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BENEFITS OF TRAVEL LIGHT MEMBERSHIP

**Save up to 50% on Travel**  
Get access to wholesale travel discounts up to 50% off popular online booking sites

**What travel options will I be able to book through Travel Light?**
We provide one of the widest varieties of travel options available anywhere. Your membership gives you access to the same travel options as popular public travel sites like Expedia, Travelocity, Priceline and others. Through your Travel Light membership, you'll have access to hotels, cruises, cars, vacation packages, weekly stays, activities, entertainment and more with savings up to 50%. You can also book flights through your Travel Light membership. You can even use Travel Light to link you to a number of popular retailers and earn Rewards Credits toward free travel every time you shop. Although flights are not discounted, be sure to book them through Travel Light because we will offset the carbon footprint from every trip you take. Plus, you’ll earn Reward Credits every time you do!

**Does Travel Light only include certain brands and discounted hotels?**
No! Travel Light includes access to more than 400,000 hotels and resorts and 8,000 car rental agencies around the world – top-quality familiar brands that you would find on other popular online sites. Many of our members love that you can often find 5-star resorts for 2-star prices on Travel Light.

**How can you provide me with savings?**
As an exclusive, members-only travel club, we are able to offer access to wholesale pricing for our members and beat the prices available to the public. We leverage the power of group discounts and work directly with a variety of travel providers to provide you with the best value on trips you book close to home or around the world.

**How do you calculate how much I will save?**
Our technology searches all publicly available pricing information to provide you with the most accurate price comparison possible. Your savings is calculated against the lowest possible public price we can find for the identical booking.

**Does Travel Light include discounts on airfare?**
No. You can book airfare through Travel Light, but not at a guaranteed savings. We include the ability to book airfare to provide our members with a one-stop shop for travel booking. Plus, we offset the carbon footprint for all of your air travel booked through our portal, which is why we encourage everyone to book their entire trip through Travel Light. By booking through Travel Light, even with minimal to no savings on airfare, you can take to the skies and know that you are contributing to a positive collective impact on the environment.

Airfare through Travel Light is typically provided at the same as other publicly available sites, although sometimes we are able to provide you with discounted airfare for certain flights – particularly international flights. Plus, you’ll earn Reward Credits on every flight to use toward other travel, shopping or entertainment purchases! Should you find airfare on a public site for less than your Travel Light site, simply call our reservation desk and we’ll book it for you – and still give you the Rewards Credits AND offset your carbon impact!

**Do you include taxes & fees in your pricing?**
Yes, we always include taxes and fees in the estimated price of your reservation right on the search page so you know exactly what amount will be charged through your Travel Light booking. Other fees, such as resort fees, all-inclusive fees, hotel parking and incidental charges, if any, will be collected when you arrive at your hotel. These fees, if any, are displayed in the hotel or booking details page and on the terms and conditions of the reservation.
How do I qualify for the lowest price guarantee?
To qualify for the lowest price guarantee, you must be a fully paid and active Travel Light member. Travel options that are eligible for the lowest price guarantee are clearly marked within your Travel Light portal and include vacations (i.e., accommodations, cruises and worldwide tours) and vacation add-ons (i.e., car rentals, activities and golf). Flights are not included. To qualify, you must find a lower price for the identical booking on a website that is available to the general public within 24 hours of when the original fully paid reservation was booked through Travel Light. For more information, visit the complete terms and conditions within your Travel Light portal.

How do I get my refund?
If you believe you are eligible for the lowest price guarantee, you can submit your claim within your Travel Light portal and follow the instructions. Once your claim is verified to have been submitted properly and to have met all the terms and conditions of the lowest price guarantee program, you will receive confirmation via email within 3-5 business days of your submission. If valid, you will receive credit in the form of Reward Credits equal to 110% of the difference within 14 days of your completed vacation. For more information, view the complete terms and conditions within your Travel Light portal.

What exactly is zero-carbon travel?
Zero-carbon travel means that the entire carbon footprint created from your trip – whether from flying, driving, or staying at a hotel – will be offset by Viridian. Viridian will purchase certified carbon offsets on your behalf, providing a positive impact somewhere in the world to counterbalance the negative environmental impact of travel. Quite simply, it means you can travel without the negative impact on the environment, and you’ll be supporting great projects around the world.

Why does it matter to erase the carbon footprint from my travel?
Vacation and business travel is one of the largest contributors to your carbon footprint – and now you can erase yours. Most of us create tons of harmful carbon emissions every year. The collective negative impact from our individual business and personal travel is taking a toll on our planet, whether it’s the fuel burned through air travel; the electricity, water and other natural resources consumed at a large resort; or the waste created from the infrastructure that supports the travel industry (airports, resorts, car rental garages and agencies, cruise lines, ports of call, etc.). And it’s not just the planet that pays the price – carbon emissions contain pollutants that are directly linked to asthma and other respiratory diseases. Fortunately, with Travel Light you can travel worry-free. We purchase carbon offsets on your behalf to erase your carbon footprint.

How exactly does zero-carbon travel with Travel Light work?
Viridian purchases carbon offsets on behalf of our Travel Light members and their Karma customers. Carbon offsets from certified projects are a well-accepted way to balance the negative action of releasing carbon emissions with a positive one. These projects include reforestation, clean energy, methane capture and other initiatives that help our planet. Here is how you can feel confident that Travel Light is the responsible way to go:

1. Viridian calculates the carbon emissions created by every trip you book through Travel Light. Once we know your exact itinerary, we use EPA data and other reliable sources to calculate the impact of your particular trip – whether it’s a one-night stay or a journey around the world.
2. We purchase quality international carbon offsets to mitigate emissions and make an impact worldwide.
3. Those carbon offsets help finance projects around the world that reduce, absorb or avoid greenhouse gas emissions.
4. Each carbon offset certifies that one metric ton of CO2 or greenhouse gas equivalent has been intentionally reduced, absorbed or avoided as a result of a project, initiative or program designed to create that positive impact.
What is a carbon offset?
Carbon offsets provide funding for projects that help our environment. A carbon offset is simply certification that one metric ton of CO2 has been intentionally reduced, absorbed, or avoided as a result of a project, initiative or program designed to create that positive impact.

What kinds of carbon offsets does Viridian purchase on behalf of Travel Light members?
Carbon emissions are a global challenge, so Viridian focuses on global solutions. We find projects domestically and abroad that span a range of initiatives. Some examples of projects are:

- Forest restoration or protection
- Landfill gas recovery systems
- Wind farms
- Energy efficiency for buildings and transportation
- Education programs that seek to reduce the use of fossil fuels

How do I know how much carbon you have reduced through your zero-carbon travel pledge?
Viridian is committed to transparency. Since 2010, we have published an annual Sustainability Report and have voluntarily published every single serial number of every Renewable Energy Certificate (REC) and carbon offset we have purchased on behalf of our customers. This report is available online and in print each year. Our 2017 report, published in early 2018, will report on our first full year of offsetting the travel for our Travel Light community.

How can I help light the world?
Across the globe, 1.2 billion people live without access to power, and we’ve been lighting their homes, a few at a time, for years. Life without power is difficult to imagine for those of us who take it for granted. Fortunately, we’ve made it easy for our customers to be a part of a future powered by purpose for communities around the world. For every month you’re a member, you will be turning the lights on for a day for a family in need.

How do you provide light to families in need?
Since Viridian began in 2009, we’ve been committed to creating a path to a more sustainable world for all. One of the many ways we’ve been able to do that is by donating, and often installing ourselves, solar power to energy-poor communities around the globe. Nothing quite compares to the thrill of seeing light go on in a home, school or community center that did not previously have electricity. That’s why we decided to fund solar installations on behalf of all of our members, so that you can be part of it, too. Depending on the needs of the community, our projects may include rooftop solar installations, portable solar-powered solutions for rural families, individual lantern kits for small rural homes and other energy-assistance programs.

How do you choose the families who receive solar power through Light the World?
We work with experienced project partners with strong ties in energy-poor regions here at home and around the world. They help us select families and communities who lack power, who have expressed a desire for it and are able, with guidance and funding support, to maintain it. Our project partners have included major organizations like Conservation International, GRID, and World Joy. We have provided solar power in the United States, Nicaragua, Fiji, Indonesia, Ghana, Albania and Guatemala.
What kind of difference can light make for a family in need?
Life without power affects more than just light. Electrification is the key to providing a family with extended hours in a day to focus on education; power to provide communication and connection to the broader world; refrigeration for pharmaceuticals; clean water systems; more efficient and cleaner cooking solutions; and so much more. We are passionate about bringing reliable, clean and affordable power to as many families in the world as possible and are grateful to our customers for allowing us to do just that.

Can I join you on one of your journeys to provide light to those in need?
Yes! We have structured our emPOWER Trips to allow our customers and Associates an opportunity to see light turn on in a community for the first time. There is nothing quite like it. Our trips also allow members to help us on reforestation projects and other initiatives around the globe as we continue to create a path to a more sustainable world.

Take an emPOWER Trip
Join us on a journey to see the world while making a positive impact on communities around the globe.

What is an emPOWER Trip?
Experience the joy of giving. Help replant a forest. Bring light or clean water to families in need. Our voluntourists are making a big impact and enjoying once-in-a-lifetime experiences on trips around the world. These rewarding journeys give you the opportunity to see a new culture, make lifelong friends and work side by side with a community that will appreciate your gifts for years to come.

Who can go on an emPOWER Trip?
Our emPOWER Trips are open to any of our Karma customers or Travel Light members.

What kinds of projects can I participate in?
We focus on projects that help us carry out our mission of creating a path to a more sustainable world – projects like planting a forest, starting a sustainable garden, installing solar power, bringing clean water to a community and others. Our projects are typically pretty major, life-changing projects for the communities we serve. Our voluntourists work hard – really hard – but they come home invigorated, motivated, grateful and filled with a new perspective on life.

What can I expect from an emPOWER Trip?
Your emPOWER Trip won’t be glamorous, but it will be rewarding and unforgettable! You’ll see the world in a way you never have before, experience the simple beauties of a new culture and find something new in yourself. We typically structure an itinerary to include 2-3 days of work and 1-2 days of free time and exploration in a new, beautiful location. Because our trips often involve visiting energy-poor communities, environments that are threatened or other areas with challenging socio-economic conditions, you will typically be far away from the kinds of creature comforts you are used to. We also make a point to give you an opportunity to really experience the culture of the communities we serve.

Reward Credits
Earn Reward Credits on virtually everything YOU book, plus refer your friends and earn even more!

How do I earn Reward Credits?
As a Travel Light member, you’ll earn Reward Credits each time you book a hotel, flight, car, cruise, activity or more. You’ll even earn credits on things like entertainment, excursions and shopping so long as you don’t complete the purchase with Reward Credits. Plus, you can share your savings through our Karma Program and earn even more Reward Credits every time one of your Karma customers books and saves!
How can I use my Reward Credits?
Redeeming your Reward Credits is simple! You can use them instead of cash when you book or purchase almost everything in your Travel Light portal. Simply select the option to pay with Reward Credits and you’ll be on your way! You’ll need to have enough Reward Credits for the full amount of the purchase. But don’t worry, you can always purchase additional Reward Credits to make up the difference.

Are there blackout dates for my discounts or Reward Credits?
Nope. Travel Light always provides the same value and you can book anytime.

Can I redeem my Reward Credits for things other than travel?
Yes! In Travel Light you have many options available to you: entertainment, golf, activities, travel and more. You can use your Reward Credits for any of these. You can also use your Reward Credits to purchase gift cards for many popular retail stores.

Tell me more about the entertainment and other perks of Travel Light membership!
In addition to saving on your vacations and trips, Travel Light also gives you one-stop-shop access to so many other features. Book activities, entertainment and excursions through Travel Light. Join a wine club, do your holiday gift card shopping, get access to discounts for dining and more. You can even shop at one of your favorite retailers for clothes, books, electronics, furniture and, well, almost anything. And for most purchases, you’ll be earning Reward Credits to use toward future travel.

**Personal Concierge Program**
Exclusive, individualized service to make each of your trips convenient, special and unique.

What is the Personal Concierge Program?
Not sure where to start? Our Concierge team is there for you. Whether you are looking to take your church group on a vacation to Cape Cod or planning a grand family reunion in Southern California, we can help! As a Travel Light member, you can lean on our Concierge team to help you find and plan the perfect journey. They can also help you find unique and hard-to-find options like river cruises, luxury beach homes or out-of-the-way destinations.

Can I plan a special event through Travel Light?
Yes! Our Personal Concierge Services can help you plan a destination wedding, family vacation, special event or just about any vacation you are planning! Simply submit a request in your Travel Light portal to speak with someone, or use our Live Chat services for instant answers. Live Chat and Personal Concierge Services are available Monday through Friday from 9am – 9pm ET and Saturdays from 9am – 5pm ET.

Is there an additional charge to contact a Personal Concierge?
No! Our Personal Concierge service is included for all Travel Light members. Karma customers cannot utilize the Personal Concierge service.

**Karma Referral Program – Refer & Earn**
Save your friends up to 15% on hotel reservations and car rentals, and you’ll earn every time they book!

What is the Karma Referral Program?
The Karma referral program is a win for casual travelers, for our Travel Light members and for Viridian Associates. With the Karma referral program, Travel Light members can share savings of up to 15% on hotels and car rentals with friends and family and the referring Travel Light member gets Reward Credits every time their Karma customer books and saves. Plus, the sponsoring Viridian Associate earns an 80% match of the Karma customer’s savings!
What benefits does a Karma customer receive?
Your Karma customers can save up to 15% on their hotels and car rentals and we’ll offset the carbon impact of their travel at no additional cost. There is no fee to join and no ongoing monthly fees to be a zero-carbon traveler with our Karma program. Plus, Karma customers will have access to our life-changing emPOWER Trips.

What can a Karma customer book?
Karma customers can save up to 15% on hotels and car rentals and we’ll offset their carbon impact for free. They can also reserve a spot on emPOWER Trips and member trips.

Do you guarantee savings for Karma customers as well?
Yes! With Travel Light you can book with confidence, regardless of what plan you choose. Even though Karma customers save less than Travel Light members, they still benefit from our guarantee that the price they receive will be lower than any other publicly available price online! The terms and conditions for the lowest price guarantee are available in the Travel Light portal for both Karma customers and Travel Light members.

How do I help my friends become Karma customers?
Travel Light members will receive a link in their welcome email to a page for their friends and family to sign up for Travel Light. If you are a Viridian Associate, simply refer people to either of your personalized websites and they can sign up for a Karma account.

Who can I share my savings with?
Anyone you’ve talked to who would like to save up to 15% on hotels and car rentals, with a lowest price guarantee!

How can I earn with the Karma Program as a Travel Light Member?
Travel Light members get all the Reward Credits for their friends who book through the Karma program. Simply share your savings and earn the Reward Credits! Share with enough people and you could earn enough Reward Credits to take a free trip!

How much can I earn with Karma as a Viridian Associate?
As a Viridian Associate, you’ll get a cash match on your Karma customers’ savings, plus earn Reward Credits when they travel. You can earn an 80% savings match for Karma customers you’ve referred through your own membership. AND when your team’s Karma customers travel and save, you’ll earn your qualified portion of a 20% upteam savings match on each and every completed Karma booking. (See the Viridian Compensation Plan for details)

How do my friends and family sign up for Karma?
First, as a Viridian Associate, you’ll share your Travel Light or Viridian personalized website with your friend or family member. They will simply enter their information to create a free account and watch for their welcome email from Travel Light. Their welcome email contains their login credentials and will give them instant access to start searching for wholesale discounts on hotels and cars. Travel Light members can also send invitations to friends and family from within their Travel Light portal.
GENERAL MEMBERSHIP QUESTIONS

What are my options to join Travel Light?
You have three options to participate in Travel Light:

• As a Karma customer, you can join for free and enjoy savings up to 15% on hotel reservations and car rentals.

• As a Travel Light member you can join for a $99 membership fee and $39.99 per month and enjoy savings up to 50% on hotels, cruises, cars, weekly stays, vacation packages, activities, entertainment and more. You can also take advantage of our multi-month subscriptions: 7 months (one free month) for $299 or 13 months (two free months) for $499.

• As a Viridian Associate, when you choose to be a Travel Light member, you get all the benefits of the Travel Light membership, plus you are able to refer your own friends and family to the Karma program and receive an 80% match on anything they save when they book travel. And when you or your team sells Travel Light memberships, you can earn customer bonuses, team bonuses and residual income month after month, as long as your customers pay their membership fees.

Is Travel Light right for me?
Travel Light is a truly flexible program that was designed with a variety of travelers in mind. Maybe you just take one big vacation a year – no problem! With the options for savings available with Travel Light, it’s possible to cover your entire year’s membership fees and then some on just one booking! Maybe you don’t take big vacations but you book hotel rooms regularly when you visit family, travel for business or just want to get away for a night or two. Travel Light is great for the everyday traveler because of the diversity of options. Plus, you’ll save on entertainment, activities and excursions. All while earning Reward Credits for future travel. And if you take advantage of our Karma program and Travel Light 4Free program, you’ll be earning Rewards Credits by helping others save and you can get your membership fees waived!

Can I start with Karma and upgrade?
Absolutely! Once you see how much you can save, you’ll want to upgrade and take full advantage of the Travel Light membership. We’ll make it easy for you to see the benefits of membership so you can make your choice.

Can I enroll on the phone?
Yes! Please call 877-715-2315 to enroll. It just takes a few minutes and we’ll have you on your way to traveling light in no time.

Understanding Your Membership Fees

How many people can travel as part of my membership?
You can book travel for up to four adults in the same household with one membership. You may also add children under the age of 18 to your booking – for example you could book flights for you and your children, but your hotel room would be booked under one of the qualifying adults in your household.

When will you bill me for my monthly fees?
We will charge your recurring monthly fees each month on the same day as your enrollment. Your membership setup fee, which you pay at the time of enrollment, includes the creation of your account as well as your first month of access. Your monthly fee will start on the first-month anniversary of your enrollment. If we cannot successfully charge your card for the recurring monthly fee, we will attempt to charge your card two more times over 96 hours. If you enroll after the 24th on any month, we will set your recurring billing date to the 24th.
Can I pay in advance for my membership?
Yes! Many members choose to take advantage of our savings with longer-term memberships. For just $299 you can have seven months of access (one month free!) and for just $499 you can have 13 months of access (two months free!). Following the end of your long-term membership, we’ll transition your account seamlessly to a month-to-month agreement, unless you let us know that you’d like to purchase another long-term agreement.

What if you can’t process my payment?
If we cannot successfully process your monthly fees on the credit card you provided, we will attempt to contact you and will re-attempt billing two times over 96 hours. After 96 hours, if we are not able to contact you or resolve the processing of your account, we will suspend your account. You can reactivate it for only the monthly membership fee any time before your next monthly billing date. After you pass your billing date, your account will be closed and you will not be able to reactivate the account without a new membership setup fee.

Are there fees or penalties for canceling my membership?
Your Travel Light is a month-to-month agreement. While you are under no obligation to continue your membership, we hope you’ll take full advantage of membership and all the features available to you. Should you choose to cancel your membership, or if we are unable to process your payment after multiple attempts, we will suspend, then cancel your account. A canceled account forfeits all the Reward Credits earned to date and loses any connections to Karma customer referrals or qualified referrals toward the 4Free program. Additionally, if you cancel after you’ve booked travel but before you have completed your travel, you will forfeit your savings. You’ll be responsible for a cancellation fee equal to the savings on your incomplete travel plus a 10% administrative charge.

Questions About Booked Travel

Can I use my existing travel rewards program points on hotels, flights, cars, etc., in conjunction with my Travel Light discounts and Reward Credits?
Every time you book through Travel Light, you’ll earn Rewards Credits to use for future travel, or for shopping and entertainment purchases. In addition, you can include your frequent flyer or loyalty program number on your booking with almost any major airline when you book flights through Travel Light – this means you can double dip on the rewards! For hotels, cars and other loyalty rewards programs, many will happily take your rewards number upon check-in or arrival so you can benefit from both programs. We always recommend that you check with the individual hotel or program to confirm their terms and conditions for reservations booked through a third party.

Are there additional fees?
We always include taxes and fees in the estimated price of your reservation right on the search page so you know exactly what your booking will include. Hotel bookings, resort fees, all-inclusive fees, hotel parking and incidental charges, if any, will be collected when you arrive at your destination. These fees are displayed in the travel details page and on the terms and conditions of the reservation.

Is my booking refundable?
Because we are providing discounted wholesale pricing, many of the bookings you make through Travel Light will be prepaid and nonrefundable. Cancellation and refund policies vary depending on the particular hotel or resort you choose. The cancellation and change policies can be found in the terms and conditions on the booking page and your reservation confirmation. Additionally, you may purchase trip insurance to protect you against unforeseen circumstances.

What if I want to change or cancel my reservation?
You will be able to change or cancel an existing reservation through the Travel Light portal or by contacting the Travel Light Concierge Services Team at 1-858-622-2904 and press option 3.
Are there minimum purchase requirements or minimum stays?
Nope! We want Travel Light to be a good option for any type of traveler, which is why we have no minimum stay requirement, no blackout dates and no minimum purchase amount. One night? A weekend stay? A two-week-long dream vacation? It’s all good.

Can people outside of the U.S. book travel on Travel Light?
Yes, people living outside of the U.S. can book travel on Travel Light. All reservations will be shown in US dollars, unless otherwise specified.

HOW CAN I GET MY MEMBERSHIP FEES WAIVED?

**Travel Light 4Free Program**
We will waive your monthly dues for each month you have at least four referred Travel Light Members paying their monthly dues!

How can I share my membership benefits?
As a Travel Light member, you can share your membership with friends and benefit in two ways. First, when your friends choose to join our free Karma program, they can save up to 15%, and you’ll earn the Reward Credits from each of the trips they book and complete. You can use your Reward Credits anytime toward free travel, entertainment or virtually anything else you purchase in Travel Light. The second way is with our 4Free program, where you can get your membership fees waived. Read more in this section about this program.

How can I qualify for the Travel Light 4Free program and get my membership fees waived?
As a Travel Light member, you can qualify to have your membership fees waived simply by referring four friends who enroll and then continue to pay their monthly membership fees. Your fees will be waived each month for as long as they are active members. An active member is a member who has paid at least one monthly membership fee and has paid their most recently monthly membership fee, without a lapse in payment.

Plus, if one of your friends shares Travel Light with four of his friends and qualifies to have his membership fees waived, he will still count as one of your 4Free! We recommend having five or even more friends actively using Travel Light so you’ll be sure to continue qualifying to have your membership fees waived, even if one of your friends cancels or we can’t process their payment.

If in any month your number of 4Free Travel Light memberships drops below four, we will again charge your credit card on file for your membership fee. It’s a good idea to become a Travel Light member early because any Travel Light members enrolled by you prior to becoming a Travel Light member yourself will not count toward the 4Free program.

Who is eligible for the Travel Light 4Free program?
Anyone who is an active Travel Light member, including Viridian Associates who are also Travel Light members, is eligible to be a 4Free Member and have their membership fees waived. In order to have your fees waived, at least four qualifying referred Travel Light members must be active members. An active member is a member who has paid their most recent monthly recurring membership fee or has had their fee waived by having at least four active referred Travel Light members.

How do I refer my friends and family?
There are two simple ways to refer your friends and family and share your savings.

1. **Start with Karma:** Within your Travel Light portal you can invite your friends to join Karma. Your friends will receive a simple email invitation that creates a free account for them. They will be able to easily upgrade within their account and become a full member, should they choose to.

2. **Full membership referral:** If you know someone who definitely wants to become a member, you can send them your personalized link directly to the Travel Light enrollment. This web link and instructions will be sent to you in your welcome email.
When do I begin to have my monthly fees waived?
Your monthly fees will be waived on the billing cycle immediately following a month where at least four of your friends have either paid their most recent monthly membership fee or have had their fees waived through the 4Free program (“active member”).

SOCIAL SELLING OPPORTUNITY WITH VIRIDIAN INTERNATIONAL

About Our Company & Your Opportunity

Who is Viridian International?
Founded in 2009, Viridian began with a simple goal to give people more sustainable and affordable options. We started with energy and quickly created waves with our affordable AND responsible energy program. Seven years later, we expanded to travel, giving people savings AND travel that is better for the environment.

Why does Viridian use relationship marketing?
Viridian believes that relationship marketing is one of the most powerful ways to connect with customers. We prefer to save money in advertising and pass along savings to our customers and reward the people who connect with our customers. Our Viridian International Associates are passionate and dedicated – thrilled to have a product that is both more affordable and more responsible to bring to their family and friends and thrilled to have the potential to earn a supplemental income doing just that.

How popular is relationship marketing?
Millions of people around the world are increasingly attracted to new and innovative ways to do the things we’ve always done. Think about how companies like Uber, Lyft, Etsy, Netflix and others have redefined the way we get certain products and services. We plan to do the same in travel. But these companies and others have also redefined the way millions of Americans think about earning income. One in every three adults in America is now participating in some independent business option as part of what is called the You Economy – a vibrant network of global social sellers and entrepreneurs excited about earning a supplemental or even replacement income doing things they are passionate about.

What makes travel a great product for relationship marketing?
Travel is an $8 trillion global industry. Every month, 62 million room nights are booked online through Priceline and Expedia – two companies that own the majority of popular booking sites like Trivago, Kayak, Hotels.com and more. Yet, they provide prices to the public that are virtually the same across the board – opening up the ability for us to create members-only access to wholesale prices for the same travel options. This is the kind of opportunity that soars in a social selling environment where people like you can explain the value of our product to your friends and family and help them save!

If you asked 100 people what they would do if time and money were no issue, chances are 98 of them would say TRAVEL! We all travel – whether it’s down the street or around the world, for business or for fun, by ourselves or with our families, to have an adventure or to get some rest and relaxation. And now, we can offer people travel that is deeply discounted and better for the environment – AND empower our Associates to earn income selling our discounted travel services. It’s pretty simple. Save money and have the opportunity to earn money. The question we get most of all is simply “Why wouldn’t you?”

Benefits of Being an Associate

As an Associate and Travel Light member, what additional benefits do I receive?
If you are a Viridian Associate and become a Travel Light member, you’ll receive the same great benefits of all of our members, PLUS some additional – and rewarding – perks! You’ll get an 80% cash match on any savings your referred Karma members enjoy and you’ll earn residual income when you refer Travel Light customers. With simple links right on your personalized websites (yourname.viridian.com and yourname.travellight.com), your friends and family can easily join as Karma customers or Travel Light members!
How do I earn money with Travel Light as a Viridian Associate?
There are two primary ways to earn money with Travel Light.

1. Travel Light memberships: Earn customer bonuses, team bonuses and residual income when you and your team refer others for Travel Light memberships and your customers remain active members.

2. Karma customers: Earn a cash match on savings when you and your team refer Karma customers.

See our Compensation Plan for complete details on how Viridian Associates earn commissions.

How much can I earn when Karma customers book travel?
Karma is a great way to spread the word about Travel Light AND earn money when others save. As an Associate, you’ll receive an 80% match of what your Karma customers saved on completed travel. Plus, when the remaining 20% is paid up team, you’ll earn your portion of the commissions from Karma customers in your team.

What other opportunities are there for Associates?
Viridian offers multiple products in multiple markets and has an industry-leading compensation plan and tools and support that are second to none. When you join Viridian, you’ll be able to grow your team anywhere we are live now or in the future. Plus, you’ll have the tools you need to succeed and a network of committed Associates dedicated to your success. From our Silver Circle car program, our luxury incentive trips, our life-changing mission trips, our culture of change agents and our rapid growth curve, Viridian is a rewarding company to join. We are quickly expanding and are at the beginning of an exciting new chapter as we expand domestically and globally.

How do I get started?
Simply talk to the Viridian Associate who invited you, or click here to go directly to their personal website and begin enrollment as an Associate.

ASSOCIATE QUESTIONS

Can I sell Travel Light memberships if I am not a Travel Light member?
Yes! You are not required to be a Travel Light member to be a Viridian Associate. As a Viridian Associate, you can always sell all of our products and services in all of our markets. But once you learn about Travel Light, you’ll probably want to become a Travel Light member to take advantage of the travel savings and to earn Reward Credits every time you help others book and save through the Karma program.

As an Associate, what additional benefits do I receive if I do become a Travel Light member?
If you are a Viridian Associate and become a Travel Light member, you’ll receive the same great benefits of all of our members, PLUS some additional – and rewarding – perks! You’ll get an 80% cash match on any savings your referred Karma members enjoy and you’ll earn residual income when you refer Travel Light customers. With simple links right on your personalized websites (yourname.viridian.com and yourname.travellight.com), your friends and family can easily join as Karma customers or Travel Light members!

If I want to be a Travel Light member, how should I enroll?
As an Associate, please make sure you enroll for your Travel Light membership in your VCenter. This is the only way we will be able to link your Travel Light membership to your Viridian Associate account and give you all the benefits of the Karma program! Only one Travel Light membership can be linked to an Associate account, so once you enroll through VCenter, your Travel Light enrollment form in VCenter will become inactive.
Can Heroes Program or Viridian Cares Associates become Travel Light members?
Absolutely! Heroes Program Associates and Viridian Cares Associates will simply need to pay the membership setup fee of $99 and monthly fees of $39.99 to benefit from using Travel Light to save on their own personal travel or travel for up to four members of their organization. Travel Light membership is also a great fit for many organizations who wish to benefit from the Karma referral program and help their supporters save up to 15%, and earn an 80% match on their savings.

Marketing & Promotion

How can I promote Travel Light? What are my restrictions?
For Travel Light, just like all our products, Viridian focuses on warm market or relationship marketing. This means you should only sell our products and services to people you know, have a social or business relationship with, or get to know while you are an Associate. Please review your Policies & Procedures so you are informed on what type of marketing is encouraged in Viridian and what is not allowed.

How do I enroll Travel Light members and invite Karma customers?
All you need to do is invite your prospects to one of your personalized Viridian websites (yourname.viridian.com or yourname.travellight.com). Both sites have the ability to enroll Travel Light members and allow customers to create a free Karma account. You can also share these options through your Viridian Catalyst mobile app, which is customized to you and linked to your account.

How will my Viridian Website Package help me market Travel Light and grow my business?
Your enhanced website package comes with multiple ways to market your business. You’ll have three personalized websites (listed below), enhanced reporting in your VCenter and access to Catalyst, your own personalized mobile app that you can use for recruiting and training.

Viridian.com
• Use this site to show the Opportunity presentation, show the entire story behind Powered by Purpose, sign up energy customers and sign up new Associates. Prospects can also easily sign up for Travel Light memberships or Join our Karma program for free access to travel discounts. And, of course, they’ll be able to learn all about the company, explore our local and global projects and understand why Viridian is truly Powered by Purpose. Your personalized website will be yourname.viridian.com.

TravelLight.com
• This site is specific to our Travel Light product and benefits. Use this site to promote the benefits of Travel Light or to quickly and easily sign up Travel Light members or Karma customers. Your personalized site will be yourname.TravelLight.com

GoSolarWithViridian.com
• This site is specific to our solar offering and benefits. Use this site for customers who want to submit their home for a free solar consultation. Your personalized site will be GoSolarWithViridian.com/yourname.

Catalyst mobile app
• Easily share tools, training, videos, social media shareables and more with prospects and customers directly from your phone. Send a custom link in seconds that connects back to your marketing page.

Note: Viridian Associates with an active website plan get access to all of the sites listed above. If you are ALSO a Travel Light member your customers will be able to create a free Karma account directly on your personalized websites.
**Compensation & Your Opportunity**

**How do I earn money with Travel Light as a Viridian Associate?**
There are two primary ways to earn money with Travel Light.

1. **Travel Light memberships:** Earn customer bonuses, team bonuses and residual income when you and your team sell Travel Light memberships and your customers remain active members.

2. **Karma customers:** Earn a cash match on savings when you and your team refer Karma customers.

See our Compensation Plan for complete details on how Viridian Associates earn commissions.

**How much can I earn when Karma customers book travel?**
Karma is a great way to spread the word about Travel Light AND earn money when others save. As an Associate, you’ll receive an 80% match of what your Karma customers saved on completed travel. Plus, when the remaining 20% is paid up team, you’ll earn your portion of the commissions from Karma customers in your team.

**How are the savings match commissions calculated for Karma customers?**
Every time a Karma customer books travel and saves, an 80% match of their savings is paid to the sponsoring Associate above the Karma customer. An additional 20% of their savings is paid to the up team Associates. Both matches are paid out in the monthly commission run following the completion of the customer’s travel. Viridian uses the same split that is used for residual commissions to distribute the 20% up team pay – this means you’ll earn your portion depending on your qualifications and your structural connection to the Karma customer, including where they fall in your eligible levels, generations and coded organizations.

**LEVEL PAY PERCENTAGES  RESIDENTIAL & SMALL COMMERCIAL**

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**CODE PAY (CV) PERCENTAGES**

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Let’s break it down using an example:

Karma customer Liz books a trip through Travel Light for $575. The retail price for this trip is $675. Liz saved $100! Let’s see who else benefitted once Liz returns from her trip:

- Alan is the Travel Light member who referred Liz.
  - Alan earns 575 Reward Credits

- Alan is also the Associate who referred Liz.
  - Alan receives an 80% savings match equal to $80
  - Alan’s up team receives a 20% savings match equal to $20 in Commissionable Volume (CV)

- Here’s Alan’s up team and how they will split the $20.
  - Alan is Level 0 and gets $2 (10% of the $20 CV)
  - The Associates directly above Alan (Levels 1-6), if eligible, will earn $1 each (5% of the $20 CV)
  - Alan’s coded up team Director and Partner is Richard, who, if eligible, will earn both the 10% Director Coded Bonus and the 15% Partner Code Bonus, for a total of $5 (25% of the $20 CV)
  - Alan’s coded up team Ambassador is Mindy, who, if eligible, will earn the 20% Ambassador Coded Bonus, for a total of $4 (20% of the $20 CV)
  - Additionally, Alan’s coded up team Generational Director, Partner and Ambassadors (15 potential total) will each earn $.20 (1% of the $20 CV)

When are Karma commissions paid?
Both the personal 80% match and the up team 20% match are paid out in the monthly commission run following the completion of the customer’s travel.

How do my friends and family sign up for Karma?
First, you’ll share your Travel Light or Viridian personalized website with your friend or family member. They will simply enter their information to create a free account and watch for their welcome email from Travel Light. Their welcome email contains their login credentials and will give them instant access to start searching for wholesale discounts on hotels and cars.

Why don’t Karma customers have all the same travel options (like cruises, activities and more) as Travel Light members?
As Karma is a free program, we want to provide as much value as possible to your customers while also ensuring you have an excellent commissions opportunity. Hotel reservations and car rentals provide not only the greatest savings opportunity, but by extension the best opportunity for you to earn savings matches on your own Karma customers and your team’s Karma customers. We also want to be sure your Karma customers have plenty of additional value available to them once they upgrade to full membership.
How much do I earn for a Travel Light member?
Every Travel Light member counts as one qualified Revolution point once they have paid their membership activation fee and passed a five-day rescission period. They also count toward a PCP and CCP as long as they remain active. Each monthly subscription fee that is paid for a Travel Light member generates a $10 commissionable volume (CV) into the compensation plan. You’ll earn your portion of this CV, depending on your relationship to the Travel Light member and where they are in your eligible levels, generations and coded organizations. See Compensation Plan for details.

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How do I earn a Fast Action Revolution with Travel Light members?
Each Travel Light member counts as one Revolution point. If your customers aren’t ready to be members just yet, you can still benefit from them during your Fast Action Zone. Karma customers who have registered for Karma and have subsequently activated their Karma account (“accepted” Karma customers), will be considered “pending” for the purposes of Fast Action Revolutions. Any Karma customers that reach “accepted” status in your first four weeks, and then upgrade to a full Travel Light membership within your first 12 weeks will still qualify as a Fast Action Revolution point. Focus on getting as many members AND as many Karma customers as possible in your first 28 days to maximize your earnings potential.

How do I earn commissions on a Travel Light member who pays for a longer period of time upfront?
Some Travel Light members will choose to pay for a seven-month access period to get one month free or a 13-month access period to get two months free. These are great members to have as you are guaranteed longer-term residuals. You will earn the Revolution Bonus point following the five-day rescission period, as with a month-to-month membership. You will then earn monthly residuals each month for the length of the membership agreement, excluding the free month. For clarity, in the case of the seven-month membership, you will earn a Revolution point in month 1, a residual payment in months 2-6, and no residual payments in month 7. You’ll again earn commissions on the monthly payment following the member’s next successful billing anniversary. Similarly, for a 13-month membership, you will earn a Revolution point in month 1, a residual payment in months 2-11, and no residual payment in months 12 and 13.
If I am a Travel Light member and an Associate and my personally-sponsored Associates are also Travel Light members, do they qualify me for the 4Free program?
Yes. A personally-sponsored Associate who is also a Travel Light member counts as one of your qualifying Travel Light members to be eligible for our 4Free program and get your membership fees waived.

What happens to the customers referred by my Travel Light members?
All customers (Karma customers or Travel Light members) that sign up as a result of your Travel Light members’ referrals, regardless of how many levels these referrals go down, will be counted toward your Level 0. These means these customers, some possibly many levels down from you, will count toward your compensation as though you enrolled them. Karma customers in your team, regardless of level, will generate an 80% savings match to you. And Travel Light members in your downteam, regardless of level, will generate a Revolution point, a Personal Customer Point for the purposes of qualification and rank advancement, and a point for the purposes of residual pay, on your Level 0.

What happens if one of my Travel Light members wants to become an Associate?
Great news! When your Travel Light members see all the benefits of being an Associate AND a Travel Light member, they can upgrade to be an Associate. When they do, all the customers they brought in, and their referrals, regardless of level, will then become their own Level 0 customers and your Level 1 customers, and so on through your upteam. The newly upgraded Associate will be coded to you using your current Career Rank at the time they upgrade to an Associate, the same as would a newly-sponsored Associate at the time.

When one of my Travel Light members upgrades to be an Associate, do I lose the ability to count that member toward one of my 4Free members?
Nope! Once your Travel Light member upgrades to be an Associate, they will continue to count toward one of your 4Free members, as long as their Travel Light membership remains active!

Understanding chargebacks and your commission:
As per the Policies & Procedures, Viridian reserves the right to recover any and all commissions and administrative penalties in cases of repeat offenses from the sponsoring Associate and the upteam in the event of any of the following behavior: 1) membership setup or monthly fees being charged back; 2) booking fees being charged back; 3) uncollectible cancellation fees from membership cancellations before travel is consumed.

What’s new in my reporting related to my Travel Light members and Karma customers?
1. Icons will be updated in your reporting. Your Customer Reporting will have new icons indicating Travel Light Members and Karma Customers. Karma Customers will have a Yin-yang icon while Travel Light Members will have a briefcase icon.
2. Travel Light members & Karma customers will have an updated Detail Card. You’ll be able to see more specific details related to your customers’ travel bookings, savings and activity.
3. A new report will be added to help you keep track of your Karma customers and their conversions to full-fledged Travel Light members. Check out this new report in the Customers section of your “My Business” reports section of VCenter.