

# E. Excel Harbin Incentive Challenge

**Challenge Period: February – October 2026**

**Travel Period: January 2027 (6D5N)**

**Start & End Location: Harbin**



## Challenge Requirements

1. All participants, including Diamond Masters, must maintain 250 PSV and 2,000 PGSV (inclusive of roll-up) from the start of the Challenge until the end of the Challenge Period.
2. Participants must attend at least eight Study Group sessions during the Challenge Period.

## Challenge Rewards

Participants may earn up to two seats, either Subsidized or Free.

1 Free Seat	1 Subsidized Seat
48 Points	27 Points



## How to Earn Points

### Up to Gold Masters

Participants with a lowest qualified Master Rank of Gold Master or lower during September – December 2025 will earn Points according to the following:

#### 1. First Level Masters (Monthly)

Receive 2 Points for every First-Level Qualified Master you have in the month.

#### 2. Personal Master Rank Upgrade (Monthly)

Receive Points for upgrading to a new highest Master Rank compared with your highest qualified Master Rank during September – December 2025. You will also earn Points for maintaining the new highest Master Rank.

Master	Silver	Gold	Pearl	Jade+
2	2	4	5	6

#### 3. Personal PGSV + First Level Master PGSV Growth (Monthly)

Receive 1 Point for every 1,250 more PGSV + First Level Master PGSV you have in the month compared to your average from September – December 2025, up to a maximum of 10 Points per month.

\*The September – December 2025 calculation has a minimum average of 2,300.



### Pearl Masters and Above

Participants whose lowest qualified Master Rank is Pearl Master, Jade Master, or Diamond Master during September – December 2025 will earn points as follows:

#### 1. First Level Masters (Monthly)

Receive 2 Points for every two First-Level Qualified Masters you have in the month.

#### 2. New Master Upgrade and Maintain

Receive 2 Points for every new First-Level Master that upgrades to Master and maintains qualified Master for one additional consecutive month.

#### 3. First Level Master Rank Upgrade (Monthly)

Receive Points each month your First-Level Qualified Masters upgrade to and maintain a new highest Master Rank compared with their highest qualified rank during September – December 2025.

Silver	Gold	Pearl	Jade+
2	3	5	6

#### 4. Personal PGSV + First Level Master PGSV Growth (Monthly)

Receive 2 Points for every 1,800 more PGSV + First Level Master PGSV you have in the month compared to your average from September – December 2025, up to a maximum of 12 Points per month.

\*The September – December 2025 calculation has a minimum average of 2,300.



## Challenge Requirement Salvage

If you have qualified Master rank or above but did not meet the Challenge PSV and PGSV requirements in the previous month, you have the opportunity to maintain your Challenge qualifications by achieving at least 400 PSV and 3,500 PGSV in the current month.

By doing so, you will continue to receive Points for the previous month and the current month and will remain active in the Challenge.

This can only be done once during the Challenge Period and cannot be applied for the last month of the Challenge Period (October 2026).

### Seat Transfer

1. The Seat Transfer Form will be released at a later date and must be completed by 15 October 2026. Seats may only be transferred to your spouse, children, or parents.
  - a. Any accompanying family members must be at least 10 years old.
  - b. Any minor children must be accompanied by a guardian.
2. Seats that have been transferred may not be transferred again.

3. All participants, including traveling family members, must submit their completed Registration Form and Indemnity Form by 15 October 2026, 23:59 (GMT+8). No changes will be accepted after this date. Failure to do so will result in disqualification.



### Notes

1. A detailed trip itinerary will be announced at a later date.
2. Free Seats and Subsidized Seats do not include any travel-related expenses to the Incentive Trip start point or after the Incentive Trip end point. Participants must arrange their own travel to the start point and from the end point. All expenses incurred before the Incentive Trip start point, after the Incentive Trip end point, and any non-itinerary expenses during the Incentive Trip are at the participant's own expense.
3. Participants who are 28 weeks pregnant or more as of 1 January 2027 will not be allowed on the Trip. Pregnant participants may give up their Free Seat and receive USD 500 worth in free products, according to the Terms and Conditions below (4). Alternatively, pregnant participants may transfer their Seat to a direct family member, provided they notify the Company by 15 October 2026, 23:59 (GMT+8).
4. This Incentive Trip is not suitable for individuals who use wheelchairs or have impaired mobility. The itinerary includes activities and locations that may present challenges for those with movement restrictions. Participants with impaired mobility may give up their Free Seat and receive USD 500 worth in free products, in accordance with the Terms and Conditions below (4).
5. The self-pay amount for Subsidized Seats is approximately USD 800. The exact amount will be announced in September 2026.

If you violate the Distributor Agreement, are undergoing Investigative Proceedings, or are suspended, you may not participate in this Trip and will not receive any credits, Points, or rewards for it.

### Terms and Conditions

1. E. Excel is hereinafter referred to as the "Company." Only Distributors of the Company are eligible for this Challenge. Participants in this Incentive Trip ("you," "your") are subject to these Terms and Conditions.
2. You will be disqualified from this promotion or denied participation in the Trip, and stripped of all rewards and bonuses, if at any time between the start of this promotion and the end of the Trip:
  - a. You violate the Agreement, regardless of whether or not you have completed the promotion;
  - b. You violate any Trip rules;
  - c. Your Distributorship has been suspended, terminated, or is undergoing investigation; or
  - d. You act in a manner that is inconsistent with applicable laws or regulations.
3. Any rewards earned through this promotion, including but not limited to Points, may not be returned or exchanged for SV, products, or cash.
4. If you notify the Company before 15 October 2026 that you cannot attend the Trip but continue to complete the Incentive Challenge and earn a Free Seat, you will receive free products valued at USD 500. The specific products awarded will be decided by the Company.
5. In the event of any dispute regarding this Incentive Trip, the Company's decision shall be final.
6. Engagement in any manipulative or dishonest SV or bonus-related practices for the purpose of qualifying will result in disqualification.
7. The Company reserves the right to modify the trip itinerary, postpone the trip, change the trip destination, cancel the trip, change the terms of the Challenge, and amend these Terms and Conditions at any time.
8. This document shall be written in multiple languages. In the event of any discrepancy between the versions, the English version shall prevail.

