



DSA Partnership Award

2021 Application

PayQuicker Creation Story

The idea of PayQuicker began in 2007 when founder, President and CEO, Paul Beldham, saw many drawbacks for clients and their payees with new ewallet payout solutions. Wallets were not providing payees with their actual funds at the time of payment nor providing instant use of the funds. They were holding payments in a commingled account and making money on float. It was frustrating and inconvenient for payees to remember to move money to their card prior to spending earnings. Once money was put on the card, if they lost the card – the money was gone. Beldham knew clients and payees were not happy with the ewallet solution experience.

The PayQuicker team quickly set out to develop a secure, regulatory-compliant, instant payout platform that delivers payment to a **payee-owned** insured bank account with the balance linked to a prepaid debit card, similar to a standard checking account. As soon as a commission payment is made, funds are available in the insured account and available to spend instantly online and at retail through virtual and plastic prepaid debit cards that can be loaded to a mobile wallet such as Apple Pay, Google Pay, or Samsung Pay, or through cash apps such as PayPal or Venmo. The PayQuicker solution made direct sales reps happy. Clients found that when they pay their sales force commissions as soon as a sale is made, distributors are motivated to sell more, funding business growth. They also attract and retain more of their commissioned sales force, which makes clients even happier.

Fast-forward to today – PayQuicker partners with global banks, processors, and global card networks to provide a seamless global payment platform that allows direct selling businesses to make instant, secure, regulatory-compliant, mass local-currency payouts to secure distributor accounts around the globe. The PayQuicker platform offers a low-cost, fully customizable, client-branded portal and experience with advanced technology that becomes our client's competitive advantage.

For the past two decades, PayQuicker has revolutionized payouts for businesses ranging from global enterprises to startups — currently serving over 260 direct selling clients! Our success is demonstrated by ranking as the number one commission payment company for the past two years, 2020 and 2021, by Social Selling News and selection as a finalist for the 2020 DSA Partnership Award. The PayQuicker global payout platform enables DSOs to grow faster by providing their representatives with instant commissions and purchasing power, immediately funding more business-building activity. Getting commissions to representatives faster helps them invest in their business, increases retention, and incentivizes new distributors to join, ultimately driving client business growth. PayQuicker's shared vision with each of our clients is happy payees. We focus on continuous improvement motivated by client and payee feedback. Client and payee satisfaction is demonstrated by the frequent referrals we receive from satisfied clients and their distributors. PayQuicker is a proud advocate of the direct selling industry and sponsor of many events and activities in support of our clients' and the industry's success.

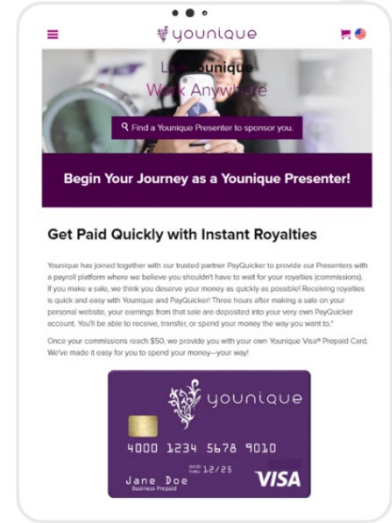
Below are some examples of how PayQuicker establishes valuable partnerships with direct selling organizations through its client-tailored services.

Younique

PayQuicker has been a trusted partner of Younique, a top DSA member company, since they were founded in 2012. PayQuicker has been instrumental in supporting Younique's growth as it scaled from a startup to the

enterprise company it is today. With the PayQuicker solution, Younique is powered to offer commission payouts to their Presenters within three hours of making a sale. Younique has leveraged PayQuicker’s instant payout feature and benefits in their marketing programs as a competitive advantage to retain and attract more Presenters.

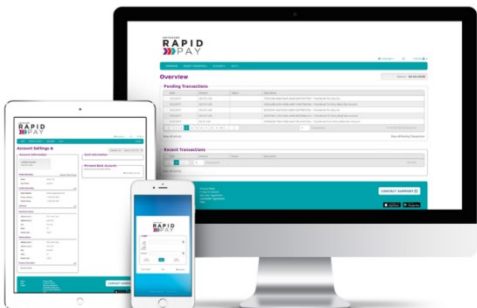
Since onboarding and throughout the many years of partnership, PayQuicker is dedicated to optimizing Younique’s growth with support for their global expansion, seamless Presenter experiences, and customized programs that meet their evolving needs. Most recently, PayQuicker launched virtual cards and mobile wallet capabilities with Apple and Google Pay for Younique. These features are important for our clients and meet their field’s requirements for contactless digital payments, especially during the pandemic. As a complete payout program manager, the PayQuicker team provides support to all Younique business departments – from development to finance and marketing. PayQuicker also reduces Younique’s staffing requirements by providing live multilingual support via phone, email, and chat, handling payout and account inquiries for Younique Presenters in our dedicated call center and by providing year-round tax services for the collection and distribution of tax-related documents.



“When we founded Younique in September 2012, our mission was not only to uplift, empower, and validate women across the globe but also change the way commissions were being paid out. Our partnership with PayQuicker has allowed us to pay commission to our Presenters within three hours of making a sale, completely changing the traditional commission payment paradigm. As we continue to expand aggressively, PayQuicker has been there every step of the way. We cannot think of a better payment solutions partner than PayQuicker.” – Derek Maxfield, CEO & President, Younique

AdvoCare

AdvoCare, a top direct selling company, launched the PayQuicker instant payouts solution in December of 2019. Within the first year of partnership, AdvoCare increased the number of active distributors being paid on the PayQuicker platform by 20%.



As AdvoCare transitioned to its new compensation model at the end of 2019, PayQuicker provided new and improved features for their distributors. Commissions are paid faster, funds are kept safer, and the need for distributors to preload the RapidPay debit card was eliminated. Distributors are kept well-informed with improved communications and notifications and are provided clear transaction history that simplifies funds management. PayQuicker also helped to reduce fees for distributors and provide savings for AdvoCare.

With the PayQuicker white-labeled solution, AdvoCare offers commission payouts to their distributors as often as they would like, with instant access to their funds. AdvoCare leverages the PayQuicker

program benefits as a competitive advantage to retain and attract more distributors. AdvoCare distributors can access their insured commission account from any device through the RapidPay mobile-responsive web-based commission account portal and app powered by PayQuicker. AdvoCare’s global needs and expansion plans are supported by PayQuicker’s multilingual interface, which uses hand translations in 18 languages to ensure easy-to-understand navigation. AdvoCare distributor accounts are protected with PayQuicker platform’s multiple layers of enhanced security including two-step verification and if a card is lost or stolen, balances are safe in distributor-owned accounts.

As more companies evolve their compensation models, the enhanced regulatory, compliance, and security features PayQuicker provides through a good funds account model ensure both the client and their distributors remain in good standing and in full regulatory compliance.

Nature’s Sunshine

Nature’s Sunshine, a leading natural health and wellness company listed in the 2021 DSN Global 100, began their partnership with PayQuicker in 2020. With the PayQuicker solution, Nature’s Sunshine pays their affiliates 30 minutes after a referred customer makes a purchase. Commission funds are instantly available in the affiliates’ FDIC-insured business accounts, where they can access their virtual card for instant online spend, transfer funds to their personal bank, send instant payments to other affiliates, purchase more Nature’s Sunshine product, and more! Commission payouts are immediately available to spend in local currency on the branded Nature’s Sunshine prepaid debit card provided to all earning affiliates. Moving at the speed of today’s digital age and fintech trends, PayQuicker provides affiliate account holders with the ability to load their virtual and plastic cards to their mobile wallet such as Apple, Google and Samsung Pay. PayQuicker powers Nature’s Sunshine to provide features and benefits that motivate affiliates to keep making sales, driving business growth, and increasing Nature’s Sunshine brand visibility every time they swipe, tap, and spend with their branded Nature’s Sunshine card.



Juice Plus+

As a worldwide leading wellness and supplement company, Juice Plus+ is celebrating their 1-year anniversary in Mexico! To support this expansion last year, Juice Plus+ was able to take advantage of the PayQuicker wallet solution providing partners with a local MXN Juice Plus+ debit card. Feedback from partners is very positive and the market continues to grow.



In their latest campaign to move to ‘All Things Digital,’ Juice Plus+ rolled out the PayQuicker solution in select European markets. Partners are eager to be paid and, with PayQuicker, have immediate access to their hard-earned commissions with flexibility to spend how they chose. Utilizing the Juice Plus+ EUR prepaid card in Europe provides Partners additional benefits, such as instant spend, mobile wallets, and cash apps. We continue to support Juice Plus+ as they roll out PayQuicker global payout solution benefits to expanding Juice Plus+ markets.

Solvasa Beauty

Solvasa Beauty hit the beauty industry scene with disruptive innovation and an integrative beauty movement. To remain competitive, modern, and innovative, they chose PayQuicker as their payout solution in 2019. With the extensive direct selling leadership experience, it was clear PayQuicker could offer what their Solvasa Beauty sales force wanted — instant commission payouts and spend flexibility.

Instead of waiting for a check or direct deposit, affiliates can spend earnings the moment they receive a payment notification. Affiliates have the choice of seven different spend options to fit their lifestyle while building their social selling community as leaders in integrative beauty. These options include:



- **Branded debit cards:** Affiliates can spend anywhere in the world with a Solvasa-branded plastic card.
- **Instant virtual cards:** Affiliates have instant online access to funds with virtual cards upon account registration.
- **ATM cash:** Cash can be conveniently accessed from an ATM.
- **Bank transfers:** Funds can be transferred to a personal bank from PayQuicker account portal.
- **Mobile wallets:** Affiliates can load their virtual and plastic Solvasa Beauty cards to Apple Pay, Google Pay, and Samsung Pay for on-the-go access.
- **Spendback:** Affiliates can purchase Solvasa Beauty product with their PayQuicker account, reducing chargebacks and merchant processing fees.
- **Affiliate to affiliate:** Funds can instantly be transferred from one affiliate to another through the app or portal.

Within six months on the PayQuicker platform, Solvasa Beauty increased the number of affiliates being paid out by 24%. PayQuicker is looking forward to their continued growth and success in the direct selling industry and are here to support them along the way.

Melaleuca

Veteran direct selling organization and leader in innovative natural formulas, Melaleuca, has traditionally managed all their commission payouts in-house. PayQuicker is privileged to work with the incredible team at Melaleuca to consolidate and provide increased payout and global treasury management in Europe. In May, the PayQuicker prepaid card solution launched across Melaleuca’s European markets, giving them the power to instantly pay members in EUR or GBP. Each member receives an insured, secure EUR or GBP commission bank account in their own name, and Melaleuca-branded plastic and virtual prepaid cards that can be loaded to their mobile wallet or cash app.



PayQuicker continuously supports Melaleuca’s needs through system enhancements including the addition of Polish, Russian, and Lithuanian language support on the payout platform, as they grow and expand globally.