

# Personal Activity Requirement

Personal Activity Requirement (PAR) enables Builders to receive commission and bonuses on their active downline network's sales and filter replacements. The sales volume of PAR-eligible products sold in a single month counts toward PAR for three months; after three months, the sales volume for the initial month no longer counts toward PAR. When the cumulative sales volume reaches \$165 or more in a month, the Builder qualifies for PAR for that month. Builders cannot PAR-qualify for longer than the current month plus the next three months.

## PAR-eligible Products

Products that count toward PAR include Drinking Water Systems, Starter Kits (excluding Starter Kit Tools), Bottleless Water Coolers, wriggles and Multipure Home Essentials (i.e., the Aquagrow, Aquashower, or Aquasplash).

**To be PAR-qualified for the current month**, Builders must reach a cumulative total of \$165 or more in personal sales or purchases within a specific four-month time period. This time period is equal to the current month plus the previous three months.

**To be PAR-qualified for the next month**, Builders must reach a cumulative total of \$165 or more in personal sales or purchases within a specific three-month time period. This time period is equal to the current month plus the previous two months.

**To be PAR-qualified for the next two months**, Builders must reach a cumulative total of \$165 or more in personal sales or purchases within a specific two-month time period. This time period is equal to the current month plus the previous month.

**To be PAR-qualified for the next three months**, Builders must reach a cumulative total of \$165 or more in personal sales or purchases within a specific one-month time period. This time period is equal to the current month.

**EXAMPLE A:** Builder John Doe sells \$100 in January, \$30 in February, and \$35 in March. He has not sold anything yet in April. He is PAR-qualified in April because his cumulative sales volume in April plus the previous 3 months equals \$165. He is NOT PAR-qualified for May because his cumulative sales volume in April plus the previous 2 months only equals \$65. If he sells \$100 or more in April, his cumulative sales volume equals \$165 and he becomes PAR-qualified for May.

**EXAMPLE B:** Builder Jane Doe did not make any sales or purchases in January, February, or March. Because of this, she is not PAR-qualified at the beginning of April. She then sells \$165 in the month of April. Because of this, she becomes PAR-qualified for April plus the next three months of May, June, and July. If she does not sell \$165 or more in PAR-eligible products in May, June, or July, she will not be PAR-qualified at the beginning of August.

Builders who are not PAR-qualified earn commissions only from their personal sales and from the filter replacements by their personal customers.

For questions about PAR and PAR-qualification status, please contact the Multipure Commissions Department at 800.622.9206, or check your Multipure Back Office.

### **36-Month Activity Requirement**

Builders who are not PAR-qualified for 36 consecutive months (3 years) are automatically changed in status with Multipure from a Builder to a customer, and reclassified as Dormant Builders. Dormant Builders are no longer entitled to their downline network and customer base and are no longer eligible for commissions. To regain Active Builder status (and their old Achievement Level), Dormant Builders need to reregister and either purchase or sell \$165 or more in PAR-eligible products.

### **Builder Classification**

**Active Builders** are Builders who qualify for their Personal Activity Requirement (PAR). Commissions and bonuses are paid on the full ten levels (if eligible) of active Builders in the downline network.

**Inactive Builders** are NOT PAR-qualified, and therefore cannot receive commissions from their downline network sales; however, commissions are still paid on personal sales, including personal replacement filter sales (Senior Builder or above). To regain Active Builder status, Inactive Builders must become PAR-qualified.

**Dormant Builders** are those who have not been PAR-qualified for 36 consecutive months; as a result, they are removed from the Builder database, but remain on file as a customer. To regain Active Builder status (and their old Achievement Level), Dormant Builders need to reregister and either purchase or sell \$165 or more in PAR-eligible products.



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