

---

---

**INTEROFFICE MEMORANDUM**

---

---

**TO:** WAKAYA AMBASSADORS AND CUSTOMER SERVICE STAFF

**SUBJECT:** 2018/2019 PACESETTER TRANSITION

**DATE:** JANUARY 1, 2019

---

Pacesetter Program Transition

In order to ensure a smooth transition from the 2018 Pacesetter criteria and bonuses to the 2019 Pacesetter criteria and bonuses, while taking into account the 90-day Pacesetter Promotion, the following rules are established and based upon Ambassador enrollment dates and previous Pacesetter achievement status.

**General Rule:** 2019 Pacesetter qualification criteria is back-dated to 12-15-2018. That is, all Ambassadors enrolled prior to 12-15-2018 will follow the 2018 Pacesetter rules. All Ambassadors enrolled on or after 12-15-2018 will follow the 2019 Pacesetter rules, as follows:

**Condition #1:**

- Ambassador enrolled prior to 12-15-2018 and who's Pacesetter 120-day achievement window has expired.
  - Ambassador may achieve any previously unachieved Pacesetter status(es) with 50% bonus under the terms of the 2019 Pacesetter Promotion. Please note that only volume for newly personally enrolled (on or after 12-31-2018) Ambassadors and or Customers count towards promotional volume.

**Condition #2:**

- Ambassador enrolled prior to 12-15-2018 and who's Pacesetter 120-day achievement window is still in effect at some level.
  - Pacesetter criteria at the time of enrollment prevails. That is, 2019 Pacesetter criteria does not apply – Ambassador must achieve Pacesetter status under 2018 rules.
  - Ambassador may achieve any previously unachieved Pacesetter status(es) with 50% bonus under the terms of the 2019 Pacesetter Promotion. Please note that only volume for newly personally enrolled (on or after 12-31-2018) Ambassadors and or Customers count towards promotional volume.

**Condition #3:**

- Ambassador enrolled on 12-15-2018 or later.
  - 2019 Pacesetter criteria applies. Pacesetter promotion does not apply.