



B E L L A G R A C E

CABO GETAWAY FAQs
CABO, MEXICO

Q: WHAT ARE THE TRAVEL DATES OF THE CABO Getaway INCENTIVE TRIP?

A: June 27 - 30, 2024

Q: WHO IS ELIGIBLE FOR BELIEVE 2024?

A: Ambassadors in the United States and Australia who are in good standing are eligible to participate in the qualification period and attend the Bella Grace Believe Getaway Cabo if they achieve the required qualifications.

Q: WHEN IS THE QUALIFICATION PERIOD?

A: March 1, 2024 - May 31, 2024

Q: IF I EARN THE Believe Getaway Cabo 2024 TRIP, WHAT IS INCLUDED?

A:

Tier 1

- All-inclusive Getaway for two at the Hyatt Ziva in Cabo, Mexico
- Group shuttle transportation to and from the resort on June 27th and June 30th.
- Airfare not included

Tier 2

- All-inclusive Getaway for two at the Hard Rock Riviera Maya in Mexico
- Up to \$500 USD per person airfare reimbursement
- Group shuttle transportation to and from the resort on June 27th and June 30th.

Tier 3

- All-inclusive Getaway for two at the Hyatt Ziva in Cabo, Mexico
- Up to \$500 USD per person airfare reimbursement
- Group shuttle transportation to and from the resort on June 27th and June 30th.
- Exclusive offsite VIP event with the Founders

Q: HOW DO I QUALIFY FOR THE CABO GETAWAY?

A: To earn each tier, there are specific requirements, see below.

TIER 1 REQUIREMENTS

	Platinum, Sapphire, Pearl, Emerald	Ruby +
Group Volume	5,000 GV 2 of the 3 months	12,000 GV 2 of the 3 months (1,000 GV must come from new Ambassadors and Customers during the qualification period)
Personally Sponsored	<ul style="list-style-type: none"> 6 new Customers with 60 GV subscriptions during the 3 month period 4 new Ambassadors with pack purchase during 3 month period 	<ul style="list-style-type: none"> 6 new Customers with 60 GV subscriptions during the 3 month period 4 new Ambassadors with pack purchase during qualification period
Enrollment Tree	<ul style="list-style-type: none"> 15 Customers with 60 GV subscription in first 4 levels during qualification period 7 Ambassadors with 60 GV subscription in first 4 levels during qualification period 	<ul style="list-style-type: none"> 20 Customers with 60 GV subscription in first 4 levels during qualification period 14 Ambassadors with 60 GV subscription in first 4 levels during qualification period

TIER 2 REQUIREMENTS

	Platinum, Sapphire, Pearl, Emerald	Ruby +
Group Volume	10,000 2 of the 3 months	15,000 GV 2 of the 3 months (1,500 GV must come from new Ambassadors and Customers during the qualification period)
Personally Sponsored	<ul style="list-style-type: none"> 7 new Customers with 60 GV subscriptions during the 3 month period 5 new Ambassadors with pack purchase during qualification period 	<ul style="list-style-type: none"> 7 new Customers with 60 GV subscriptions during the 3 month period 5 new Ambassadors with pack purchase during qualification period
Enrollment Tree	<ul style="list-style-type: none"> 20 Customers with 60 GV subscription in first 4 levels during qualification period 10 Ambassadors with 60 GV subscription in first 4 levels during qualification period 	<ul style="list-style-type: none"> 27 Customers with 60 GV subscription in first 4 levels during qualification period 17 Ambassadors with 60 GV subscription in first 4 levels during qualification period

TIER 3 REQUIREMENTS

	Platinum, Sapphire, Pearl, Emerald	Ruby +
Group Volume	12,000 2 of the 3 months	20,000 GV 2 of the 3 months (2,000 GV must come from new Ambassadors and Customers during the qualification period)
Personally Sponsored	<ul style="list-style-type: none"> 8 new Customers with 60 GV subscriptions during qualification period 6 new Ambassadors with pack purchase during qualification period 	<ul style="list-style-type: none"> 8 new Customers with 60 GV subscriptions during qualification period 6 new Ambassadors with pack purchase during qualification period
Enrollment Tree	<ul style="list-style-type: none"> 25 Customers w/60 GV subscription in first 4 levels during qualification period 15 Ambassadors with 60 GV subscription in first 4 levels during qualification period 	<ul style="list-style-type: none"> 35 Customers w/60 GV subscription in first 4 levels during qualification period 22 Ambassadors with 60 GV subscription in first 4 levels during qualification period

You may also earn the trip by being the top three Ambassadors who enroll the most new Customers with a 60 GV subscription each month. See more details below.

Q: WHAT ARE THE GROUP VOLUME REQUIREMENTS?

A: You must reach the specified Group Volume (GV) requirements for each tier 2 out of the 3 months of qualification based on your paid-as rank as of March 1, 2024. Group Volume from Influencer orders are not included in the GV requirement. For example:

Example 1:

March 5,000 GV
 April 10,000 GV
 May 7,000 GV

In this example paid-as Platinum through Emerald Ambassador will have satisfied the Tier 1 GV requirements with at least 5,000 GV 2 of the 3 months.

Example 2:

March 6,000 GV
 April 10,000 GV
 May 11,000 GV

In this example paid-as Platinum through Emerald Ambassadors will have satisfied the Tier 2 requirements with at least 10,000 GV 2 out of the 3 months

Q: HOW DO I QUALIFY FOR THE PERSONALLY SPONSOR REQUIREMENT?

A: During the three month qualification period you must meet the required number of new customers who have a minimum 60 GV subscription and enroll new Ambassadors who purchase a pack or upgrade anytime during the qualification period.

Q: DO THE CUSTOMERS HAVE TO REMAIN ON SUBSCRIPTION ALL THREE MONTHS?

A: No. The only requirement is that they are new and receive a subscription order at least one time during March, April and May. Each customer only counts one towards the qualifications even if they are on subscription for all three months.

Q: FOR THE FINAL REQUIREMENT, ENROLLMENT TREE, CAN I COUNT MY PERSONALLY SPONSORED CUSTOMERS AND AMBASSADORS AS PART OF THE REQUIREMENT?

A: Yes. Your personally enrolled customers and Ambassadors will count towards the total requirement plus your first 4 levels of your enrollment tree.

Q: DO THEY NEED TO BE NEWLY ENROLLED?

A: No. For this requirement they do not need to be newly enrolled. As long as you have the required number of customers and Ambassadors with a minimum 60 GV subscription, they will count towards the requirement.

Q: IF SOMEONE WAS PLACED IN MY ORGANIZATION WILL THEY COUNT TOWARDS THE ENROLLMENT TREE REQUIREMENT?

A: No. Only Ambassadors and Customers in the enrollment tree will count towards this requirement.

Q: IS THERE ANY OTHER WAY TO EARN THE GETAWAY?

A: Yes. Each month (March, April and May) Ambassadors will have the opportunity to earn the Believe Getaway for two or cash.

1st Place All-inclusive Getaway for two
Up to \$500 USD /person airfare reimbursement
Ground transfers to and from resort (on Getaway travel dates only)
Or \$1,500 USD

2nd Place All-inclusive Getaway for two
Ground transfers to and from resort (on Getaway travel dates only)
Does not include airfare.
Or \$750 USD

3rd Place All-inclusive Getaway for two
Ground transfers to and from resort (on Getaway travel dates only)
Does not include airfare.
Or \$500 USD

4th Place \$300 USD

5th Place \$200 USD

Q: CAN I WIN ONE OF THE TOP 5 SPOTS EVERY MONTH?

A: No. You can only earn this one time during the qualification period. At the end of the qualification period any Ambassador who is in the top 5 Ambassador more than one month will earn the highest place award. The next Ambassador with the highest number of new Customers with a 60 GV subscription will earn an award.

Q: WHAT IF I EARN TIER 1, 2 OR 3, AND AM ONE OF THE TOP CUSTOMER ENROLLERS DURING ONE OF THE MONTHS, WILL I EARN TWO TRIPS?

A: No. You will only win one trip; however, if you earn the Believe Getaway Cabo tier 1, 2 or 3 and are one of the top 3 Ambassadors with the most new Customer Enrollers with 60 GV in March, April or May you will earn the following:

If you decide to go to the Believe Getaway Cabo you'll receive:

1st Place: upgraded room

2nd Place: \$250 USD spa gift certificate to be used while at the resort

3rd Place: \$250 USD spa gift certificate to be used while at the resort

4th Place: \$300 USD

5th Place: \$200 USD

If you are not able to attend the Believe Getaway Cabo, you'll receive:

1st Place: \$1,500 USD

2nd Place: \$750 USD

3rd Place: \$500 USD

4th Place: \$300 USD

5th Place: \$200 USD

Q: WHEN WILL THE WINNERS BE ANNOUNCED:

A: We'll announce the top winners every month. However, we will announce the final winners for each month in the beginning of June.

Q: WHAT IS THE \$150 DEPOSIT AND WHEN DO I HAVE TO PAY IT?

A: Once you qualify to go on the Cabo Getaway, you will be required to pay a \$150 refundable deposit. This is to hold your room with the venue. The full amount will be

refunded to you after you have attended the event. If you do not attend the Cabo Getaway, the \$150 will be applied toward expenses the company incurs for reserving your room, etc. and will not be refunded to you.

Q: WHEN WILL I BE REFUNDED THE \$150 DEPOSIT?

A: If you attend the Cabo Getaway, you will be refunded the deposit after the event. If you do not attend the Cabo Getaway, you will not be refunded the \$150.

Q: IF I QUALIFY FOR TIER 2, WHICH PROVIDES UP TO \$500 AIRFARE REIMBURSEMENT, WHEN WILL I RECEIVE THE AIRFARE REIMBURSEMENT?

A: To receive the airfare reimbursement you must submit a copy of your flight receipt that shows the following:

- Date of flight
- Persons flying
- Amount paid for each ticket

You will see a credit in your Bella Grace account up to \$500 per airplane ticket once you have submitted your flight receipt and after the Cabo Getaway is over. Please note, travel credits used to pay for airfare are not reimbursable. Send the above information to BGEvents@bellagraceglobal.com.

Q: WHAT IF MY FLIGHT IS LESS THAN \$500, WILL I RECEIVE THE FULL \$500?

A: No. We will reimburse you up to \$500 per flight. For example: if your flight costs you \$450 per flight, we will reimburse you \$450 for each flight, for a total of \$900. If each flight is \$700 per person, you will receive \$500 per person, for a total of \$1,000.

Q: IS TRANSPORTATION FROM THE CABO AIRPORT TO THE HYATT ZIVA INCLUDED?

A: Yes. Group shuttle transfers round trip from the airport to the resort are included for trip-earners who arrive on June 27, 2024 and depart on June 30, 2024. If you elect to come outside of these dates, you will need to arrange your own transportation. Bella Grace will not reimburse Ambassadors who arrange their own transportation.

Q: WHAT IS NEEDED FOR ME TO RECEIVE GROUP SHUTTLE TRANSFERS TO AND FROM THE RESORT?

A: You must provide a copy of your flight schedule to BGEvents@BellaGraceGlobal.com by June 4th in order to receive transportation. If we do not receive a copy of your flights by the due date you will be responsible to arrange and pay for your own transportation to and from the resort.

Q: CAN I COME IN EARLY OR STAY A FEW EXTRA DAYS IF I EARNED THE GETAWAY?

A: Yes. If you choose to extend your stay, you will need to book this directly with the resort. After you have booked your extra days, please send your booking confirmation number to BGEvents@bellagraceglobal.com. The resort will do their

very best to merge your reservations. Transportation to and from the resort will be your responsibility if you decide to come in early or leave later than the Getaway dates.

Q: MAY I BRING A GUEST?

A: Yes. An Ambassador who earns the trip may bring a spouse/partner or any guest as long as they're 18 years or older.

Q: MAY I BRING MY CHILDREN?

A: No. Children are not allowed.

Q: DO I NEED A PASSPORT TO ENTER MEXICO?

A: Yes. You will need a passport to enter Mexico. Here is a government link about what is needed to obtain a passport, how to renew an expired passport, and any additional passport questions you may have,

<https://travel.state.gov/content/travel/en/passports/need-passport.html>

Q: IF I DIDN'T EARN THE CABO GETAWAY CAN I BUY A SPOT?

A: No. Only Ambassadors who have met the qualifications are eligible to attend this Getaway.

Q: WHAT IS NOT INCLUDED IN THE TRIP?

A: The following are not included:

- Meals and incidental expenses while in transit
- Incidental travel expenses
- Parking or transportation to originating airport
- Childcare/sitters
- Baggage fees, change fees, premium, or assigned seating costs
- Costs associated with travel delays, missed connections, weather events, or other disruptions in travel.
- Trip insurance
- Passport
- Permits or vaccinations needed

Q: IF I EARN THE TRIP BUT CAN'T GO, MAY I RECEIVE A SUBSTITUTE REWARD OR ALLOW SOMEONE TO GO IN MY PLACE?

A: No. Only the getaway earner may participate in this getaway. If the getaway earner is not able to attend, they cannot give their award to another person. No substitutions or cash equivalents will be awarded.

Q: AM I RESPONSIBLE FOR INCOME TAX ATTRIBUTABLE FOR THIS TRIP?

A: Qualifiers attending the Cabo Getaway will be responsible for income taxes attributable to the noncash compensation as a result of Bella Grace paying for this

incentive trip and other non cash awards. Ambassadors who earn the trip will receive a 1099 form from Bella Grace Global in early 2025 for 2024 tax purposes.