

## 2024 Caribbean Cruise

### Event Details:

**WHERE:** Western Caribbean – Port: Galveston

**WHEN:** Sailing March 2 at 3:30PM – Returning March 7 at 8:00AM

**CRUISE LINE/SHIP:** Carnival Cruise Line / Carnival Breeze

**ITINERARY:** Galveston, Day at Sea, Cozumel, Progreso Yucatan, Day at Sea, Galveston

### **WHAT'S INCLUDED:**

- 5 Night cruise
- Special Yoli Caribbean Cruise Swag bag (1 per membership)
- Entrance to all Yoli Sponsored Events during the trip.
- Top 20 VIP Experience
- 2 champagne and chocolate welcome amenity per stateroom
- Private cocktail reception
- \$100 onboard spending credit, per stateroom
- All meals, snacks, and drinks (lemonade, coffee, tea, water)
- All rooms are balcony.
- 24/7 food and room service
- Activities, shows, music, comedy and other entertainment
- 8 Restaurants, 5 swim-up pool bars, 3 lounges.

**Room Type:** Balcony\*

\*See Terms and Conditions for Additional Information

### Pricing:

Adult*	\$997 USD	1,346 CAD	62,534 PHP (tax incl)
Child**	\$997 USD	1,346 CAD	62,534 PHP (tax incl)
3rd Person	\$350 USD	400 CAD	18,816 PHP (tax incl)
4th Person	\$350 USD	400 CAD	18,816 PHP (tax incl)

\*All pricing is based on double occupancy and is stated per person.

\*\*Child pricing is the same as adult pricing. Pricing for the third and fourth person assumes everyone is sharing the same room. If children are in a separate room, the double occupancy pricing applies. Space is very limited for the larger three and four person rooms and will be assigned based upon those with priority and those who register first. Please email [events@yoli.com](mailto:events@yoli.com) if you would like to have a larger room. The \$97 deposit will need to be made for each person you are reserving for.

### **Pricing Details**

The pricing is based on double occupancy and no discount is given for a single person occupied room. Those that register as a single in a room will pay an additional 100% of the per person double occupancy price. If you register as a single traveler, you are responsible for either finding a suitable roommate for the trip or paying the additional fee. You may bring a guest as you are paying for the entire room. If you are registering as a single traveler and would like us to help you find a roommate, please submit your request to [events@yoli.com](mailto:events@yoli.com). Roommate requests must be submitted by Dec 5, 2023.

All rooms are based upon double occupancy. If your group exceeds this, you must book multiple rooms. Or request one of the larger rooms as long as they are available. If you have registered multiple attendees and want to specify how your group will be divided between rooms at [events@yoli.com](mailto:events@yoli.com).

### **Payment Details**

You can reserve your spot with a \$97 deposit. You will need a separate deposit for each attendee. The cutoff period for your deposit is September 8th. After the initial deposit, you have a few options for paying for this trip. There are limited rooms available. You will be placed in line based upon a first come first serve basis and put on the waiting list if we run out of rooms. See terms and conditions below.

**Option 1:** Pay in full at the time of your registration. All deadlines still apply even if you have paid for your trip in full at the time of registration. Please see "Important Dates" for deadlines.

**Option 2:** Pay a deposit to secure your room and then be enrolled onto the Auto-Payment plan.

- A)** Purchase the \$97 SKU, which will then automatically enroll you in the auto-payment plan. The auto enrollment plan will be 5 additional payments of \$180. Your first auto payment will be processed on September 25. Then, you will be charged an additional \$180 on the 25<sup>th</sup> of each month until the final payment on January 25<sup>th</sup>, for a total of \$900 in auto payments. These auto-payments will be charged on your account and processed with the payment methods listed on your recurring order profile. If any of your Auto-payments decline, [events@yoli.com](mailto:events@yoli.com) will send you an email giving you three days to respond. If you do not complete your monthly payment, or email [events@yoli.com](mailto:events@yoli.com) within three days after the email has been sent, your spot will be released. Please see "Important Dates" for deadlines.
  
- B)** If you register for the trip after September 25th, you will also need to catch up on all of the previous monthly payments at that time. For example, if you register on October 27<sup>th</sup>, you will need to pay your deposit of \$97 AND complete your two payments of \$180 USD per adult for the September and October missed payments for a total of \$457 for each attendee. After this initial payment, you will then be placed on our auto-payment plan for the remaining payments. This auto-payment plan and the corresponding rules will apply as outlined above.

**Option 3:** Only Pay for your deposit if you qualify for ~50% of your trip before Nov 25<sup>th</sup>.

## 2024 Caribbean Cruise

If you have qualified for a spot on the trip with the amount of 50% or more, you would be required to put a down payment of \$457 per attendee to hold your spot. This amount is equal to the first deposit and the first two autopayments. Even if you qualify for your entire stay, you will need to place a deposit as Yoli makes a financial commitment on your behalf. Deposits will be refunded within 3 weeks after the trip during the normal commission process upon confirmation of attendance. If the primary account holder and members of the group do not attend the trip, your deposits for those individuals will not be refunded. Please note that this option will only apply if you qualify for 50% of your trip or more before Nov 25<sup>th</sup>. Otherwise, payments will be processed to keep you on the autopayment schedule.

**Three and four person rooms:** You must pay the \$97 deposit and the first \$180 autoship for a total of \$277 each for the third and fourth travelers to hold your spot.

### **Registration Priority**

As rooms are limited, we will be assigning the rooms in the following priority. First priority goes to those who registered and gave their deposit for the Cabo trip. Second priority goes to all of those who attended the Breakthrough Conference in person. Third priority goes to all of those who attended the Breakthrough Conference virtually. If there are any rooms left after those three groups, the trip will be opened to the remaining Members based upon those who register first. Please note that to take advantage of this priority, you will need to put the \$97 deposit down by September 8 and then keep up to date with all of the payments as outlined in the payment schedule.

### **Other Payment notes:**

All pricing is based on double occupancy. Refunds for payments above your qualification level will be refunded within three weeks during the normal commission process.

Deadlines for refunds can be found under important dates.

Eligibility for this trip is based on the qualifications. If you have qualified for 100% of the trip and are adding a guest, you must pay the full cost of their stay consistent with the outlined payment schedule. If you are qualified for 300% and are adding a third and fourth guest, you must pay the deposits for the first three attendees and the full cost of the fourth guest, consistent with the outlined payment schedule. All deadlines still apply even if you have paid for your guest in full at the time of registration. Please see "Important Dates" for deadlines.

### **Important Dates**

**Friday, September 8, 2023:** This is the last day (by 11:59PM MST) to lock in your spot for \$97. After this you will need to catch up on any missed auto payments.

**Monday, Sep 25, 2023:** This is the first day your Autoship of \$180 will run if you choose the payment plan.

## 2024 Caribbean Cruise

**Friday, November 10, 2023:** This is the last day to receive a refund of your deposit. If you cancel after this day, you will be refunded your payments except your deposit amount (\$457). Even if you paid the full amount of the trip before this date, you will not be refunded \$457.

**Friday, Dec 15<sup>th</sup>, 2023:** This is the last day to cancel your registration and receive a refund of everything you have paid for the trip (less the deposit amount). No refunds will be given after this day.

**Monday, January 15<sup>th</sup>, 2024:** Registration deadline (based on availability).

**Thursday, January 25<sup>th</sup>, 2024:** Trip must be paid in full (if applicable).

### **Terms and Conditions**

Incentive trip cannot be purchased with Yoli Cash, Yoli Bonus or Yoli Rewards.

This is an incentive trip and is open to any member in good standing but is limited to available rooms. Rooms are granted on a first come, first serve basis. If the trip sells out, you will be placed on a waiting list and informed via email if a spot becomes available. To get on the waiting list you must pay the deposit of \$97. Once a spot becomes available you will be charged all of the auto payments up to that date. You will not be charged the autoship amounts while you are on the waiting list.

This event is non-transferable. You may not transfer registration for this trip to any other account, including your spouse's. Trips may not be "gifted" or used by someone other than the registering Member, and you may not send someone in your place if you are unable to attend.

After registering, if you need to change the guests you registered, you may do so until Monday, January 15<sup>th</sup>, 2024 with no extra fee. No guests will be able to be changed after January 15<sup>th</sup> (the registration deadline).

If you register as a single attendee, you are responsible for either finding a suitable roommate for the trip or paying the additional fee for those attending as a single. If you are registering as a single and would like us to help you find a roommate, please submit your request to [events@yoli.com](mailto:events@yoli.com). Roommate requests must be submitted by Dec 5, 2023

You must pay for the balance for your trip by January 25, 2024. If you have not paid for the balance of the trip by that date, your spot will be released, and no refunds will be given since the cancellation deadline is December 15, 2023.

Reimbursement will only be made to the account upon which the trip is registered.

The primary Account Holder, and all registrants in their party, must attend the trip to qualify for reimbursement. Reimbursements will be made following the event upon confirmation of attendance.

Qualification percentages are based on double occupancy pricing. Members who qualify for less than half of the full amount of their stay will pay for full accommodation during the registration process and

## 2024 Caribbean Cruise

autopayment process. Yoli will reimburse the Member within three weeks after the trip through the normal commission process.

The maximum amount earned for this trip is 400%. Members who qualify for 200% have earned the trip for themselves and a guest. Members who qualify for 300% have earned the trip for themselves and 2 adult guests. If the third person is in a single-occupancy room, you will be charged for the fourth person. Unless a request is made for a roommate.

The Incentive Trip may be earned on any qualifying Member's account, provided that the account is active and in good standing. Reimbursement will be made to the account through which the trip was registered but is limited by how the trip was paid for.

Airfare and transportation is not provided by Yoli and must be purchased by each attendee.

A valid passport is required to attend the trip, and it must be valid for at least 6 months after your trip.

No attendees will be permitted into the Yoli private events if they are booked directly with the resort, only those who purchase their trip through Yoli will be permitted to attend.

Travel insurance is not included. It is recommended (but not required) that attendees purchase their own travel insurance.

All upgrades will be handled on a first come, first-served basis. If you are interested in upgrading, please email [events@yoli.com](mailto:events@yoli.com) with your member ID number and the names of the people in your group, and we will provide you with your upgrade options and corresponding costs.

By registering for, and attending any Yoli event, the attendee voluntarily assumes all risks and dangers incidental to attending the Yoli Sponsored Event, whether occurring prior, during, or after the Event. This includes actions, omissions, or negligence of others (including attendees, Yoli staff, other service providers, or the venue). By registering for, and attending a Yoli event, the attendee voluntarily assumes all risks of any injury, disability, death, illness, damage, loss, claim, liability, or expense of any kind. Please remember, an inherent risk of exposure to COVID-19 exists in any public place where people are present. By registering for and attending this event, all Yoli members and registrants in their party voluntarily assume all risks related to Covid-19 and agree to follow all safety guidelines.

You must attend the trip in order to be reimbursed. This incentive trip is considered taxable compensation on a 1099 or equivalent.

### **Qualification Details**

This trip can be earned on any Member's account. Eligibility will be determined according to the account through which the trip was registered. Please read through the following examples to better understand how eligibility works:

#### **Registering alone, attending alone**

## 2024 Caribbean Cruise

If you sign up as an individual and attend as an individual, you can qualify for up to 200% of the price of the trip. In this case, you would qualify for a room with single occupancy. If you qualified for 150%, and do not have a roommate, you would be charged 50% of the price.

### **Registering as an individual, attending as an individual**

If you register alone on your account but attend with someone else, you will only be reimbursed up to 100% of what you paid on your account.

If, for example, you and your spouse go together and you pay on your account while your spouse pays on his/her account, you can combine what you qualify for collectively up to 100% on each account. To clarify, if you qualify for 50% and your spouse qualifies for 200% and you each registered on your own accounts, you would be reimbursed 50% and your spouse would be reimbursed 150% (together you would be capped at what the total cost for both attendees combined). Note that the 25% incremental qualifications would be applied separately to each account.

### **Registering two people together**

If you register for you and a guest(s) on your account, and you both attend the event, the maximum amount you can be reimbursed for is what you paid or the value of your trip (up to \$997 USD/adult).

If, for example, you and your spouse register on your account and you earn 200%, you will be reimbursed 200%. If you and your spouse register on your account and you qualify for 150% while your spouse's account qualifies for 50%, you will also be reimbursed for the full 200%.

### **Registering more than two people**

As the trip is earned in 25% increments, if you qualify for more than 200% and are bringing more than two people, the qualification earnings will be applied as follows. Each 25% earning is equal to \$250. Here are some examples. If you register three people, you will need to earn 250% to cover the 3rd guest. If you earned 225%, we would credit you \$250 toward the \$350 and then you would owe the \$100 difference. If you register four people, you will need to earn 275% to cover the 3<sup>rd</sup> and 4<sup>th</sup> guests. If you earned 250%, we would credit you \$500 toward the \$700 for both additional guests and then you would owe the \$200 difference.

### **Other registration notes**

You must attend the trip in order to be reimbursed.

This incentive trip is considered taxable compensation on a 1099 or equivalent.

This program is for US, Canada, and Philippines Members only and is non-transferable and has no cash value.

### **Qualification Period**

The qualification period for this event is from 8/25/2023 – 1/15/2024.

**How to Earn: (~20 weeks to qualify)**

- Personally enroll new members and customers between August 25 to January 15. Points are calculated based off of the CV of the new enrollee's initial order.
  - 100 CV=1 point
    - CV is calculated cumulative throughout the qualification period. For example, if you enroll someone as a subscriber and their initial order is 50 CV and then enroll a member and their initial order is 75 CV you would earn a total of 1 point and would have 25 CV that would be counted towards future points.
- You can earn points based on your personally enrolled members and customers subscribe and save and spot orders. Your personally enrolled member or subscriber must be enrolled between August 25 to January 15.
  - 100 CV=1 Point
    - CV is calculated cumulative throughout the qualification period. All orders, with the exception of promotional orders and CMP first orders, will count towards your cumulative CV, which will be converted to points. For example, you have member 1 who has a monthly subscribe and save that is 50 CV. You have member 2 who has two separate subscribe and save orders per month and each are 25 CV. For each month that their subscribe and save order is processed and delivered, you would earn a total of 100 CV or 1 point.
  - Orders that are returned would not count towards your qualification.
- CV is calculated cumulatively. The CV from your personal enrollments and their additional orders, excluding promotional orders, within the qualification period are added together to give your total points.
- Two exceptions as to how the CV counts toward points is: First, for the new promotional Member enrollment packs, which will count as follows:
  - Bronze = ½ points
  - Silver = 1 point
  - Gold = 2 points
- Secondly, the Priority pack will count as 4 points.
- Members must earn 25% minimum to qualify for reimbursement.
- Qualifications are earned in 25% increments (see table below). There is no cash value if you earn above the number of guests registered under your account. Members can only earn the trip in 25% increments. For example, if you have 17 points you will only have earned 25% of your trip.
- Members or Customers can buy into the trip and do not have to earn to attend.
- Cabo points will count toward this qualification. In other words, the points earned during Cabo qualifications will be added to the points earned during this qualification.
- \$97 deposit required to reserve spot (see pricing section)
- Points cannot be used to reimburse for flights.

2024 Caribbean Cruise

- Subscribe and save orders for customers that are acquired through the co-op marketing program will count. However, initial orders of customers acquired through the co-op marketing program and the profits share volume will not count towards qualification points.
- See point schedule below. This schedule would duplicate all the way up to 400%.

**Approved Points for Cruise**

<b>Points</b>	<b>% of Trip</b>
10	25%
25	50%
40	75%
50	100%
60	125%
75	150%
90	175%
100	200%



## **Frequently Asked Questions (FAQs) - Yoli Incentive Trip Terms and Conditions**

### **Details:**

#### **Where is the cruise going?**

The cruise will be heading to the Western Caribbean with ports of call in Galveston, Cozumel, and Progreso Yucatan.

#### **When is the cruise taking place?**

The cruise will set sail on March 2 at 3:30 PM and will return on March 7 at 8:00 AM.

#### **Which cruise line and ship will we be on?**

We'll be cruising with Carnival Cruise Line aboard the Carnival Breeze.

#### **What's included in the trip package?**

Your package includes a 5-night cruise with a balcony room, a special Yoli Caribbean Cruise Swag bag access to Yoli Sponsored Events, and a Top 20 VIP Experience, 2 champagne and chocolate welcome amenities per stateroom, a private cocktail reception, \$100 onboard spending credit per stateroom, all meals, snacks, drinks, entertainment.

#### **Can you provide more details about the room type?**

All rooms are balcony rooms, providing you with beautiful views throughout the cruise.

### **Pricing and Payment:**

#### **1. What is the Registration Priority for the incentive trip to Cabo?**

Rooms will be assigned based on the following priority:

First Priority: Those who registered and deposited for the Cabo trip.

Second Priority: Attendees of the Breakthrough Conference in person.

Third Priority: Attendees of the Breakthrough Conference virtually.

If any rooms remain after these three groups, they will be offered to other Members based on their registration date.

## **2. How can I take advantage of the Registration Priority?**

To benefit from the priority system, you must:

To reserve your spot: Register and place a \$97 deposit by September 8.

## **3. What happens if I register alone but attend with someone else?**

If you register alone but attend with someone else, you will only be reimbursed up to 100% of what you paid on your account.

## **4. Can I combine reimbursements if I and my spouse register separately and pay separately?**

Yes, if you and your spouse register and pay separately, you can combine your reimbursements, up to 100% on each account.

For example, if you qualify for 50% and your spouse qualifies for 200%, you will be reimbursed 50%, and your spouse will be reimbursed 150%. Together, you will be capped at the total cost for both attendees combined.

## **5. How are the 25% incremental qualifications applied to each account when combining reimbursements?**

The 25% incremental qualifications are applied separately to each account, ensuring fairness and clarity in reimbursement calculations.

## **What's the cost for adults and children?**

The cost for first two adults is \$997 USD each - and for 3<sup>rd</sup> and 4<sup>th</sup> persons (child or adult) it's \$350 USD per person.

## **What are my payment options?**

You have three payment options: paying in full at registration, enrolling in the Auto-Payment plan, or paying the deposit if you qualify for 50% or more of the trip before Nov 2th.

## **How does the Auto-Payment plan work?**

The Auto-Payment plan consists of 5 payments of \$180 each, with the first payment on September 28 and subsequent payments on the 28th of each month. If a payment declines, you have three days to respond, or your spot may be released.

## **What's the refund policy for payments and deposits?**

Refunds are subject to specific deadlines outlined in the Important Dates section. Deposits are non-refundable after November 10th. Refunds for payments above your qualification level will be processed during the normal commission process.

## **Eligibility and Reimbursement:**

### **Who is eligible for the incentive trip?**

This trip is open to any Yoli member in good standing, but rooms are limited and offered on a first-come, first-served basis.

### **How is reimbursement determined?**

Reimbursement is based on your qualification percentage, with various scenarios outlined in the Qualification Details section. You must attend the trip to be reimbursed.

### **What happens if I register as a single attendee?**

If you register as a single attendee, you are responsible for finding a suitable roommate or paying the additional fee. Roommate requests must be submitted by Dec 5, 2023.

## **Other Details:**

### **Is travel insurance included?**

No, travel insurance is not included, but it's recommended that attendees purchase their own.

### **Are there any COVID-19 guidelines?**

Attendees agree to follow safety guidelines related to COVID-19. An inherent risk exists, and Yoli assumes no liability.

### **Can I transfer my registration or attend on behalf of someone else?**

The event is non-transferable, and you cannot send someone in your place.

### **What's the qualification period for earning the trip?**

The qualification period is from August 25, 2023, to January 15, 2024.

### **How can I earn points to qualify for the trip?**

You can earn points by personally enrolling new members and customers, and by orders from personally enrolled members and customers on subscribe and save. Points are calculated based on CV.

### **Is airfare provided by Yoli?**

No, airfare and transportation are not provided and must be purchased separately.

### **What's the maximum amount earned for this trip?**

The maximum amount earned is 400%. The reimbursement structure for different qualification levels is detailed in the Qualification Details section.

These FAQs provide key information about the Yoli Incentive Trip Terms and Conditions. If you have further questions or need clarification, feel free to reach out to our events team at [events@yoli.com](mailto:events@yoli.com).