GOOD DRIVER MUTUALITY

Compensation Plan

GOOD DRIVER MUTUALITY

2024-8-1

Five Reasons to choose GDM

① **Corporate Stability** — Top VC backed; experience in market

② **Compelling Mission** — Incentives to promote safe driving

③ **Product Resonance** — Unique Solutions in the market place

④ **Attractive Bonuses** — Multiple Incentive Rewards

⑤ **Effective Support** — System promotes duplication

1 Leadership Bonus

Member	Levels	L1	Total Organization Volume / Max points per leg: 70%	L2	L3	L4	L5	L6	L7	L8
	Volume Requirement	●Direct Share **4,000 pts** ●Affiliate Exam ●$9.90 Affiliate Fee		20,000	100,000	250,000	500,000	1,000,000	2,000,000	5,000,000
√	10%	√		√	√	√	√	√	√	√
	8%	√		√	√	√	√	√	√	√
	5%			√	√	√	√	√	√	√
	3%				√	√	√	√	√	√
	2%					√	√	√	√	√
	1.5%						√	√	√	√
	1.5%							√	√	√
	1.5%								√	√
	1.5%									√

※ Once a downline becomes L8 they no longer contribute to your point total; commission payout is not changed.

2 Double Bonus

Rules:
1. Expiration: Ends October 31st, 2024
2. Rules: Each Bonus is independent from the other. For example: If you didn't achieve L1 within 30 days, but achieved L2 within 60 days, you will still obtain the L2 double bonus. Anyone who enrolls before the bonus expiration date will be eligible for these bonuses
3. If churn rate is higher than 15%, you are not eligible for this bonus.

Double income earned Between member and L1
Become L1 in 30 Days

Double income earned Between L1 and L2
Become L2 in 60 Days

Double income earned Between L2 and L3
Become L3 in 90 Days

Tesla Model 3
15 car limit
Become L5 in 150 Days

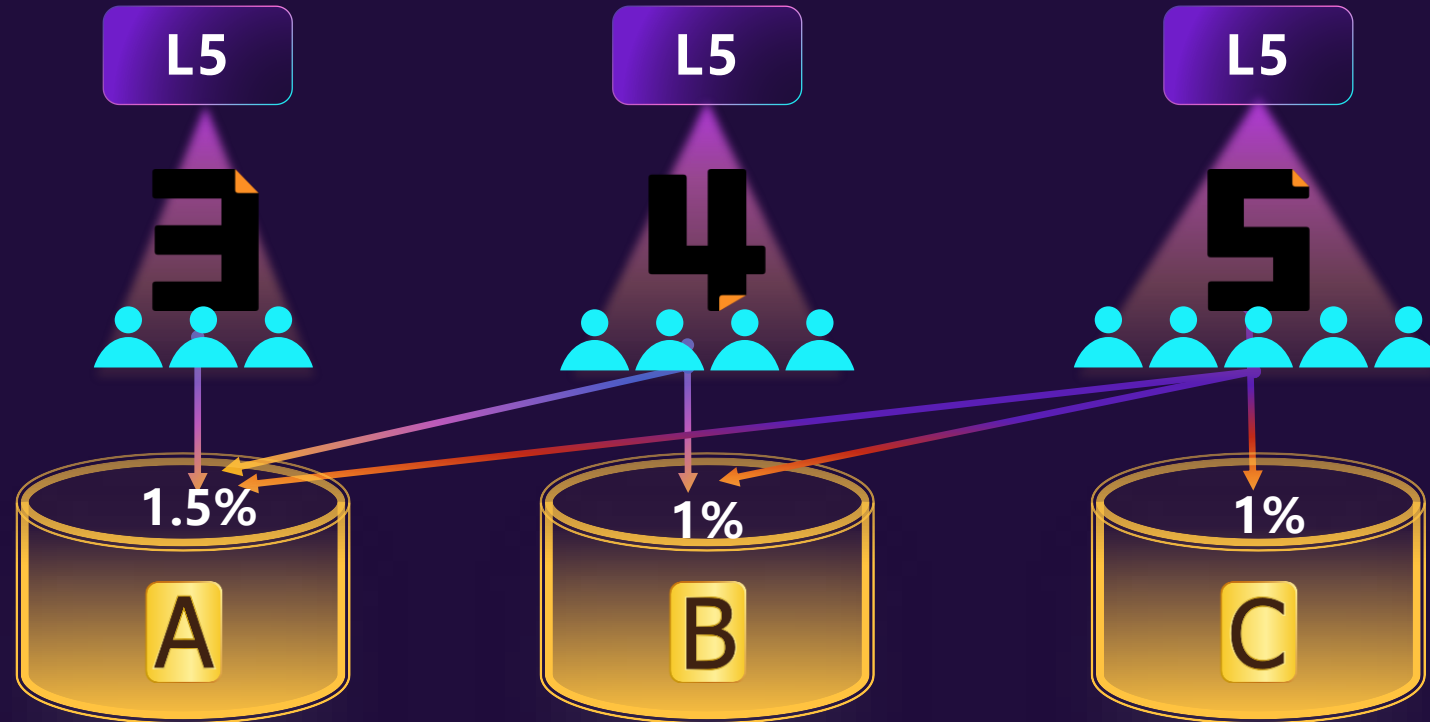Early Stage Benefits

Capture Opportunity

3 Bonus Pool

Title Requirement: L5+

Different Legs that increased 20,000 pts within a month
(Excluding L8 Legs)

L5 L5 L5

3 4 5

1.5% 1% 1%

All new revenue on the platform

A B C

Receive bonuses on total company volume

5 Renewal Bonus

L8
What you receive

Excluding downline L8 volume

1st Renewal

1%

L8 ★★
Create two L8 Legs to become 2-star L8

What you receive

Excluding 2-star L8

2nd Renewal

1%

3rd Renewal
1%

4th Renewal

5th Renewal

6th Renewal

Qualification for 3rd to 6th renewal bonus are TBD

System Support

Support　　　**Training**　　　**Live**　　　　**Community**　　　　**Meetings**

One-on-One

Team Duplication

International Support Team

Philip
- Graduated from Utah State University Business School
- Previous Head of Sales and Marketing for well known US software company
- 20+ years in opening international markets and business management
- Helped Nu Skin China and Shaklee China to create billions of dollars of revenue
- Dedicated and persistent, professional and passionate, inspired and motivated to united the team to strive to accomplish the mission!

David
- 30+ years of auto physical damage claim experience
- Previously at Selective Insurance、The Hartford、Sentry Insurance and Ernst & Young
- Concentration on managing severity and loss expense through effective talent management, developing strong business partnerships, and implementing strategic action plans

Alan
- 30 + years in sales, operations and international business
- Major leadership roles at multiple network companies
- Both MBA and Marketing degree

Ray
- Co-Founder of Good Driver Mutuality
- Stanford GSB alumni
- Both MBA and Engineering Degree
- Experiences in entrepreneurship, management, auto insurance and data analysis

Griffen
- Business growth and product management
- Experience in developing new technology, private equity consulting and strategic planning
- Previously worked with Bain Consulting, Dragoneer Investment Group, several notable blockchain projects, and Generative Design AI Manufacturing Methods

Peter
- Extensive entrepreneur experience
- 10+ experience in sales
- Built sales team that generates tens of millions of revenue

Krista
- Columbia master of Stats and Data Science
- Macalester College dual bachelor in Applied Math and Stats and Economics
- Previous experience in Munich Reinsurance, People's Insurance Company and Siping Software

Grace
- 20+ years experience in product management, training, marketing and branding
- Worked at 4 multi-national direct selling companies
- Shaklee China Marketing Director
- USANA China Marketing Director