

# e-lottery Affiliate Commission Plan

The e-lottery Affiliate Commission Plan is designed to allow Affiliates to earn an income through the acquisition of e-lottery Players, and also by developing a team of Affiliates who also acquire e-lottery Players.

## Abbreviations:

UK UK National Lotto Syndicate

EURO Euromillions Syndicate

IA Independent Affiliate

BC Business Cycle

AS Active Status

PV Personal Volume

ASV Active Status Volume

PGV Personal Group Volume

GV Group Volume

GRS Global Revenue Share

## Definitions:

### Independent Affiliate – IA

An individual who is over 18 (eighteen) years of age and has agreed to the e-lottery Affiliate Agreement and is accepted by the company to promote e-lottery.

### Business Cycle – BC

One of thirteen 28-day periods during a year, at the end of which commissions are calculated for that period.

### Active Status – AS

To be qualified at any of the promotional levels (see below), the IA must be qualified for Active Status in each of the BCs.

**Active Status is in two parts:** UK Active and EURO Active. You will earn commission from syndicate subscriptions in the draw(s) in which you have Active Status.

### Personal Volume – PV

PV is the amount of money received towards subscriptions from Affiliates with their own entries into either UK or EURO syndicates. This volume generated by an Affiliate is their own Personal Volume.

### Active Status Volume – ASV

ASV is the amount of money received towards subscriptions from your own syndicate entries and your Personally Sponsored Players in a BC. UK Active Status volume can only come from UK subscriptions. EURO Active Status Volume can only come from EURO subscriptions.

## **Personal Group Volume – PGV**

PGV is the amount of money received towards subscriptions by your Personally Sponsored Players and personally sponsored Active Affiliates in a BC. This does not include your own PV or volume from non-active Affiliates. For UK volume to be included in PGV, UK Active Status is required. For EURO volume to be included in PGV, EURO Active Status is required.

## **Group Volume – GV**

GV is the amount of money received towards subscriptions (UK or EURO) through the income-producing levels of the Affiliates' business, within a BC. This includes ALL player and Affiliate volume, (Active or not), but excludes your own PV. For UK volume to be included in GV, UK Active Status is required. For EURO volume to be included in GV, EURO Active Status is required.

## **Global Revenue Share – GRS**

GRS is 2% of "Global Revenue" which is produced from syndicate subscriptions within a BC. Within each promotional position that qualifies for a share in GRS, the share is then divided equally between all Members who qualify at that promotional level.

## **e-lottery Affiliate Website Licence Fee**

Upon joining, an Affiliate will be charged a Website Licence Fee of £9.99. This is an annual charge, renewable each year on the anniversary of joining.

## **Achieving "Active Status"**

Affiliates have access to the Commission Plan only if they have "Active Status" (AS).

Active Status is in two parts: "UK Active" and "EURO Active". For Affiliates to have access to UK player commissions, they must be "UK Active" in the BC. For Affiliates to have access to EURO player commissions, they must be "EURO Active" in the BC.

## **Achieving "UK Active"**

The Affiliate must have ASV of £40 or more in UK subscriptions within the BC. Each Personally Sponsored Player can contribute a maximum of £20 towards this UK ASV. Affiliates may contribute to their UK ASV with their own UK PV to a maximum of £20.

*UK Players that are "placed" in your group (not personally sponsored by you) will not count towards your Active Status.*

## **Achieving "EURO Active"**

The Affiliate must have ASV of £40 or more in subscriptions within the BC. Each Personally Sponsored Player can contribute a maximum of £20 towards this EURO ASV. Affiliates may contribute to their EURO ASV with their own EURO PV to a maximum of £20.

*EURO Players that are "placed" in your group (not personally sponsored by you) will not count towards your Active Status.*

# Commissions

Depending on their Active Status and position in the Commission Plan, Affiliates can earn various commissions as described below. Commission payments are calculated at the end of a 28-day business cycle and are paid to Affiliates within 14 working days of the end of that cycle.

Affiliates have the opportunity to earn commissions from UK and EURO subscriptions received from both Players and Affiliates within their team.

Affiliates who are "UK Active" can earn 20% of the total UK subscriptions received from their level one (excluding their own PV, which is on their level zero), and 5% of the total UK subscriptions received from their level two down to and including their level seven.

Affiliates who are "EURO Active" can earn 20% of the total EURO subscriptions received from their level one (excluding their own PV, which is on their level zero), and 5% of the total EURO subscriptions received from their level two down to and including their level seven.

The amount of commission earned and the number of levels it is earned upon is determined by the Affiliate's "Qualified Position" in the Commission Plan.

Affiliates could also qualify to earn a share of "Global Revenue Share". GRS is 2% of "Global Revenue" from subscriptions produced in a BC. Qualification for this bonus is determined by the Affiliate's "Qualified Position" in the Commission Plan. Within each "Affiliate Qualifying Position", the Affiliate will receive an equal share of the GRS apportioned to that position in the Commission Plan.

## Notes:

1. Affiliates do not receive commissions on their own spend (level zero). However, their own spend can count towards 50% of their own Active Status.
2. Players/Affiliates who are "placed" (not personally sponsored by you) on your level one can generate 20% player commission, but will not count towards your Active Status or promotion qualification.
3. Personally Sponsored Player volume in UK or EURO, which is placed outside of your level one can count towards your Active Status.
4. Volume from Players who later become Affiliates stays with the sponsor in the current BC only.
5. Affiliates' own volume, which is Personal Volume (PV), is not counted towards Personal Player Volume (PPV). PV does count towards Active Status.
6. For commission purposes, if an Affiliate is only Active in one draw (UK **or** EURO), only subscriptions received towards the draw that they are Active in can count towards their PGV or GV.

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**e-lottery Member Support - St.Georges Chambers, 1 Athol Street, Douglas, Isle of Man IM1 1LD**

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## Affiliate Member Positions

### Affiliate (A)

Affiliates are required to have the appropriate Active Status (UK, EURO or both) to earn commission from those Players subscribing to the UK or EURO syndicates.

Affiliates (A) will earn 20% of the subscriptions received from their level **1**. They will also earn 5% of the subscriptions received from their levels **2** through **4**.

### Group Affiliate (GA)

Group Affiliates (GA) are required to have the appropriate Active Status (UK, EURO or both) to earn commission from those Players subscribing to the UK or EURO syndicates. They are also required to maintain a Personal Group Volume (PGV) of **£100** or more in each BC.

GAs will earn 20% of the subscriptions received from their level **1**. They will also earn 5% of the subscriptions received from their levels **2** through **5**.

### Senior Affiliate (SA)

Senior Affiliates (SA) are required to have the appropriate Active Status (UK, EURO or both) to earn commission from those Players subscribing to the UK or EURO syndicates. They are also required to maintain a Personal Group Volume (PGV) of **£300** or more in each BC.

SAs will earn 20% of the subscriptions received from their level **1**. They will also earn 5% of the subscriptions received from their levels **2** through **6**.

### Executive Affiliate (EA)

Executive Affiliates (EA) are required to have the appropriate Active Status (UK, EURO or both) to earn commission from those Players subscribing to the UK or EURO syndicates. They are also required to maintain a combined UK and EURO Personal Group Volume (PGV) of **£600** or more in each BC.

EAs will earn 20% of the subscriptions received from their level **1**. They will also earn 5% of the subscriptions received from their levels **2** through **7**.

### Executive Co-ordinator (EC)

Executive Co-ordinators (EC) are required to have the appropriate Active Status (UK, EURO or both) to earn commission from those Players subscribing to the UK or EURO syndicates. They are also required to maintain a combined UK and EURO Personal Group Volume (PGV) of **£600** or more in each BC. They are also required to have **two** separate EA status legs within 7 levels.

ECs will earn 20% of the subscriptions received from their level **1**. They will also earn 5% of the subscriptions received from their levels **2** through **7**.

They will earn an equal share of **20%** of "Global Revenue Share".

## Group Director (GD)

Group Directors (GD) are required to have the appropriate Active Status (UK, EURO or both) to earn commission from those Players subscribing to the UK or EURO syndicates. They are also required to maintain a combined UK and EURO Personal Group Volume (PGV) of £600 or more in each BC. They are required to have **two** separate EA status legs within 7 levels. They are required to have a Group Volume (GV) of **£10,000**, within seven levels, in each of **two** separate legs.

GDs will earn 20% of the subscriptions received from their level **1**. They will also earn 5% of the subscriptions received from their levels **2** through **7**.

They will earn an equal share of **23%** of “Global Revenue Share”.

## Senior Director (SD)

Senior Directors (SD) are required to have the appropriate Active Status (UK, EURO or both) to earn commission from those Players subscribing to the UK or EURO syndicates. They are also required to maintain a combined UK and EURO Personal Group Volume (PGV) of £600 or more in each BC. They are required to have **two** separate EA status legs within 7 levels. They are required to have a Group Volume (GV) of **£10,000**, within seven levels, in each of **three** separate legs.

SDs will earn 20% of subscriptions received from their level **1**. They will also earn 5% of the subscriptions received from their levels **2** through **7**.

They will earn an equal share of **27%** of “Global Revenue Share”.

## Executive Director (ED)

Executive Directors (ED) are required to have the appropriate Active Status (UK, EURO or both) to earn commission from those Players subscribing to the UK or EURO syndicates. They are also required to maintain a combined UK and EURO Personal Group Volume (PGV) of £600 or more. They are required to have **two** separate EA status legs within 7 levels. They are required to have a Group Volume (GV) of **£10,000**, within seven levels, in each of **four** separate legs.

EDs will earn 20% of the subscriptions received from their level **1**. They will also earn 5% of the subscriptions received from their levels **2** through **7**.

They will earn an equal share of **30%** of “Global Revenue Share”.

## Placement of Players and Affiliates

Affiliate members can “place” personally sponsored players and Affiliates within their genealogy (team). If members are “placed” within their income-producing levels, the Affiliate will earn the appropriate percentage for that level as described in the Commission Plan. Personally sponsored members can be placed once only, within the BC in which they joined. In the case of Affiliate members, they can only be “placed” if they have not already sponsored another Affiliate or Player member. Neither personally sponsored status nor Personal Player Volume is transferred in the placement process.

## Affiliate Member Positions - Overview

For all Affiliate Member Positions, “Active Status” is required to have access to the Commission Plan.

Affiliate Positions	Payment Criteria UK/EURO	Earning Levels
Affiliate (A)	In all cases - Active Status is required for UK, EURO or both.	<b>Level 1:</b> 20% of Subscription Volume. <b>Levels 2 to 4:</b> 5% of Subscription Volume.
Group Affiliate (GA)	As per Affiliate, plus a PGV of £100 or more. If Active in one draw, PGV must come from that same draw.	<b>Level 1:</b> 20% of Subscription Volume. <b>Levels 2 to 5:</b> 5% of Subscription Volume.
Senior Affiliate (SA)	As per Affiliate, plus a PGV of £300 or more. If Active in one draw, PGV must come from that same draw.	<b>Level 1:</b> 20% of Subscription Volume. <b>Levels 2 to 6:</b> 5% Subscription Volume.
Executive Affiliate (EA)	As per Affiliate, plus a PGV of £600 or more. If Active in one draw, PGV must come from that same draw.	<b>Level 1:</b> 20% of Subscription Volume. <b>Levels 2 to 7:</b> 5% of Subscription Volume.
Executive Co-ordinator (EC)	As per Executive Affiliate, plus must have 2 EA status legs within 7 levels. Active Status and PGV of £600 required.	<b>Level 1:</b> 20% Subscription Volume. <b>Levels 2 to 7:</b> 5% of Subscription Volume. Equal Share of 20% GRS
Group Director (GD)	As per Executive Co-ordinator, plus a GV within 7 levels of £10,000 in each of 2 separate legs.	<b>Level 1:</b> 20% of Subscription Volume. <b>Levels 2 to 7:</b> 5% of Subscription Volume. Equal Share of 23% GRS
Senior Director (SD)	As per Executive Co-ordinator, plus a GV within 7 levels of £10,000 in each of 3 separate legs.	<b>Level 1:</b> 20% of Subscription Volume. <b>Levels 2 to 7:</b> 5% of Subscription Volume. Equal Share of 27% GRS
Executive Director (ED)	As per Executive Coordinator plus a GV within 7 levels of £10,000 in each of 4 separate legs.	<b>Level 1:</b> 20% of Subscription Volume <b>Levels 2 to 7:</b> 5% of Subscription Volume. Equal Share of 30% GRS

**Qualification Criteria**

Active

**Affiliate (A)**

**£100 PGV**  
Active

**Group Affiliate (GA)**

**£300 PGV**  
Active

**Senior Affiliate (SA)**

**£600 PGV**  
Active

**Executive Affiliate (EA)**

**£600 PGV**  
2 legs each with a qualified EA within 7 levels

**Executive Coordinator (EC)**

**£600 PGV**  
2 legs each with a qualified EA within 7 levels

**Group Director (GD)**

**£600 PGV**  
2 legs each with a qualified EA within 7 levels

**Senior Director (SD)**

**£600 PGV**  
2 legs each with a qualified EA within 7 levels

4 legs each with 10,000 GV within 7 levels

Active

**Executive Director (ED)**

Levels 1 2 3 4

Levels 1 2 3 4 5

Levels 1 2 3 4 5 6

Levels 1 2 3 4 5 6 7

Levels 1 2 3 4 5 6 7

Levels 1 2 3 4 5 6 7

Levels 1 2 3 4 5 6 7

Levels 1 2 3 4 5 6 7

**Earning Levels**

**Global Revenue Share**

Equal Share of 20%

Equal Share of 23%

Equal Share of 27%

Equal Share of 30%

