



Questions and Answers

1. What is the new product and how much does it cost?

The new product is a fully-functioning Internet Business Center with an intent focus on e-commerce! Known as one of the hottest trends in business today, owning an E-Commerce Business Solution is the smart decision in today's market! For only \$249.95 and \$49.95 a month after that, a person can be in business instantly.

2. How much commission will I receive for selling the new product?

For every personal sale made by a Rep, a \$25 Direct Sale commission will be paid. Other commissions are outlined in the Compensation Plan document.

3. Can I still sell the YTB Travel opportunity for \$499.90? What commission do I receive for doing so?

The YTB Travel opportunity may still be purchased for \$499.90 by anyone interested in pursuing our Travel Agent Program. Reps earn a \$50 Direct Sale commission on all personal sales.

4. What are the differences between the YTB Travel opportunity for \$499.90 and ZamZuu's E-Commerce Business Solution for \$249.95?

The YTB Travel opportunity is specifically designed for the person interested in pursuing our Travel Agent Program. They will have access to the best in travel training programs, advanced tools for booking travel (online and offline), as well as the ability to book group travel once completing First Class Training. Also, all Site Owners in the Travel Agent Program will have the ability to earn a higher commission percentage based on education and performance.

ZamZuu has an intent focus on the world of e-commerce. It's specifically designed for the individual who is interested in all facets of online retail. While there will be travel functionality in ZamZuu's E-Commerce Business Solution, one will not be able to pursue offline bookings or group travel. Instead, more featured products and stores in the retail marketplace will be one's focus.

5. When will the new product changes take place?

YTB is currently in the process of creating exciting new product offerings for the E-Commerce Business Solution. These changes include a new face to the Internet Business Center as well as new vendors for the featured stores and products. Look for these exciting changes to take place in the coming weeks.

6. Will there be a payment plan for the new E-Commerce Business Solution?

No. There will not be a payment plan for the new E-Commerce Business Solution, and the payment plan for the YTB Travel opportunity will no longer be an option.

7. I'm on a payment plan currently, what are my options?

If you have made at least three payments, you have the option of stopping payment and becoming an owner of the new E-Commerce Business Solution. If you have made a fifth payment, we will waive your last two payments and you will own the YTB Travel Internet Business Center. There are many options with the payment plan; an individual may choose the path that is right for them. Anyone who has made less than five may continue making payments to own the YTB Travel Internet Business Center, or they may stop at three payments and own the E-Commerce Business Solution.

All items are subject to tax where applicable.



8. Will there be a \$10K Challenge for the new product?

No. There will not be a \$10K Challenge for the new product.

9. How will that affect current \$10K Challenge participants?

Anyone who is currently on the \$10K Challenge may continue. However, no new participants may sign up for the \$10K Challenge.

10. How do bonuses work when selling a new product?

Once you have started your PowerTeam and are qualified to override, there are many bonuses that you can earn including the \$250 Leadership Bonus and \$5,000 Bonus! Every PowerTeam sale of \$249.95 equals one sale toward your next Leadership Bonus. For every three sales, you'll earn \$250!

*YTB Travel opportunity sales (\$499.90) will count as two sales toward the Leadership Bonus only.

Once you have 50 active PowerTeam sales toward your next Dream Bonus, you will earn a \$5,000 Bonus! Grow to 100 active PowerTeam sales, and you'll earn another \$5,000 Bonus! Once you reach 100 active PowerTeam sales, those sales will lock in. (This is separate from the Leadership Bonus.)

11. I am currently in my PowerTeam. How do I qualify to receive my bonuses?

Leadership Bonus

Anyone who is currently in their PowerTeam will need to make three more new product PowerTeam sales to trigger a Bonus. For example, if a PowerTeam Rep currently has three YTB Travel opportunity sales counting toward their next Leadership Bonus (a total of six sales), and the Rep makes three new product sales (a total of three sales), a Leadership Bonus of \$750 would be paid.

\$5,000 Bonus

To trigger a \$5,000 Bonus, a Rep must first have 50 active PowerTeam sales toward their next Dream Bonus (Either YTB Travel opportunity or E-Commerce Business Solution sales). You must make six new sales and have at least 50 active PowerTeam sales to earn a \$5,000 Bonus.

Please note: Any sales that have already paid a bonus to you will not trigger any new bonuses in ZamZuu.

12. I just purchased the YTB Travel opportunity for \$499.90. How is that different from the \$249.95 ZamZuu E-Commerce Business Solution?

The two opportunities are distinctly different in what they offer. The YTB Travel opportunity is a Travel Agent Program. You have access to the best in travel training programs, advanced tools for booking travel (online and offline), as well as the ability to book group travel once completing First Class Training. Also, all Site Owners in the Travel Agent Program will have the ability to earn a higher commission percentage based on education and performance.

ZamZuu has an intent focus on the world of e-commerce. It's specifically designed for the individual who is interested in all facets of online retail. While there will be travel functionality in ZamZuu's E-Commerce Business Solution, one is not able to pursue offline bookings or group travel, an extremely lucrative portion of the travel business. Instead, more featured products and stores in the retail marketplace will be their focus. Also, all Site Owners in the Travel Agent Program will have the option of using the ZamZuu homepage as well as their current Web site.

All items are subject to tax where applicable.



13. How do I become a PowerTeam Leader?

To become a PowerTeam Leader, a Rep must complete their 1st Team. To do so, you must have a total of six team sales with at least three being personally made by you. Once complete, the very next Associate you personally register starts your PowerTeam.

14. If I am a current PowerTeam Leader, will I be a PowerTeam Leader under new qualifications?

Yes. Once you become a PowerTeam Leader you are a PowerTeam Leader.

15. How do I become a Director?

To become a Director, one must have 500 active sites paying \$49.95 a month with no more than 1/3 coming from one personally sponsored Rep's organization.

16. How do I reach Coach's Corner and is there override compensation or performance bonuses on the new product?

Coach's Corner is still 30 active sales in your PowerTeam. As long as you maintain 30 active sales in your PowerTeam, you will earn a 10% override on all retail product sales and a 10% performance bonus on travel products sold by Site Owners in your Coach's Corner Group.

17. Will I continue to earn \$5 and \$10 for mentoring in the YTB System as a Coach's Corner member?

The mentoring compensation will continue for as long as the YTB System is being used.

18. How much commission does a Site Owner receive when purchasing the new E-Commerce Business Solution?

An owner of the E-Commerce Business Solution will earn 50% of the commission paid to the corporate office on all travel products purchased through their site and 60% of the commission when any retail products are purchased through their site.

19. Can a Site Owner who purchased the E-Commerce Business Solution advance to earn more commission?

No. Advanced commission is only available in our YTB Travel Agent Program. If a Site Owner in ZamZuu would like to participate in the YTB Travel Agent Program, they will have the option to do so by simply paying the difference between the two opportunities (\$249.95).