

# COMPENSATION PLAN

GOOD DRIVER MUTUALITY



# REWARDS ARE A 'THANK YOU' FOR SHARING!

1. Sharing GDM's benefits attracts long-term customers.

2. We welcome responsible, honest, friendly, and safe drivers!

3. Good Driver Mutuality is not a vehicle insurance provider.

# 1. Leadership Bonus

| Member                          | Affiliates  |   |                     |                      |                        |                          |                          |                           |    | Commission based on quote price |
|---------------------------------|---|---|---------------------|----------------------|------------------------|--------------------------|--------------------------|---------------------------|----|---------------------------------|
|                                 | L1  | ➤➤➤   | L2                  | L3                   | L4                     | L5                       | L6                       | L7                        | L8 |                                 |
|                                 | Directly refer 5 cars   | Direct Referral Rank Advancement and Rank Maintenance Requirement | 6                   | 7                    | 8                      | 9                        | 10                       | 11                        | 12 |                                 |
| Training Examination \$9.90 Fee | Accumulated points (500 per vehicle)<br>Max single line percentage: 70% | 12,000 ( 24 cars )  | 50,000 ( 100 cars ) | 200,000 ( 400 cars ) | 500,000 ( 1,000 cars ) | 1,000,000 ( 2,000 cars ) | 2,000,000 ( 4,000 cars ) | 5,000,000 ( 10,000 cars ) |    |                                 |
| √                               | √   |   | √                   | √                    | √                      | √                        | √                        | √                         | √  | 10%                             |
|                                 | √   |   | √                   | √                    | √                      | √                        | √                        | √                         | √  | 8%                              |
|                                 |   |   | √                   | √                    | √                      | √                        | √                        | √                         | √  | 5%                              |
|                                 |   |   |                     | √                    | √                      | √                        | √                        | √                         | √  | 3%                              |
|                                 |   |   |                     |                      | √                      | √                        | √                        | √                         | √  | 2%                              |
|                                 |   |   |                     |                      |                        | √                        | √                        | √                         | √  | 1.50%                           |
|                                 |   |   |                     |                      |                        |                          | √                        | √                         | √  | 1.50%                           |
|                                 |   |   |                     |                      |                        |                          |                          | √                         | √  | 1.50%                           |
|                                 |   |   |                     |                      |                        |                          |                          |                           | √  | 1.50%                           |

## Rules

**Note:** After a downline reaches L8 no additional points are earned on the L8 leg; the 9 levels of bonuses continue to be awarded for that leg.

**Level Maintenance:** Maintain direct referral requirements for each level. If a member exits or fails to renew, replacements must be made within 30 days. Rewards for the original level cannot be received until the replacements are completed. Then the rewards can be withdrawn. Levels adjust based on direct referrals.

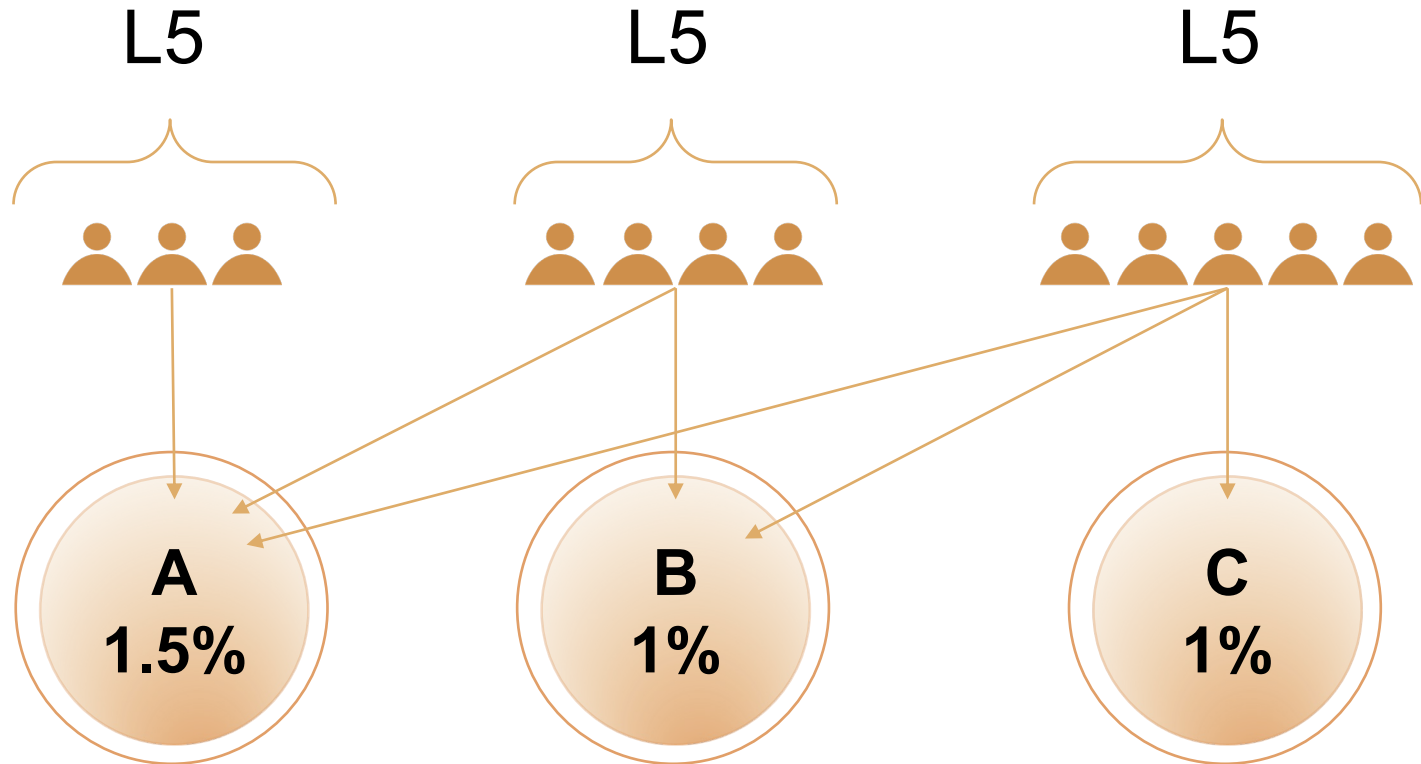
**Retention Rate:** The 90-day retention rate is the number of cars in one's organization that stay on the plan for at least 90 days from the effective date. If the 90-day retention rate falls below 85% and is ≥15 cars, rewards will be calculated but frozen. Frozen rewards will be released once the 90-day retention rate exceeds 85% and is < 15 cars.

**Future Changes:** When the platform reaches 100,000 mutual assistance plans, the direct referral requirement for upgrading to L1 will revert to eight cars. Each subsequent level increase will require one additional direct referral.

## 2. Bonus Pool

Separate legs must each increase by **20,000** points within a calendar month.  
(Excludes L8 Legs)

All newly enrolled plans across the entire platform



### Rules

**Qualify this month for next month's benefits.** For example, qualify in February to receive the bonus pool payment in March.

**Qualify with 3 lines:** Pool A; 4 lines: Pools A & B; 5 lines: Pools A, B & C.

**Rewards:** Equally divided among qualifiers.

**Retention Rate Requirement:** The 90-day retention rate must be 85% or higher and < 15 cars with no fraudulent orders. Failure to meet: Rewards not paid.

### 3. Regional Director

1% of new orders in the reward region  
To be evenly distributed among regional partners.

# L5 TOP100

## Rules

**TOP 100 Ranking:** Based on promotion to Level 5 (L5)).

First come, first choice within available capacity.

**Reward Distribution Period:** Until December 31, 2025.

**Order Quality Requirements:**

·90-day Retention rate: 85%+ (No fraudulent orders).

·7-day data check required before region selection.

·Monitoring: The 90-day retention rate must be 85% or higher and < 15 cars with no fraudulent orders.

Failure to meet: Rewards not paid.

#### Second Round PK:

2026 Regional Rewards: Based on new performance ranking in 2025.

Details: To be announced January 2025.

#### Third Round PK:

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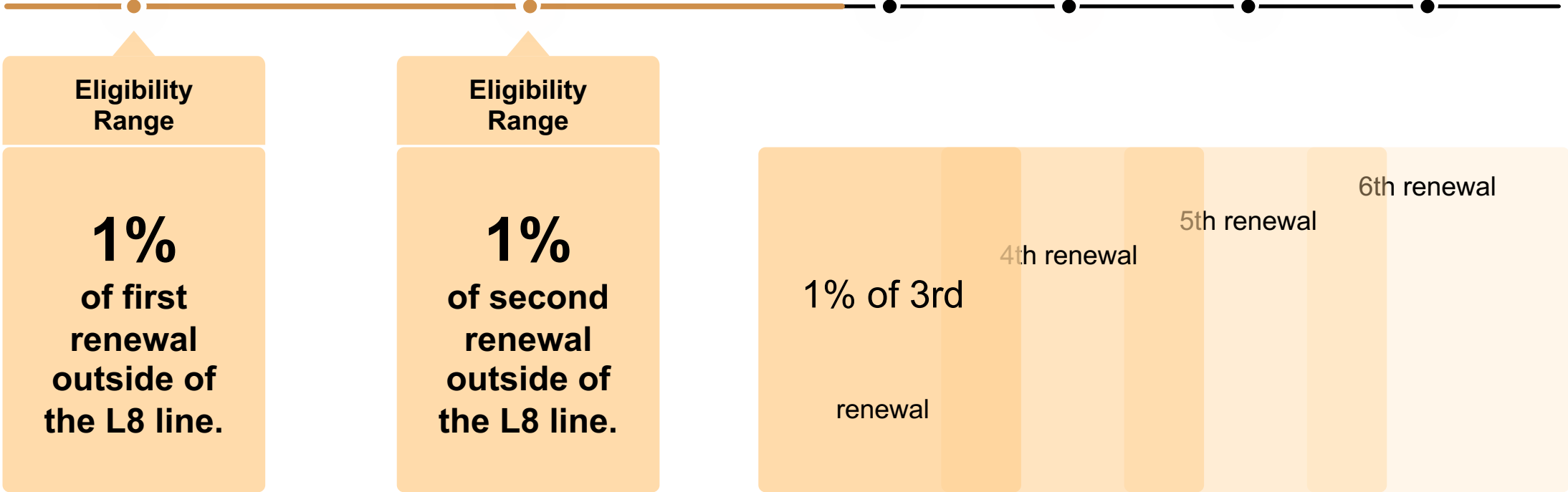
| Area           | Number of Partners |
|----------------|--------------------|
| California     | 5                  |
| Texas          | 4                  |
| Florida        | 4                  |
| Ohio           | 3                  |
| Pennsylvania   | 3                  |
| Illinois       | 3                  |
| Michigan       | 3                  |
| Georgia        | 2                  |
| North Carolina | 2                  |
| New Jersey     | 2                  |
| Virginia       | 2                  |
| Washington     | 2                  |
| Tennessee      | 2                  |
| Arizona        | 2                  |
| Indiana        | 2                  |
| Missouri       | 2                  |
| Wisconsin      | 2                  |
| Los Angeles    | 2                  |
| Other Area     | 1                  |

# 4. Renewal Bonus

L8

★★L8

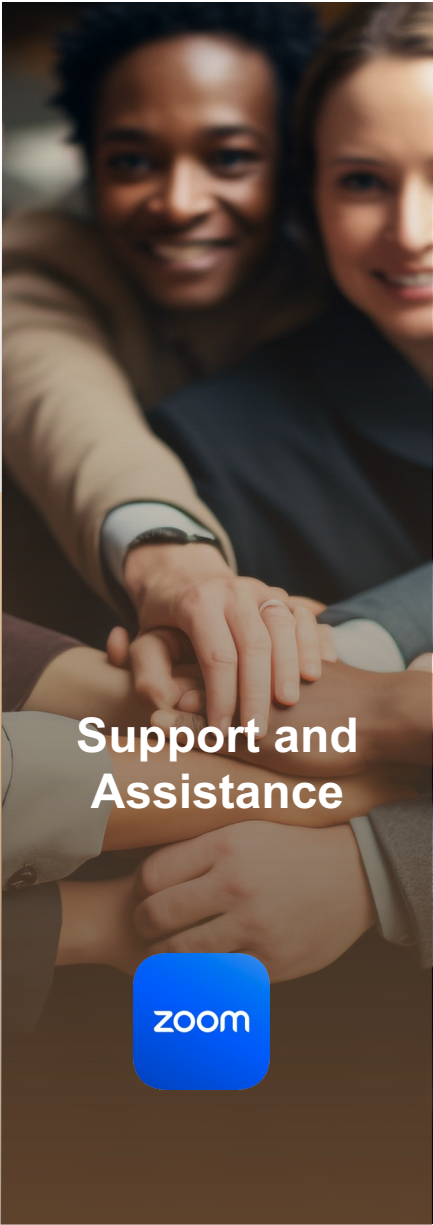
Develop two L8s in different lines to achieve Two-Star L8.




## Rules

**Third to Sixth Renewal:** Rules TBD.  
**Additional Requirements:**  
The 90-day retention rate must be 85% or higher and < 15 cars with no fraudulent orders. Failure to meet: Rewards not paid.

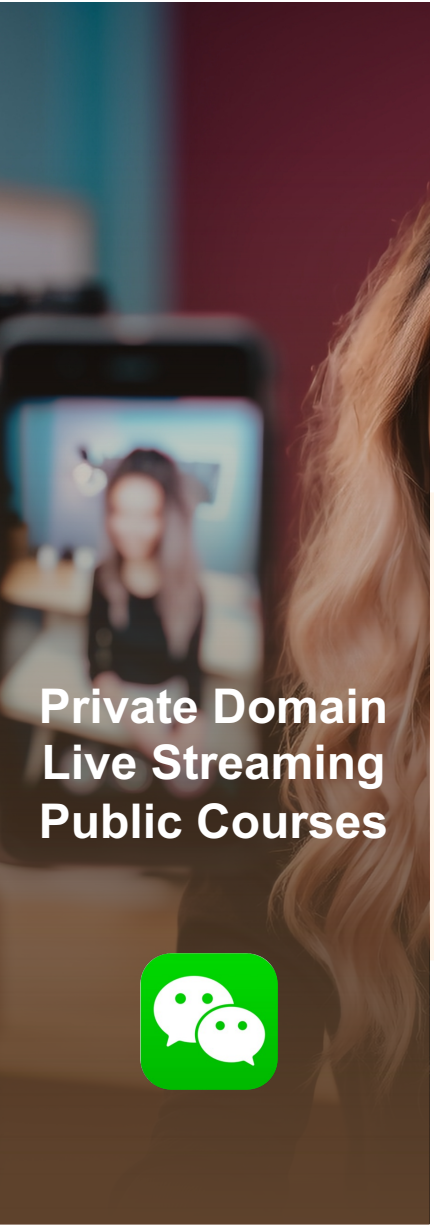
# SUPPORT SERVICES



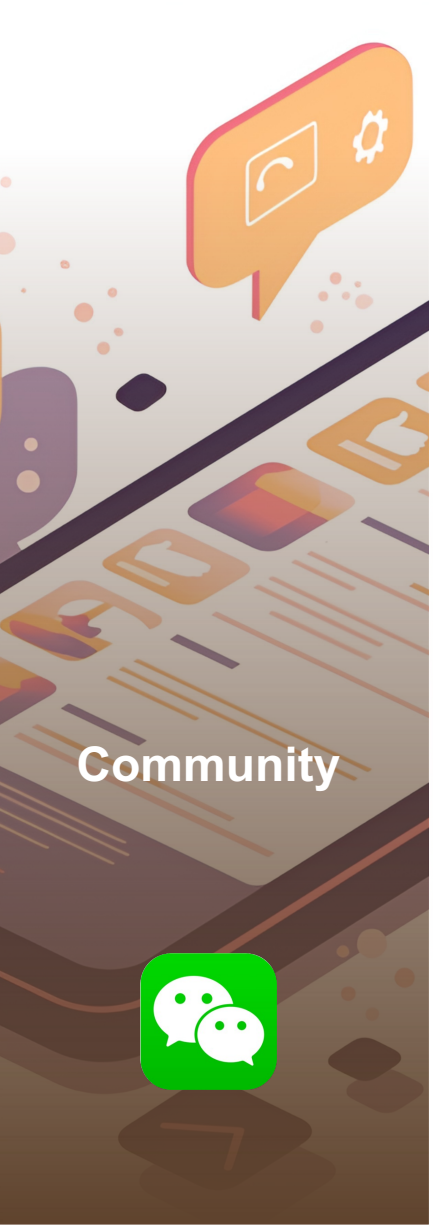

Support and Assistance




Frequent Training



Private Domain Live Streaming  
Public Courses



Community



# TIME-SENSITIVE OFFERS

▼ Limited-Time Promotion: Act Now Before It's Gone!

## Direct Referral Double Bonus

November, December and January:  
Refer 5+ vehicles in a calendar month to double your Direct Referral Bonus.

### Rules

**Timeframe:** Achievement Bonus period is November 1, 2024 – January 31, 2025.

**Rules:** The Achievement Bonus is a time-sensitive reward and has four independent reward milestones. For example, If you don't reach Level 1 within 30 days, it won't affect your eligibility for the Level 2 reward at 60 days, etc.

**Note:** The 90-day retention rate must be 85% or higher and < 15 cars with no fraudulent orders. Rewards will be issued after a 7-day data quality check.

## Achievement Bonus

### L1 Duplication Bonus

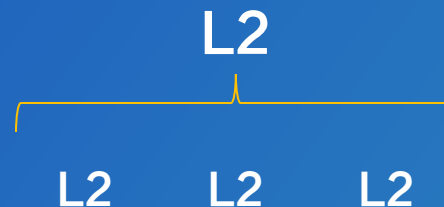
Assist three direct referrals, each referring 3 members.



Upon achieving L1 status:  
Complete within 30 days for a \$750 bonus.  
Complete within 60 days for a \$350 bonus.

### L2 Duplication Bonus

Develop one L2 in each of 3 lines.



Upon achieving L2 status:  
Complete within 60 days for a \$2,500 bonus.  
Complete within 90 days for a \$1,200 bonus.

### L5 Duplication Bonus

Achieve L5 and develop three L3 lines.



Upon achieving Member status:  
Complete within 150 days to earn a Tesla Model 3 (base model).

Limited to 15 cars, first come, first served, with the option to cash out at current market value.