



908 Riverside Dr. • Palmetto, FL 34221

## IT WORKS! 2015 CRUISE PROMOTION – F.A.Q.

### Q. What is the It Works! Cruise?

A. We're taking the black, green, and bling on the high seas to celebrate your success! Our Top 150 Income Earners and Top 1,350 Point Earners for the months of June, July, and August will join us on the first EVER It Works! cruise. The best part?! It Works! is picking up your bill!

### Q. What is the It Works! Cruise qualification period?

A. The qualification period for this incentive begins June 1, 2015 at 12:01 a.m. CT, (GMT-5), and ends at 11:59 p.m. CT, (GMT-5) on August 31, 2015.

### Q. When is it and where does it go?

A. The It Works! Cruise is a 4 night, Western Caribbean cruise aboard the Carnival™ Paradise. It will be departing from Tampa, Florida, on Thursday, December 3 and returning Monday, December 7, 2015.

Dec. 3: Ship Departs Tampa

Dec. 4: Fun Day at Sea

Dec. 5: Cozumel, Mexico

Dec. 6: Fun Day at Sea

Dec. 7: Ship docks in Tampa

### Q. What's included?

A. Your trip will include spacious accommodations, all onboard meals plus 24-hour room service, onboard activities, and entertainment. Port fees, taxes, and gratuities are also included.

### Q. How do I qualify to go on the It Works! Cruise?

A. There are two ways to qualify:

1. Be a Top 150 Income Earner (during the June 1, 2015 - August 31, 2015 qualification period) and earn a full cabin for you and one guest.
2. Be one of 1,350 Top Point Earners (during the June 1, 2015-August 31, 2015 qualification period)
  - a. Top 350 Point earners will earn the cruise and a *full cabin for you and one* guest.
  - b. Next 1000 Point earners will earn the cruise and a *half cabin* to share with another Top Point Earner.

**NOTE:** If a Distributor is a Top 150 Income Earner, they cannot again qualify as a Top Point Earner. Only one cruise will be awarded per household for those Distributors that qualify as **either** the Top 150 Income Earners or Top 1,350 Point Earners. A Distributor cannot qualify for both. If a Distributor has multiple positions, only the top position in this promotion will qualify.

### Q. How do I earn points?

A. By completing these steps during the June 1, 2015-August 31, 2015 qualification period:

- Enroll a new Qualified Loyal Customer = Earn **100 points\***
- Enroll a new Distributor = Earn **300 points\***

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- Enroll a new Distributor who enrolls 4 Qualified Loyal Customers = Earn **500 points for you AND your new Distributor\***
- A personally enrolled Distributor Goes Ruby for the first time = Earn **2500 points for you AND your Distributor\***

\*See rules for complete details

**Q. Can I qualify as both a Top 150 Income Earner and a Top 1,350 Point Earner?**

**A.** No, if you are a Top 150 Income Earner, you cannot again qualify as one of the 1,350 Top Point Earners (and vice versa).

**Q. How many points do I need to qualify?**

**A.** You will need a minimum of 5,000. Please keep in mind that it is possible that you can have the minimum points and not qualify based on the points that others have earned. 5,000 is the minimum and only the top 1,350 Distributors with the highest points will be able to attend the cruise. If you have 5,000 points, but are not within the Top 1,350 Point Earners you may not be eligible to attend.

**Q. How can I keep track of my points?**

**A.** Beginning June 14, you will be able to track your points right in your eSuite! Points will be posted every Sunday at 3:05pm CT. These points will include all points earned between the previous Sunday, 12:00 a.m. CT – Saturday, 11:59 p.m. CT.

**Q. What are the specifics for earning points?**

- During the Qualification Period, personally enroll a new Qualified Active Loyal Customer = 100 points (If you place the Loyal Customer under anyone other than yourself, you will also be giving the points away to the person you place them under).
- During the Qualification Period, enroll a new Distributor = 300 points (new Distributors must purchase the BBK and obtain 150 PBV or set up optional minimum 80 BV autoshop within their first 30 days. If you place this new Distributor it still counts for the Enroller).
- During the Qualification Period, enroll a NEW Distributor during the qualification period who enrolls and maintains 4 Qualified Active Loyal Customers within their first 30 days and no later than the end of the Promotion Period: they get 500 points AND you get 500 points. (All 4 Qualified Active Loyal Customers must be enrolled during the promotion period. The Enrolling new Distributor can only earn the 500 points once. The enroller earns a match for EVERY new Distributor they enroll who gets 4 Qualified Active Loyal Customers during the promotion period. There is no limit for the enroller on this.)
- When a personally enrolled Distributor qualifies for the first time at the paid as rank of Ruby during the Qualification Period, they get 2500 points AND you get 2500 points



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**Q. I just enrolled and maintained 4 Qualified Active Loyal Customers during the qualification period, and within my first 30 days. What points will I earn for this?**

**A.** Congratulations! You will earn 100 points for each Qualified Active Loyal Customer you enroll. PLUS, you will receive an additional 500 points for enrolling and maintaining 4 Qualified Active Loyal Customers during the qualification period, and your first 30 days. That is a total of 900 points!

**Q. When do I register for the trip? What do I need to do to register?**

**A.** The qualification period ends on August 31, 2015. Winners will be announced by September 20, 2015. At that time all winners will be sent a link to register for their trip. All registrants will be asked to provide info at this time, including passport information, guest name if applicable (as it appears on passport), date of birth, and other identification information.

Participants will have two weeks to register for both themselves and their guest. In order to participate in the It Works! Cruise, all registrations **must be completed by October 4, 2015.**

**Q. What if I don't register by October 4? Can I still register after October 4?**

**A.** In order to meet deadlines required by Carnival, you must register by October 4, or your spot will be forfeited. After October 4, 2015, It Works! will assign remaining cabins to the next qualifying Distributors in line. It Works! will send out a link to the second group of Distributors to register for the trip. This second group of qualifying Distributors must be completely registered no later than October 12, 2015.

**Q. If I qualify for the It Works! Cruise, do I need a passport?**

**A.** You will need to have a valid, signed passport. If you haven't applied, please do so immediately as it may take a few weeks to receive one.

**Q. Is this promotion open to international Distributors?**

**A.** Yes, this promotion is open to all It Works! Distributors worldwide in every country where It Works! is open for business.

**Q. If I qualify for the cruise, how is my roommate determined?**

**A.** The Top 150 Income Earners and the Top 350 Point Earners will be able to bring a guest to room with. Your guest must be 18 years or over, and either a spouse or It Works! Distributor. The next 1,000 Top Point Earners will be given the opportunity to request who they would like to room with. We will try our best to accommodate these requests; however It Works! cannot guarantee these choices.

**Q. What if my guest has to cancel after I register them?**

**A.** If your guest needs to cancel we will work with you to make the changes. You will be responsible for any costs due to such changes.



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### **Q. What if I have to cancel after registering?**

**A.** If you must cancel after registering, you will forfeit your trip and where applicable your guest will be unable to attend without you. You will also be responsible for a \$200 cancellation fee. There is no cash trade in option.

### **Q. My Distributor account is under a corporation, LLC or DBA. Who will be able to attend if the entity qualifies?**

**A. If you have earned a half cabin:** Only the primary account representative will be able to attend the Cruise. If the primary account representative is not available, then the secondary account representative will be able to attend. (Please note that the secondary account representative must be listed on the account prior to June 1, 2015.)

**If you have earned a whole cabin:** Both the primary and secondary account representatives will be able to attend and share a cabin.

### **Q. Am I allowed to bring children under the age of 18?**

**A.** No. Anyone attending must be 18 years or older.

### **Q. I qualified for the trip but unfortunately cannot attend. May I choose one of my team members to attend in my place?**

**A.** Unfortunately you may not substitute another Distributor on this trip. The trip is not transferable. No rain-checks or replacement awards will be offered. THIS OFFER HAS NO CASH VALUE AND A CASH PAYOUT IS NOT AVAILABLE.

### **Q. I want to bring a guest but qualified in the Top 1,000 Point Earners. Can I pay to bring a guest?**

**A.** The It Works! Cruise has been completely taken over by Distributors who have earned the cruise. So no additional guest will be allowed to attend, or purchase a cabin.

### **Q. Can I pay through Carnival or a cruise site to secure additional cabins?**

**A.** No. This particular cruise is not available to the general public as It Works! has taken over the entire ship to celebrate your success!

### **Q. Will airfare or ground transportation be provided?**

**A.** No transportation will be provided. You will be responsible for providing your own transportation to and from the port.

### **Q. Are the cost of alcoholic beverages or shore excursions included in this promotion?**

**A.** It Works! will be covering the cruise at no charge. This includes cabin fare, on-board meals, port charges and gratuities on the cruise. Distributors will be responsible for alcohol purchases, casino, photographs and video, art auctions, salon, internet café, retail shops, phone cards room services (including phone calls and in house laundry services) and any shore excursions.