

new SOAR to SUCCESS PROGRAM FAQs

Existing Origami Owl Independent Designers

Q. I am an existing Origami Owl Independent Designer. Will I be enrolled in the new Soar to Success Program?

A.

Designers with a Career Title of Designer as of January 21, 2015 or thereafter will be automatically enrolled in the new Soar to Success Program (regardless of enrollment date).

Designers with a Career Title of Leading Designer or Team Leader who are currently still in the Soar to Success Program as of January 21, 2015 will be enrolled in the new Soar to Success Program.

Q. What does Career Title mean?

A. Career Title is the same as Achieved and/or Lifetime Rank.

Q. When does a Designer's Day 1 of the new Soar to Success Program begin?

A. January 21, 2015 will be considered your enrollment date solely for the new Soar to Success Program (this will not affect your Origami Owl Independent Designer enrollment date). January 22, 2015 will be Day 1 of your new Soar to Success Program and your 90th and final day will be April 21, 2015 at 11:59 P.M. Eastern Standard Time (EST).

Q. Will PV I achieve on my enrollment day count towards my PV goals for the new Soar to Success Program?

A. Yes. PV accumulated on the enrollment date will count towards your PV goals for the 90 (calendar) day period in the new Soar to Success Program, excluding the price of the Business Launch Package, business supplies and Hostess rewards.

Example: Designer enrolls on February 14; Day 1 of the new Soar to Success Program starts on February 15. Any PV accumulated on their enrollment date (February 14) will count toward the 90 (calendar) day period in the new Soar to Success Program.

ENROLLMENT DETAILS

There are three Designer enrollment scenarios listed below:

1. Career Title of Designer as of January 21, 2015
+ Enrollment date of October 23, 2014 or prior
(Enrollment date 90+ calendar days of the launch of the new Soar to Success Program)

personal volume

Q. I am a Designer with a Career Title of Designer and an enrollment date of October 23, 2014 or prior. Will any PV I have accumulated from January 1, 2015 through January 20, 2015 count toward the new Soar to Success Program?

A. PV accumulated prior to January 20, 2015 does **NOT** count towards the new Soar to Success Program.

Q. I am a Designer with a Career Title of Designer and was previously enrolled in the Soar to Success program but did not reach my 30 day Personal Sales Goals. Will I start the new Soar to Success Program where I left off on my Personal Sales Goals?

A. No. You will start over with the new Soar to Success Program. This time around you will be focusing on hitting those (3) 500 PV goals at your own pace throughout the 90 (calendar) day period of your new Soar to Success Program! This is a great opportunity to start earning our new rewards, including some exclusive pieces to the new Soar to Success Program!

sponsoring

Q. I am a Designer with a Career Title of Designer and an enrollment date of October 23, 2014 or prior. I was enrolled in the previous Soar to Success program but did not share the O2 love by sponsoring three new Designers. Do I start the new Soar to Success Program where I left off on sponsoring?

A. No. Any new, personally sponsored Designers you sponsored during your previous Soar to Success program will not carry over.

Q. I am a Designer with a Career Title of Designer and an enrollment date of October 23, 2014 or prior. I have personally sponsored a Designer; will they count toward the new Soar to Success Program?

A. No. Any Designers you have personally sponsored prior to the launch of the new Soar to Success Program will not count. This is a great opportunity to personally sponsor new Designers and grow your business.

tracking

Q. How will I track my new Soar to Success Program?

A. As a Career Title Designer you will be able to track your Personal Sales Goals and Sponsoring in your Back Office.

2. Career Title of Designer

+ Enrollment date of October 24, 2014 through January 20, 2015

(Enrollment within 90 (calendar) days of the launch of the new Soar to Success Program)

personal volume

Q. I am a Designer with a Career Title of Designer with enrollment date of October 24, 2014 through January 20, 2015. Will any PV I have accumulated from January 1, 2015 through January 20, 2015 count toward the new Soar to Success Program?

A. PV accumulated from January 1, 2015 through January 20, 2015 does **NOT** count toward the new Soar to Success Program.

Q. I am a Designer with a Career Title of Designer with enrollment date of October 24, 2014 through January 20, 2015. I was previously enrolled in the Soar to Success program but did not reach my 30 day Personal Sales Goals. Will I start the new Soar to Success Program where I left off on my Personal Sales Goals?

A. No. You will start over with the new Soar to Success Program. This time around you will be focusing on hitting those (3) 500 PV goals at your own pace throughout the 90 (calendar) day period of your new Soar to Success Program! This is a great opportunity to start earning our new rewards, including some exclusive pieces to the new Soar to Success Program!

Q. I am a Designer with a Career Title of Designer with enrollment date of October 24, 2014 through January 20, 2015. I am currently enrolled in the Soar to Success Program. Do I finish out the previous program?

A. No. You will be enrolled in the new Soar to Success Program.

Q. I am a Designer with a Career Title of Designer with enrollment date of October 24, 2014 through January 20, 2015 and I am currently enrolled in the Soar to Success Program. Will I start the new Soar to Success Program where I left off on my Personal Sales Goals? Will my PV carry over?

A. No. You will start over with the new Soar to Success Program and your PV will not be carried over once the program starts over. This is a great opportunity as you are able to

earn the new Level 1, Level 2 and Level 3 Rewards, including some pieces exclusive to the new Soar to Success Program!

sponsoring

Q. I am a Designer with a Career Title of Designer with enrollment date of October 24, 2014 through January 20, 2015, Will Designers I have personally sponsored in the past 90 (calendar) days carry over into the new Soar to Success Program?

A. Great News! As a Designer with a Career Title of Designer and with an enrollment date within 90 calendar days prior to the launch of the new Soar to Success Program on January 21, 2015, your personally sponsored Designers will carry over into the new program; however, their PV will not be carried over.

tracking

Q. How will I track my new Soar to Success Program?

A. As a Career Title Designer with an enrollment date within 90 (calendar) days of the launch of the new Soar to Success Program on January 21, 2015 you will be able to track your Personal Sales Goal Levels in your tracker in the Back Office. If you have personally sponsored any Designers in the last 90 (calendar) days the sponsors being carried over into the new Soar to Success Program will not reflect in your Back Office tracker. Any Designer you personally sponsor after the launch of the new Soar to Success Program will reflect in the tracker in your Back Office.

3. Career Title of Leading Designer or Team Leader + Currently enrolled in their Soar to Success Program as of January 21, 2015

Q. I am a Designer with a Career Title of Leading Designer or Team Leader and I am currently enrolled in the Soar to Success program. Do I finish out the previous program?

A. No. You will be enrolled in the new Soar to Success Program. However, you will start the new program where you left off. Please see examples below.

personal volume

Q. I am the Soar to Success program. Will I start the new Soar to Success Program where I left off on my Personal Sales Goals? Will my PV carry over?

A. Yes. As a Designer with a Career Title of Leading Designer or Team Leader who is currently in Soar to Success, you will start the new Soar to Success Program where you

left off. Your PV will be carried over and you will continue working toward achieving the Personal Sales Goal Level(s) that you have not yet earned. You will have 90 (calendar) days from January 22, 2015 (Day 1) to complete your remaining Level(s) in the new Soar to Success Program.

Example: Designer Mary has a Career Title of Leading Designer and is currently enrolled in the Soar to Success Program. She is currently between Days 31-60 and working toward achieving her second goal of 500 PV to earn the Level 2 Reward. It is Mary's 58th day on January 21, 2015 when the new Soar to Success Program launches. She had accumulated 450 PV during Days 31-58. She will start the new Soar to Success Program already having completed Level 1, and will be eligible to earn the new Level 2 and Level 3 Rewards if she achieves her remaining Personal Sales Goals within her 90 (calendar) day period in the new Soar to Success Program. Now Mary will need 50 PV to earn the new Level 2 Reward.

sponsoring

Q. I am a Designer with a Career Title of Leading Designer or Team Leader. I am currently enrolled in the Soar to Success program. Will my personally sponsored Designers carry over to the new Soar to Success Program?

A. Yes. Designers with a Career Title of Leading Designer or Team Leader, who are currently enrolled in the Soar to Success Program, their new, personally sponsored Designers will be carried over to the new Soar to Success Program. Their PV will also be carried over.

Example: Designer Mary has a Career Title of Leading Designer and is currently enrolled in the Soar to Success Program. She is currently between Days 31-60 and working toward achieving her second goal of 500 PV to earn her Level 2 Reward. Mary has personally sponsored three new Designers while in the Soar to Success Program. One of Mary's personally sponsored Designers earned 500 PV in their first 30 days. Mary earned the Business Reward 1 for personally sponsoring her first new, Qualified Designer. Mary will start the new Soar to Success Program carrying over her additional two personally sponsored Designers and is still eligible to earn Business Reward 2 and Business Reward 3, once she achieves the corresponding Personal Sales Goals.

tracking

Q. How will I track my new Soar to Success Program?

A. Designers Personal Volume (“PV”) and sponsoring of a new, Qualified Designer will be tallied and tracked by the Company. A tracker will not be established in your Back Office since you have a Career Title of Leading Designer or Team Leader.

reach YOUR PERSONAL SALES GOALS

Q. What rewards can a Designer earn when they reach their Personal Sales Goals during the new Soar to Success Program?

A. When a Designer reaches their Level 1, Level 2 and Level 3 Personal Sales Goals, they will earn exciting rewards that will help to enhance their Jewelry Bar[®] display (some of which are exclusive to the new Soar to Success Program) and help their new business soar!*

- **Level 1 (500 PV cumulative)**—20 assorted Charms, (2) packs of 5 Twist Locket Openers, and an exclusive Linen Bracelet Display*
- **Level 2 (1000 PV cumulative)**—\$75 O2 Soar Reward (to be used toward jewelry only), a charm case and an exclusive Linen Earring Display*
- **Level 3 (1500 PV cumulative)**—Large Linen Bust, exclusive Linen Chain Display and \$125 O2 Soar Reward (to be used toward jewelry only)*

**All rewards are subject to change or substitution without notice. One of each new Personal Sales Goal Rewards may be earned by Career Title Designers in the new Soar to Success Program. The following rewards are exclusive to the new Soar to Success Program: Linen Bracelet Display, Linen Earring Display and Linen Chain Display. These items will not be available for purchase in your Back Office.*

Q. What is Personal Volume (PV) and what orders count toward it?

A. Personal Volume (PV) - Volume, in terms of wholesale value not retail, qualifying product submitted directly by the Independent Designer for Origami Owl excluding the Business Launch Package, business supplies and Hostess rewards.

Q. What are the requirements to earn your Level 1 Reward for reaching your Personal Sales Goal?

A. A Designer earns Level 1 Reward when they accumulate 500 PV at any point during their 90 (calendar) day period in the new Soar to Success Program.

Q. What are the requirements to earn your Level 2 Reward for reaching your Personal Sales Goal?

A. A Designer who has earned Level 1 Reward and accumulates an additional 500 PV (1,000 PV cumulative) at any point during their 90 (calendar) day period in the new Soar to Success Program earns the Level 2 Reward.

Q. What are the requirements to earn your Level 3 Reward for reaching your Personal Sales Goal?

A. A Designer who has earned Level 1 & Level 2 Rewards and accumulates an additional 500 PV (1,500 PV cumulative) at any point during their 90 (calendar) day period in the new Soar to Success Program earns the Level 3 Reward.

Q. If a Designer accumulates over 500 PV in a single Jewelry Bar, will the remaining PV carry over to the next Level's reward?

A. Yes. The remaining PV you accumulate will carry over to the next Level's reward.

Example: A Designer reaches 700 PV at their first Jewelry Bar following the launch of the new Soar to Success program. She will qualify for the Level 1 Reward and the remaining 200 PV will begin accumulating for the Level 2 Reward.

Q. What time on the 90th (calendar) Day does a Designer need to have their order submitted and closed in order for the PV to count?

A. The program runs on **Eastern Standard Time (EST)**, so all **ORDERS MUST BE SUBMITTED AND CLOSED BY 11:59 P.M. (EST)** for them to count toward the PV goals on the 90th (calendar) day. We strongly encourage you to not wait until that 90th day to place those orders! We are unable to make exceptions.

then **SHARE THE O2 LOVE BY SPONSORING**

Q. Reach Your Personal Sales Goal(s), then Share the O2 Love by Sponsoring. What rewards can a Designer earn during the new Soar to Success Program for sponsoring?

A. When a Designer Shares the O2 Love by sponsoring up to three new, qualified Designer during the 90 (calendar) day period of the new Soar to Success Program, you will earn exciting rewards that will help to enhance your Jewelry Bar[®] display.*

- **Business Reward 1**—2 Linen Trays and a Medium Linen Bust*
- **Business Reward 2**—O2 Tablecloth and an Olive the Owl Display*
- **Business Reward 3**—Mobile Jewelry Bar*

**All rewards are subject to change or substitution without notice. One of each Business Reward per Designer can be earned. One of each new Business Rewards may be earned by Career Title Designers in the new Soar to Success Program.*

Q. What does “Qualified Designer” mean?

A. To be considered qualified, a Designer must accumulate 500 PV within the 90 (calendar) day period of their new Soar to Success Program. Any PV accumulated on the day of enrollment into the new Soar to Success Program on January 21, 2015 contributes to the PV requirement for Level 1 (500 PV) of the program, excluding the price of the Business Launch Package, business supplies and Hostess rewards.

Q. What does “Personally Sponsored” mean?

A. “Personally Sponsored” refers to how the new Designer was enrolled. Those who are enrolled directly by a Mentor, as well as Annies, who have been assigned by Origami Owl are considered personally sponsored.

Q. What are the requirements to earn Business Reward 1 for Sharing the O2 Love by sponsoring?

A. A Designer earns Business Reward 1 when you have reached Your Personal Sales Goal Level 1 by achieving 500 PV and then Share the O2 Love by sponsoring your first new, personally sponsored Qualified Designer. Your first new, personally sponsored Qualified Designer must achieve 500 PV within the 90 day period of their new Soar to Success Program in order for you to earn your Business Reward 1.

Q. What are the requirements to earn your Business Reward 2 for Sharing the O2 Love by sponsoring?

A. A Designer who has earned Level 1 & 2 when they have reached the Personal Sales Goal Level, by accumulating an additional 500 PV (1,000 PV cumulative), and Share the O2 Love by sponsoring a second new, personally sponsored Qualified Designer. Your second new, personally sponsored Qualified Designer must accumulate 500 PV within the 90 day period of their new Soar to Success Program to earn Business Reward 2.

Q. What are the requirements to earn your Business Reward 3 for Sharing the O2 Love by Sponsoring?

A. A Designer who has earned Level 1, 2 & 3 when they have reached the Personal Sales Goal Level, by accumulating an additional 500 PV (1,500PV cumulative), and Share the O2

Love by Sponsoring a third new, personally sponsored Qualified Designer. Your third new, personally sponsored Qualified Designer must accumulate 500 PV within the 90 day period of their new Soar to Success Program to earn Business Reward 3.

Q. Can a Designer sponsor more than three new, Personally Sponsored Designers within the 90 day period of the new Soar to Success Program?

A. Of course! A Designer may sponsor more than three new, personally sponsored Designers within the 90 day period of the new Soar to Success Program. However, only one *Share the O2 Love Business Reward* per level can be earned. The Designer has the opportunity to receive up to three *Share the O2 Love Business Rewards*.

Example: Designer Mary is enrolled in the new Soar to Success Program. She earned Levels 1, 2 & 3 Rewards by achieving a cumulative of 1,500 PV for reaching her Personal Sales Goals within the 90 day period of her new Soar to Success Program. Mary also sponsored four new, Qualified Designers, and all four achieved their 500 PV within the 90 day period of their new Soar to Success Program. Therefore, Mary has earned three Share the O2 Love Business Rewards even though she personally sponsored four new Qualified Designers

Q. What happens if Designer “Mary” sponsors a new Designer on her 89th day of the program?

A. The new Designer will also have from her Days 1-90 to accumulate 500 PV. Mary will receive her Sponsoring Reward after the new Designer qualifies by reaching 500 PV (Level 1), even after Mary’s Soar to Success program has completed.

Example: Mary sponsors a new Designer on the 89th day of her new Soar to Success program. The new sponsored Designer Lynn does not reach 500 PV until her Day 40 of Soar to Success. Mary will still receive the Sponsoring Reward since Lynn achieved 500 PV within her first 90 days.

Q. If Designer Mary sponsors 3 new Designers who all become qualified, but Mary only reaches 500 PV in days 1-90, will she still earn all 3 *Share the O2 Love Business Rewards*?

A. No. Since Mary only earned 500 PV in her first 90 days, she will only earn a reward for one of the qualified Designers she sponsored.

REWARD DETAILS

soar reward

Q. Where can I locate my Soar Rewards?

A. The Soar Reward will be located under the Certificates Listing link in your Back Office dashboard. Please use the coupon code provided when applying your payment and use "Soar Reward" as your payment option.*

**Please note that the Soar Reward can only be used toward the purchase of jewelry (not Business Supplies).*

Q. How can I redeem the Soar Reward?

A. Simply choose the Soar Reward option as your payment option during checkout on a Designer Order. The Soar Reward option will disappear after the entire amount has been used or by the expiration date.

Q. Can I use my Soar Reward to pay for the entire transaction, including taxes and shipping costs?

A. The Soar Reward is only valid for Origami Owl jewelry products on Designer Orders only. Also, the Soar Reward is not valid to cover taxes or shipping costs.

Example: The item in your cart is \$50.00. You have a \$75 Soar Reward. After taxes and shipping, the total amount is \$72.50. Your Soar Reward will be applied to the subtotal of \$50.00, leaving \$25.00 remaining. You will have the option to pay with a Debit or Credit card to cover the cost of taxes and shipping.

Q. Is there PV associated with my Soar Reward?

A. No. The Soar Reward will not calculate PV.

Example: if you make a \$200 order purchase on personal jewelry and you redeem some of your Soar Rewards totaling (\$125) you will only earn \$75 in PV for the wholesale jewelry and not the \$125 in Soar Rewards.

Q. Is my Soar Reward a one-time use?

A. No. If you do not use the entire Soar Reward amount, the remaining balance will be available until the balance is \$0.00 or by the expiration date; whichever is first.

Q. Can I choose the amount from my Soar Reward's remaining balance to use toward my transaction?

A. Yes. You will have the option to edit the amount from the Eligible Balance to use toward your purchase.

Q. Is there a certain amount of time that I need to use my Soar Reward?

A. Yes. Designers will have 6 months from the date of receiving the Soar Reward. If the remaining balance on the Soar Reward is not redeemed within 6 months, it will no longer be valid. The Soar Reward payment option will disappear by 12 a.m. (EST) on the expiration date. There will be no exceptions.

Q. What products can I purchase with the Soar Reward?

A. The Soar Reward can only be used to purchase Origami Owl jewelry products on Designer orders. It will not be valid for the purchase of Business Materials.

shipping + delivery

Q. When will I receive the earned rewards?

A. A Designer must be in good standing (with the policies & procedures) and achieve each goal. Their reward will be shipped out within 30 days of achieving their Personal Sales Goals and/or Sponsoring Goals.