services: Mobile & Mobile Broadband, nbn™ Broadband, Cloud Phone Services, Security Services and Energy. A maximum of 50 Customer Points for each of these services can be awarded to a single customer account. This maximum Customer Point threshold will only apply to new services added to a customer's account after 1 July 2011. This maximum Customer Point threshold does not replace ACN's CQ qualification requirements (see the current Compensation Plan and section 1.8G of ACN's Policies & Procedures).

Customer Bonuses exclude a) Vodafone Upgrades b) all new number or switched number SIM Only, month-to-month Plans and c) switched nbn™ Broadband services.

A Service will not be considered complete and you will not gain qualification points until a complete online service order has been received. See 'When is a Customer a Customer' document.

If a Mobile, Mobile Broadband, nbn™ Broadband, MyNetFone or Energy customer cancels their service within the first 90 days, the service will immediately stop counting towards qualification and will result in automatic reversal of all points, CABs and Commissions.

New Number and Switched Number services will award points 45 days from activation and will not be eligible for qualification or Customer Acquisition Bonuses unless explicitly stated. Existing active ACN customers services signing up to a different Mobile or Broadband partner will be deemed 'switched services' and allocated to the IBO currently recognised for the active service, even where the new application is referred by a different IBO.

Number spinning will not be eligible for qualification points and will not earn commission. Number spinning may also result in the termination of an IBO position. Number spinning includes:

- a) a service that is ported away from an ACN partner that is then ported back to the same provider within a 60-day period and/or
- b) a new service that is activated for an existing Customer with an ACN partner, followed by a cancellation of a pre-existing prepaid or post-paid service in the same customer name within a 60-day period.

MOBILE & MOBILE BROADBAND:

1. **Vodafone Mobile & Mobile Broadband** - Vodafone - A "connection" occurs where a customer connects a new service to the Vodafone network via ACN. An "upgrade" occurs where any customer with an existing service from any provider connected to the Vodafone network, commits to a new fixed term contract via ACN. This includes, but is not limited to, providers such as Vodafone, Lebara, Kogan, TPG and iinet Mobile. Only revenue generated by the monthly plan fee is commissionable. Equipment instalments and add-ons are excluded. IBOs will not receive qualification points or commissions for a Vodafone Mobile or Mobile Broadband Service until the service has been activated.
 - **Purge Rules** - For all contract terms, a Vodafone service will purge immediately if the service is cancelled or ported to another provider.
 - **Month-to-Month** - Service will be purged at 12 months unless the service is upgraded by the IBO prior to the end of 12 months.
 - **Handset contract terms** - Service will be purged at 12, 24 or 36 months unless the service is upgraded by the IBO prior to the end of the customer's device repayment term selected at sign-up. If the service is upgraded by Vodafone directly within the original contract term, the customer committed under ACN, the service will purge at the end of the original ACN order term.
 - **Purged Customer Upgrade:** An IBO can upgrade a purged out of contract Vodafone Mobile customer formerly allocated to another IBO, as long as the upgrade order is processed 32 days or more after the end of the customer's existing Vodafone Mobile contract. In this case the customer will be reinstated as Active and the referring IBO will be awarded points and residual, rather than the original referring IBO.
 - **Active Customer Upgrades** - Where an active ACN Vodafone Mobile customer upgrades via ACN and the new upgraded order is completed within 90 days of the previous order date, their scheduled ACN customer purge date, Customer Points, and Residual Commission will not change and will reflect the customer's original order placed via ACN. Where an active ACN Vodafone Mobile customer upgrades via ACN and the new upgraded order is completed more than 90 days after the customer's original order, the scheduled ACN customer purge date, Customer Points, and residuals will be updated to reflect the new customer order.
 - **Promotional Bonus Point:** The promotion only applies to 12, 24 or 36 Month contract plans orders entered between 16 October until 11:59pm AEDT 23 October, 2020 inclusive. If the customer cancels or disconnects their service(s) within the first 90 days, this will result in automatic reversal of the Bonus Point. ACN reserves the right to remove or not award the Bonus Point or to retract the award of this Promotional Bonus where fraud, misconduct, or if any other reasonable circumstance suggests the IBO is ineligible to receive the Bonus Point or Promotional Bonus.
2. **amaysim Mobile** - IBOs cannot sign up existing amaysim services under ACN. amaysim 'As You Go' (AYG) are not commissionable for IBOs. Existing active (MATE Mobile or Vodafone Mobile) services signing up to amaysim will be allocated to the IBO currently recognised for the service, even where the new amaysim application is referred by a different IBO.
3. **MATE Mobile** - IBOs cannot sign up existing MATE services under ACN. Existing active ACN Mobile (amaysim or Vodafone) services signing up to MATE will be allocated to the IBO currently recognised for the service, even where the new MATE application is referred by a different IBO.

BROADBAND:

4. **Vodafone Broadband** service(s) will not be considered complete and you will not gain qualification points until the customer has passed a credit check. Equipment revenue is not commissionable.
5. **MATE Broadband** - IBOs cannot sign up existing MATE Broadband services under ACN. MATE Broadband Monthly Commissionable Revenue is \$20 less GST.

PAYMENT PROCESSING:

6. **Sphere New Merchants is defined as** customers who cannot supply a previous electronic processing history or who have not previously had electronic payment services. Points for a Sphere Payment Processing will be allocated to the IBO when the service account is merchant approved. Customer Point(s) acquired for each successful service activation are static allocations based on point in time payment processing volume (\$) as evidenced by the Merchant's provided statement/s, or lack thereof, during sign up. Volume (\$) fluctuations in the Merchant's monthly processed revenue will not alter original Customer Point(s) allocation but will however be reflected in IBO Residual Commissions.
7. **Commissionable revenue is paid** on Sphere Payments revenue for the life of the customer, less taxes, surcharges and an allowance for bad debt. ACN reserves the right to reduce commissionable revenue by a percentage factor for promotional plans, products, negotiated pricing or certain services.

SECURITY:

8. **Security Services** (ADT) Customer Points are only awarded for new ADT customers. ADT Customer Points will be purged after 36 months or earlier if the customer cancels their service and at this point you will cease points and commission.

PHONE:

9. **A MyNetFone customer is defined as a customer** who connects a new MyNetFone Virtual PBX "Cloud Phone" telephone service on an eligible plan.
10. **Monthly Commissionable Revenue** is calculated based on the monthly plan fee invoiced each month and is paid for the life of the customer. Customers whose accounts are suspended due to non-payment of invoice(s) and/or that are not in good standing with MyNetFone contract terms, will not qualify for commission during this period. Equipment revenue, additional subscriptions and other MyNetFone products and services are not commissionable.
11. **Points and commissions paid on life of customer** - while that customer continues as an active billing customer of MyNetFone on a Virtual PBX Cloud Phone plan, and while ACN remains in an agency relationship with MyNetFone.