

aptive

2026 Recruiting Presentation

Publications

Forbes

THE WALL STREET JOURNAL.

yahoo!

PCT

Entrepreneur

FORTY
UNDER40

Inc.
5000

FORTUNE

BYU

Entrepreneur of the Year

DO IT
YOURSELF

sammy awards

WORLDWIDE BUSINESS
with kathy ireland®

 EY Entrepreneur
Of The Year™

CXO
OF THE
YEAR

 THE AMERICAN
BUSINESS AWARDSSM

 revgen partners

FINANCIAL SUCCESS IS DEPENDENT ON PEOPLE SKILLS

According to the Carnegie Institute of Technology,

85% of our financial success was due to skills in “human engineering”, personality, and ability to communicate, negotiate, and lead.

Only 15% of success could be attributed to technical ability, while people skills associated with emotional intelligence proved far more crucial.

<https://www.fastcompany.com/3047455/why-emotionally-intelligent-people-are-more-successful>

PEOPLE PREFER TO DO BUSINESS WITH THOSE THEY TRUST



Nobel Prize–winning psychologist Daniel Kahneman found that individuals prefer to do business with those they **like** and **trust**, even when alternative options offer a superior product at a lower price.

<https://www.fastcompany.com/3047455/why-emotionally-intelligent-people-are-more-successful>

APTIVE'S 5 FLAGS

1.

**Rookies Sell
the Most**

2.

**Vetern Reps
are Paid the
Most**

3.

**Best Place to
Grow a
Downline**

4.

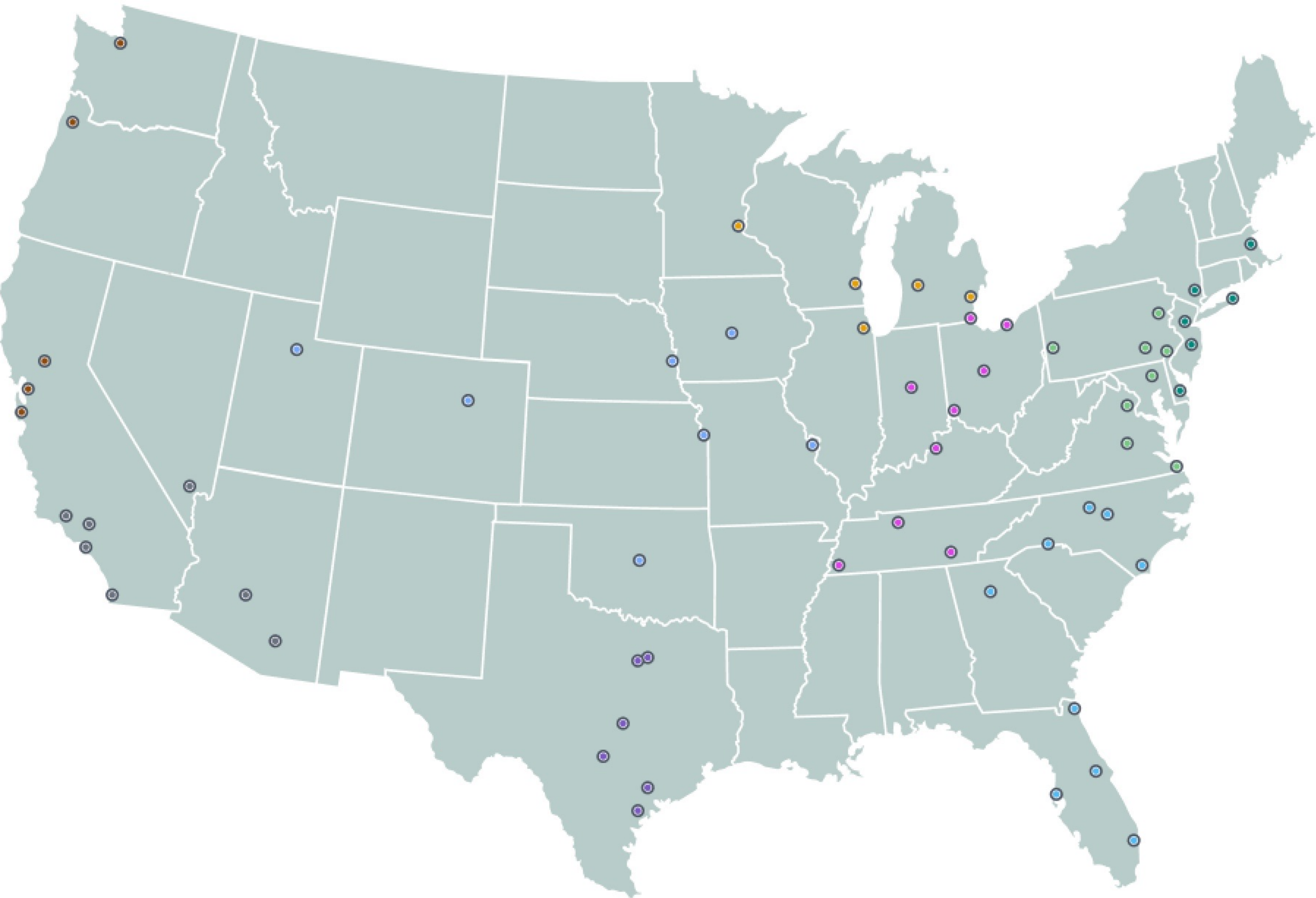
**We Sell the
Highest Value
Accounts**

5.

**Training Reps
to Invest and
Build Wealth**

Our 5 Flags are the reason we win and why reps choose Aptive. We sell, earn, and build, creating a future no other sales company can touch.

LOCATIONS



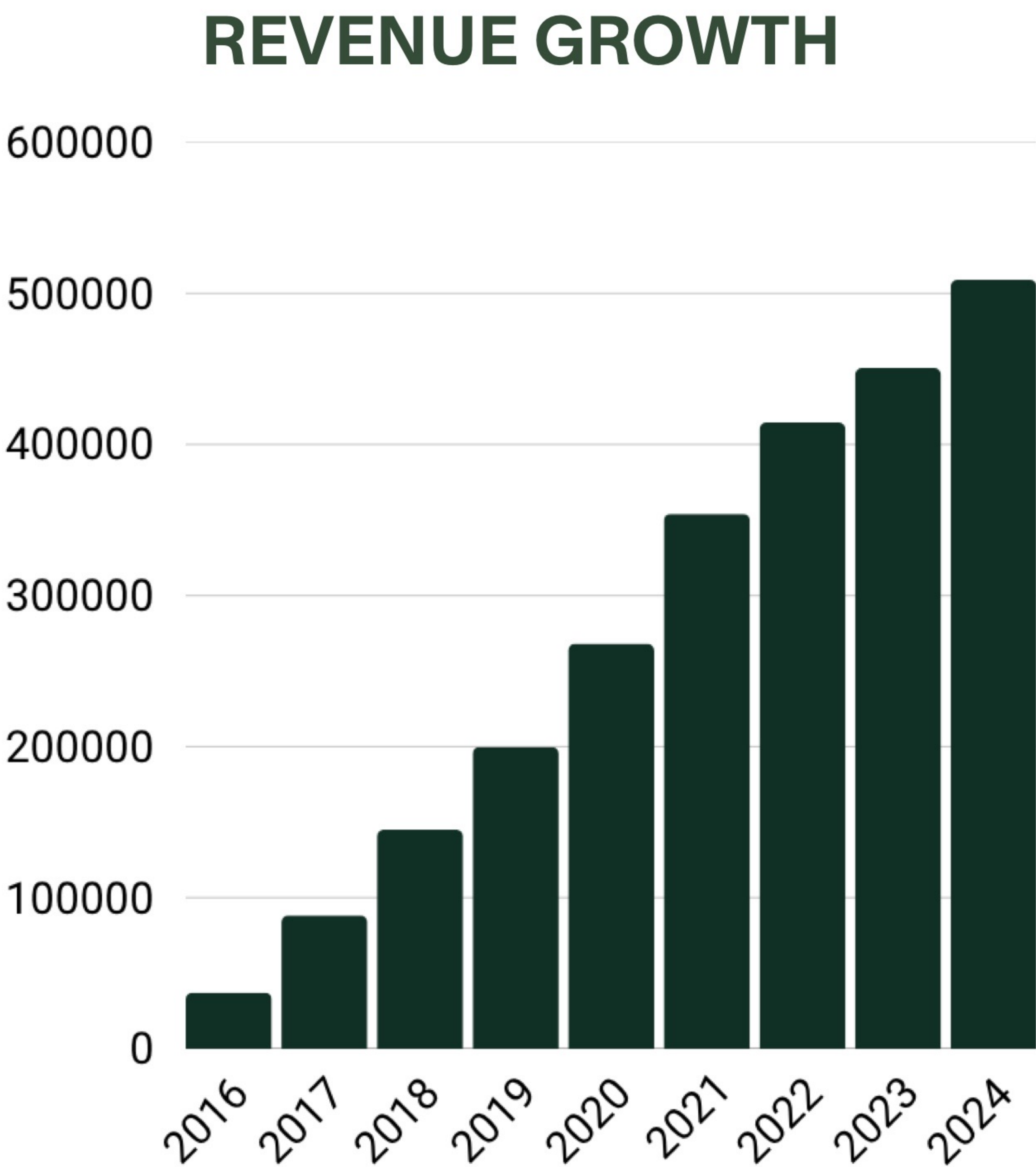
areas 76

- | | | | | |
|------------|---------------|----------------|----------------|-----------------|
| Seattle | Corona | Chicago | Chattanooga | Atlanta |
| Portland | Las Vegas | Detroit | Cincinnati | Wilmington |
| Sacramento | Los Angeles | Grand Rapids | Cleveland | Charlotte |
| Bay Area | Orange County | Milwaukee | Columbus | Greensboro |
| San Jose | Phoenix | Minneapolis | Indianapolis | Raleigh |
| | San Diego | | Louisville | Jacksonville |
| | Tuscon | | Nashville | Tampa |
| | | Denver | Memphis | Orlando |
| | | Des Moines | Toledo | Fort Lauderdale |
| | | Kansas City | | |
| | Austin | Oklahoma City | | |
| | Dallas | Omaha | Alexandria | Boston |
| | Fort Worth | Saint Louis | Allentown | Dover |
| | Houston | Salt Lake City | Baltimore | Long Island |
| | San Antonio | | Harrisburg | Newark |
| | Sugarland | | Pittsburgh | Princeton |
| | | | Philadelphia | Whiteplains |
| | | | Richmond | |
| | | | Virginia Beach | |

states 30

- | | | | | |
|------------|---------------|----------------|--------------|------------|
| Arizona | Indiana | Missouri | Ohio | Texas |
| California | Iowa | Nebraska | Oklahoma | Utah |
| Colorado | Maryland | Nevada | Oregon | Virgina |
| Florida | Massachusetts | New Jersey | Pennsylvania | Washington |
| Georgia | Michigan | New York | Rhode Island | Wisconsin |
| Illinois | Minnesota | North Carolina | Tennessee | |

REVENUE GROWTH (TOTALS SINCE 2016)

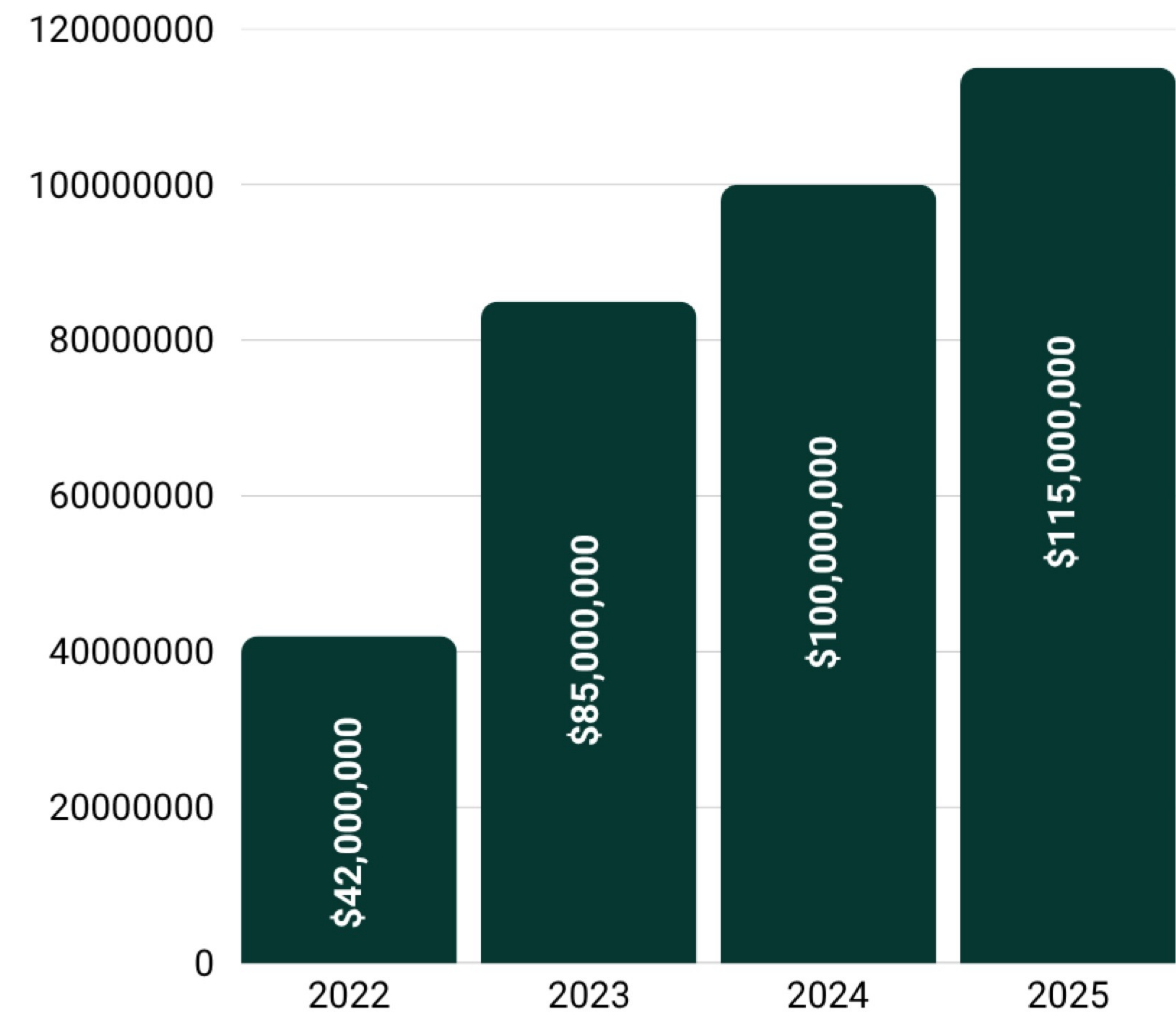


“There is only one growth strategy: work hard.”

— William Hague

EBITDA, 2022-2025

EBITDA



“There is only one growth strategy: work hard.”

— William Hague

WHY ARE WE GROWING? WHAT DO YOU THINK?

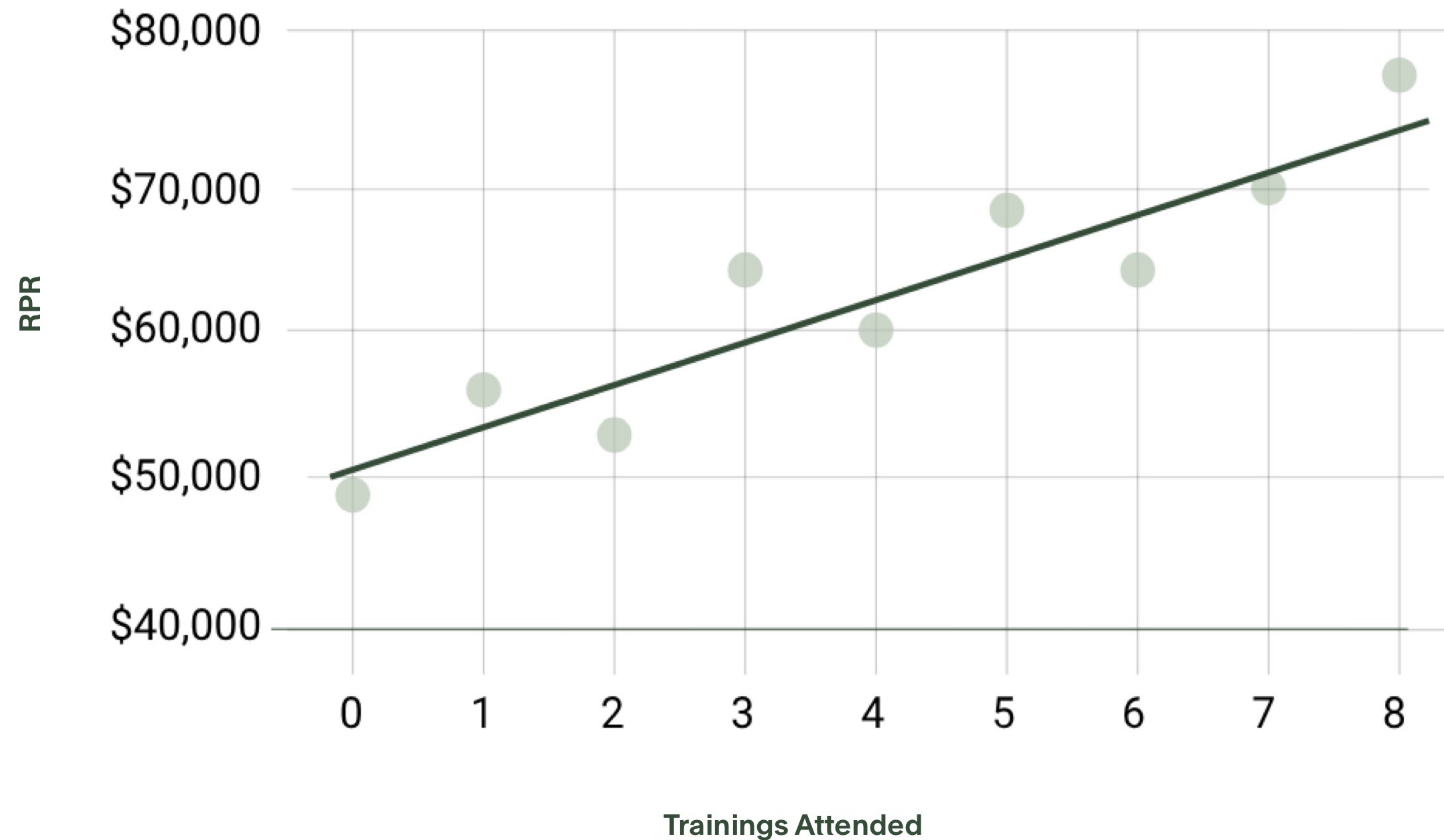
THE ARCHIVES

The Archives is Aptive's system for classifying reps based on training completion. Reps are ranked as Rookie, Sophomore, or Expert, each with its own standards and exclusive gear earned through full completion.



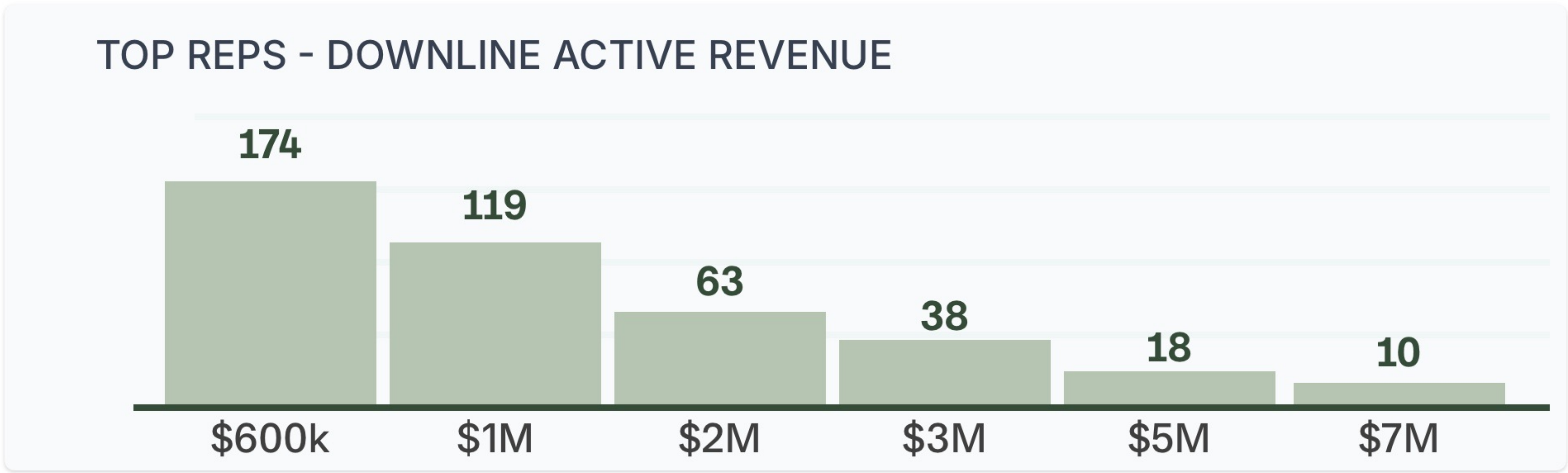
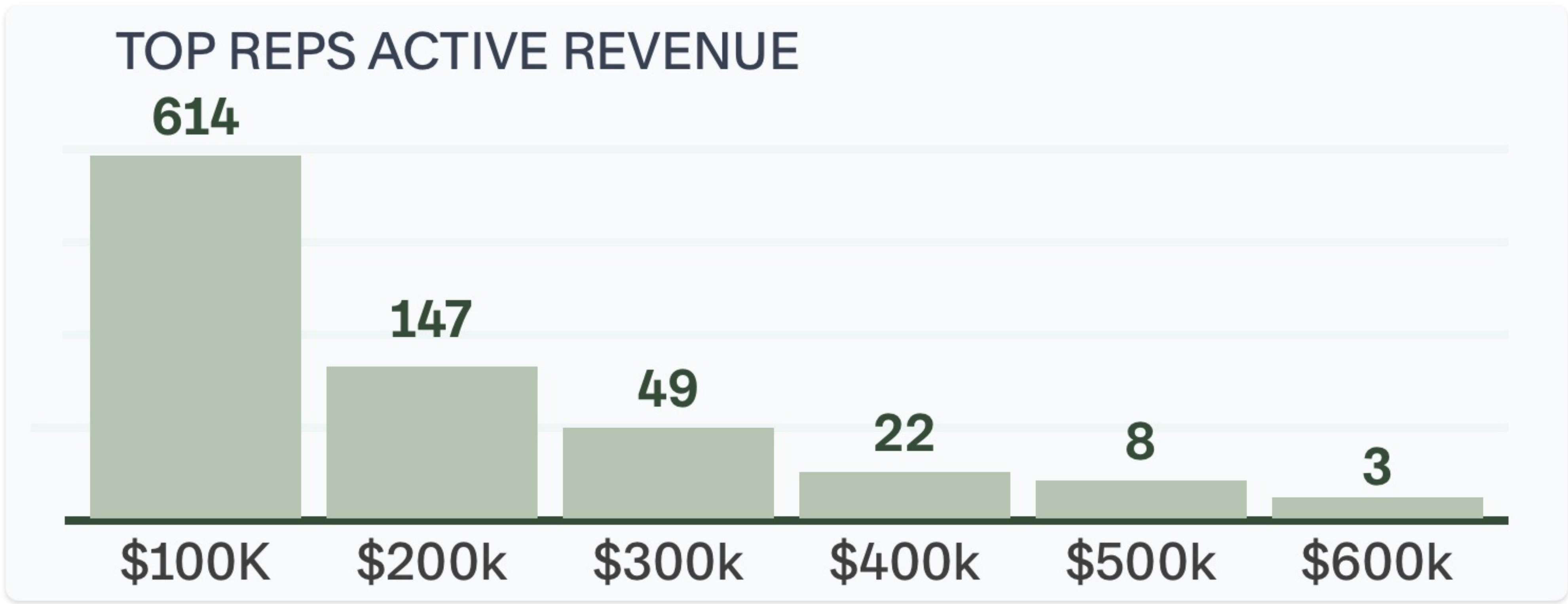
TRAINING PAYS OFF

Rookie RPR vs. Trainings Completed



Reps who complete their trainings consistently earn more. The data shows a clear correlation between training completion and total compensation, proof that knowledge pays.

STATS 2025



55.5%

24 MONTH CONTRACTS

*Does not include residuals or bonuses

68

GOLDEN GOATS

SINCE 2023

*Aptive equivalent of Golden Door

453

REPS OVER 125K

ACTIVE REVENUE

24.7%

LEADERSHIP

PROMOTION RATE

Projected 2025 Residual Commissions

\$4,907,804

ETLB Commissions

\$2,457,850

Total Passive Income

\$7,365,654

NON-APTIVE

hourly rate

\$10

hours a week

40

weeks worked

12

total earned

\$4,800.00

hourly rate

\$15

hours a week

40

weeks worked

12

total earned

\$7,800.00

COMPENSATION 2026 SEASON

Rookie 1st Year
earned by first-year reps

Active Revenue	Percentage	Earnings	Multi-Year Upfront Bonus	Incentives	Residual	Total Earnings	Effective Commission
\$42,499.00	18%	\$7,343.83	\$623.32	\$1,274.97	\$1,651.64	\$10,893.76	26%
\$42,500.00	23%	\$9,384.00	\$623.33	\$1,275.00	\$1,651.68	\$12,934.01	30%
\$63,750.00	26%	\$15,912.00	\$935.00	\$1,912.50	\$2,477.52	\$21,237.02	33%
\$85,000.00	29%	\$23,664.00	\$1,246.67	\$2,550.00	\$3,303.36	\$30,764.03	36%
\$106,250.00	31%	\$31,620.00	\$1,558.33	\$3,187.50	\$4,129.20	\$40,495.03	38%
\$127,500.00	33%	\$40,392.00	\$1,870.00	\$3,825.00	\$4,955.04	\$51,042.04	40%
\$148,750.00	36%	\$51,408.00	\$2,181.67	\$4,462.50	\$5,780.88	\$63,833.05	43%
\$170,000.00	40%	\$65,280.00	\$2,493.33	\$5,100.00	\$6,606.72	\$79,480.05	47%
\$191,250.00	43%	\$78,948.00	\$2,805.00	\$5,737.50	\$7,432.56	\$94,923.06	50%
\$212,500.00	45%	\$91,800.00	\$3,116.67	\$6,375.00	\$8,258.40	\$109,550.07	52%
\$233,750.00	47%	\$105,468.00	\$3,428.33	\$7,012.50	\$9,084.24	\$124,993.07	53%
\$255,000.00	52%	\$127,296.00	\$3,740.00	\$7,650.00	\$9,910.08	\$148,596.08	58%
\$297,500.00	54%	\$154,224.00	\$4,363.33	\$8,925.00	\$11,561.76	\$179,074.09	60%
\$340,000.00	56%	\$182,784.00	\$4,986.67	\$10,200.00	\$13,213.44	\$211,184.11	62%
\$382,500.00	58%	\$212,976.00	\$5,610.00	\$11,475.00	\$14,865.12	\$244,926.12	64%
\$425,000.00	60%	\$244,800.00	\$6,233.33	\$12,750.00	\$16,516.80	\$280,300.13	66%
\$552,500.00	65%	\$344,760.00	\$8,103.33	\$16,575.00	\$21,471.84	\$390,910.17	71%
\$850,000.00	70%	\$571,200.00	\$12,466.67	\$25,500.00	\$33,033.60	\$642,200.27	76%

COMPENSATION 2026 SEASON

Experienced - serviced less than \$100,000 as a rookie, less than \$125,000 as an experienced rep, or the equivalent at another direct-to-home company.

Active Revenue	Percentage	Earnings	Multi-Year Upfront Bonus	Incentives	Residual	Total Earnings	Effective Commission
\$42,499.00	18%	\$7,343.83	\$623.32	\$1,274.97	\$1,651.64	\$10,893.76	26%
\$42,500.00	25%	\$10,200.00	\$623.33	\$1,275.00	\$1,651.68	\$13,750.01	32%
\$63,750.00	30%	\$18,360.00	\$935.00	\$1,912.50	\$2,477.52	\$23,685.02	37%
\$85,000.00	33%	\$26,928.00	\$1,246.67	\$2,550.00	\$3,303.36	\$34,028.03	40%
\$106,250.00	35%	\$35,700.00	\$1,558.33	\$3,187.50	\$4,129.20	\$44,575.03	42%
\$127,500.00	38%	\$46,512.00	\$1,870.00	\$3,825.00	\$4,955.04	\$57,162.04	45%
\$148,750.00	40%	\$57,120.00	\$2,181.67	\$4,462.50	\$5,780.88	\$69,545.05	47%
\$170,000.00	44%	\$71,808.00	\$2,493.33	\$5,100.00	\$6,606.72	\$86,008.05	51%
\$191,250.00	47%	\$86,292.00	\$2,805.00	\$5,737.50	\$7,432.56	\$102,267.06	53%
\$212,500.00	50%	\$102,000.00	\$3,116.67	\$6,375.00	\$8,258.40	\$119,750.07	56%
\$233,750.00	52%	\$116,688.00	\$3,428.33	\$7,012.50	\$9,084.24	\$136,213.07	58%
\$255,000.00	55%	\$134,640.00	\$3,740.00	\$7,650.00	\$9,910.08	\$155,940.08	61%
\$297,500.00	57%	\$162,792.00	\$4,363.33	\$8,925.00	\$11,561.76	\$187,642.09	63%
\$340,000.00	60%	\$195,840.00	\$4,986.67	\$10,200.00	\$13,213.44	\$224,240.11	66%
\$382,500.00	61%	\$223,992.00	\$5,610.00	\$11,475.00	\$14,865.12	\$255,942.12	67%
\$425,000.00	62%	\$252,960.00	\$6,233.33	\$12,750.00	\$16,516.80	\$288,460.13	68%
\$552,500.00	75%	\$397,800.00	\$8,103.33	\$16,575.00	\$21,471.84	\$443,950.17	80%
\$850,000.00	80%	\$652,800.00	\$12,466.67	\$25,500.00	\$33,033.60	\$723,800.27	85%

COMPENSATION 2026 SEASON

Pillar Rep - serviced between \$100,000 and \$150,000 as a rookie, between \$125,000 and \$175,000 as an experienced rep, or equivalent at another direct-to-home company.

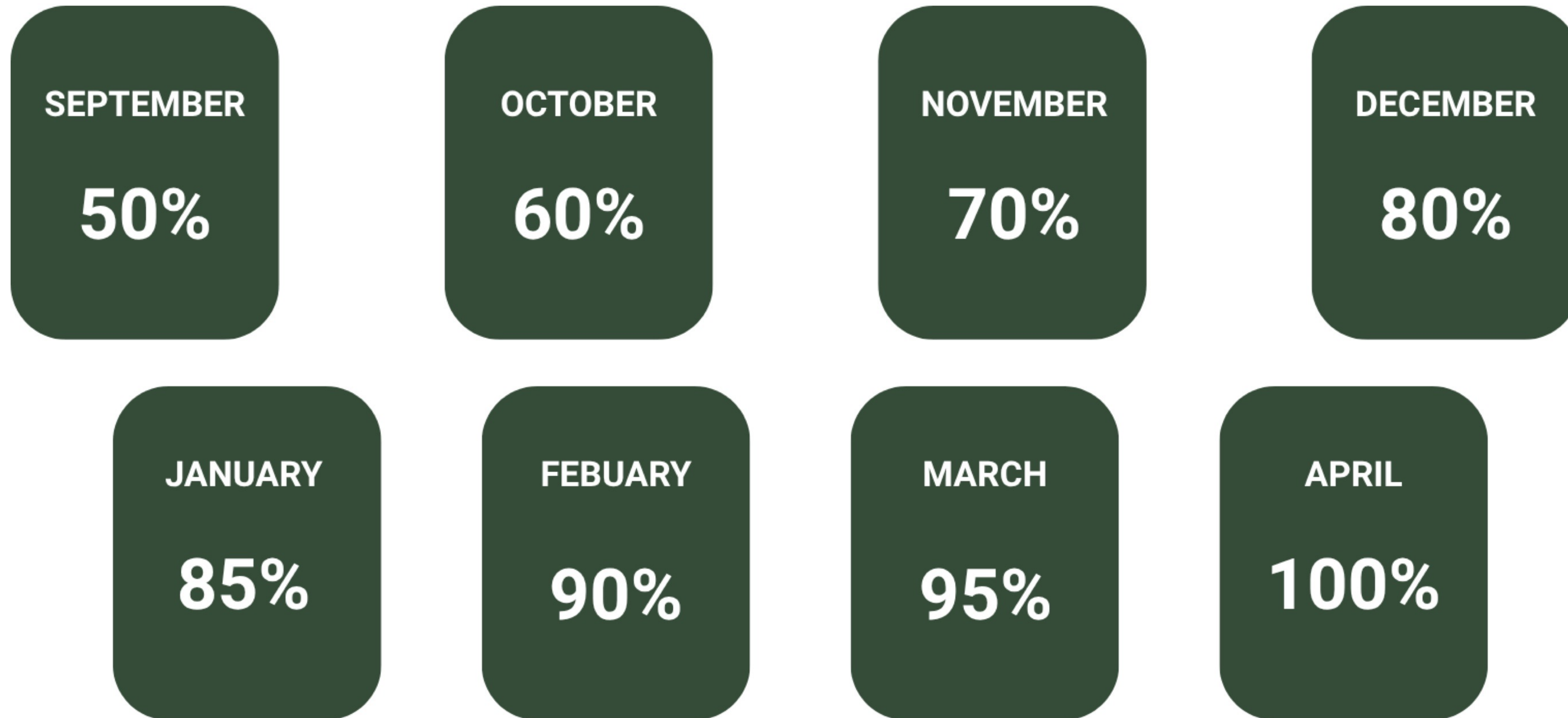
Active Revenue	Percentage	Earnings	Multi-Year Upfront Bonus	Incentives	Residual	Total Earnings	Effective Commission
\$63,750.00	30%	\$18,360.00	\$935.00	\$1,912.50	\$2,477.52	\$23,685.02	37%
\$85,000.00	35%	\$28,560.00	\$1,246.67	\$2,550.00	\$3,303.36	\$35,660.03	42%
\$106,250.00	40%	\$40,800.00	\$1,558.33	\$3,187.50	\$4,129.20	\$49,675.03	47%
\$127,500.00	42%	\$51,408.00	\$1,870.00	\$3,825.00	\$4,955.04	\$62,058.04	49%
\$148,750.00	45%	\$64,260.00	\$2,181.67	\$4,462.50	\$5,780.88	\$76,685.05	52%
\$170,000.00	50%	\$81,600.00	\$2,493.33	\$5,100.00	\$6,606.72	\$95,800.05	56%
\$191,250.00	54%	\$99,144.00	\$2,805.00	\$5,737.50	\$7,432.56	\$115,119.06	60%
\$212,500.00	56%	\$114,240.00	\$3,116.67	\$6,375.00	\$8,258.40	\$131,990.07	62%
\$233,750.00	58%	\$130,152.00	\$3,428.33	\$7,012.50	\$9,084.24	\$149,677.07	64%
\$255,000.00	62%	\$151,776.00	\$3,740.00	\$7,650.00	\$9,910.08	\$173,076.08	68%
\$297,500.00	64%	\$182,784.00	\$4,363.33	\$8,925.00	\$11,561.76	\$207,634.09	70%
\$340,000.00	66%	\$215,424.00	\$4,986.67	\$10,200.00	\$13,213.44	\$243,824.11	72%
\$382,500.00	68%	\$249,696.00	\$5,610.00	\$11,475.00	\$14,865.12	\$281,646.12	74%
\$425,000.00	70%	\$285,600.00	\$6,233.33	\$12,750.00	\$16,516.80	\$321,100.13	76%
\$552,500.00	75%	\$397,800.00	\$8,103.33	\$16,575.00	\$21,471.84	\$443,950.17	80%
\$850,000.00	80%	\$652,800.00	\$12,466.67	\$25,500.00	\$33,033.60	\$723,800.27	85%

COMPENSATION 2026 SEASON

Expert - earned by hitting \$150,000 serviced revenue in 2026 as a rookie, \$175,000 as an experienced rep, or the equivalent of \$150,000 at another direct-to-home company.

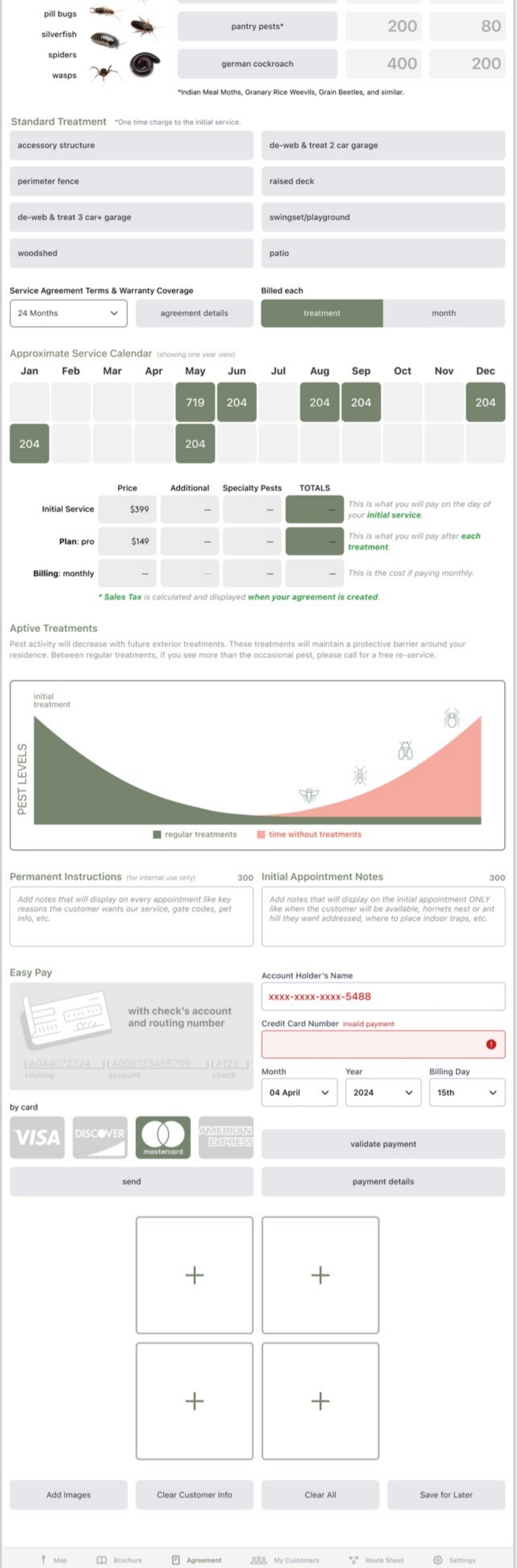
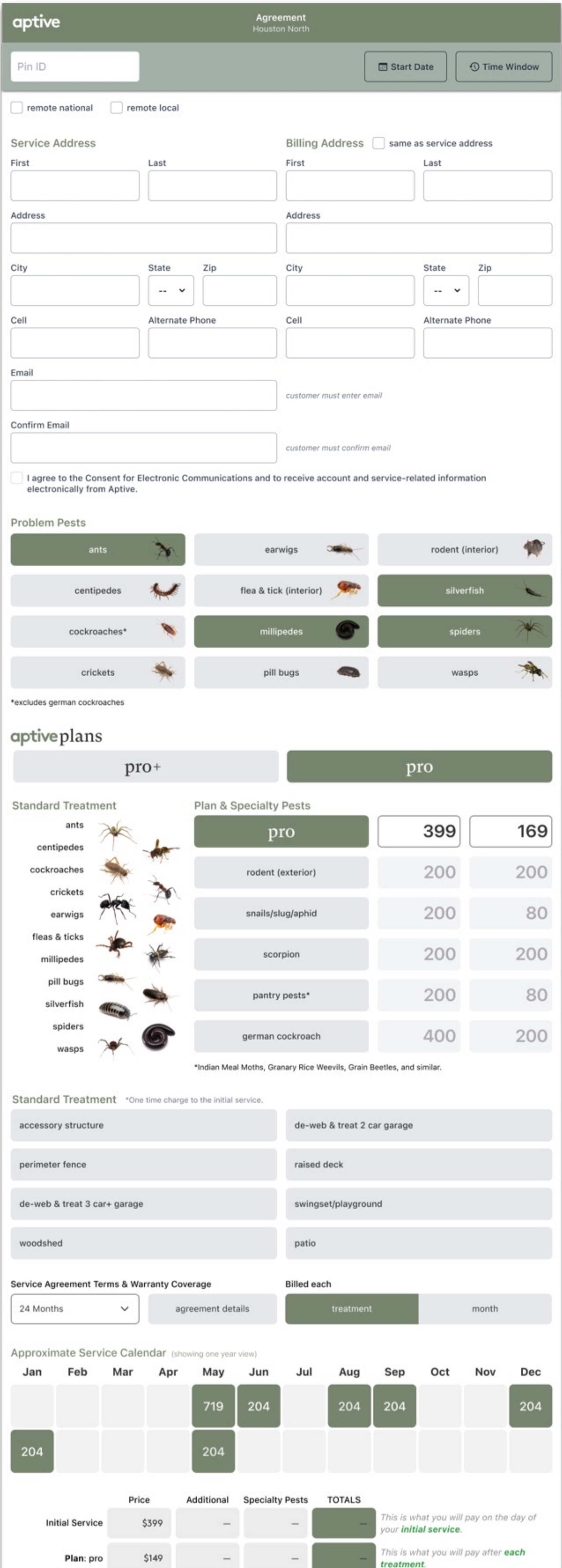
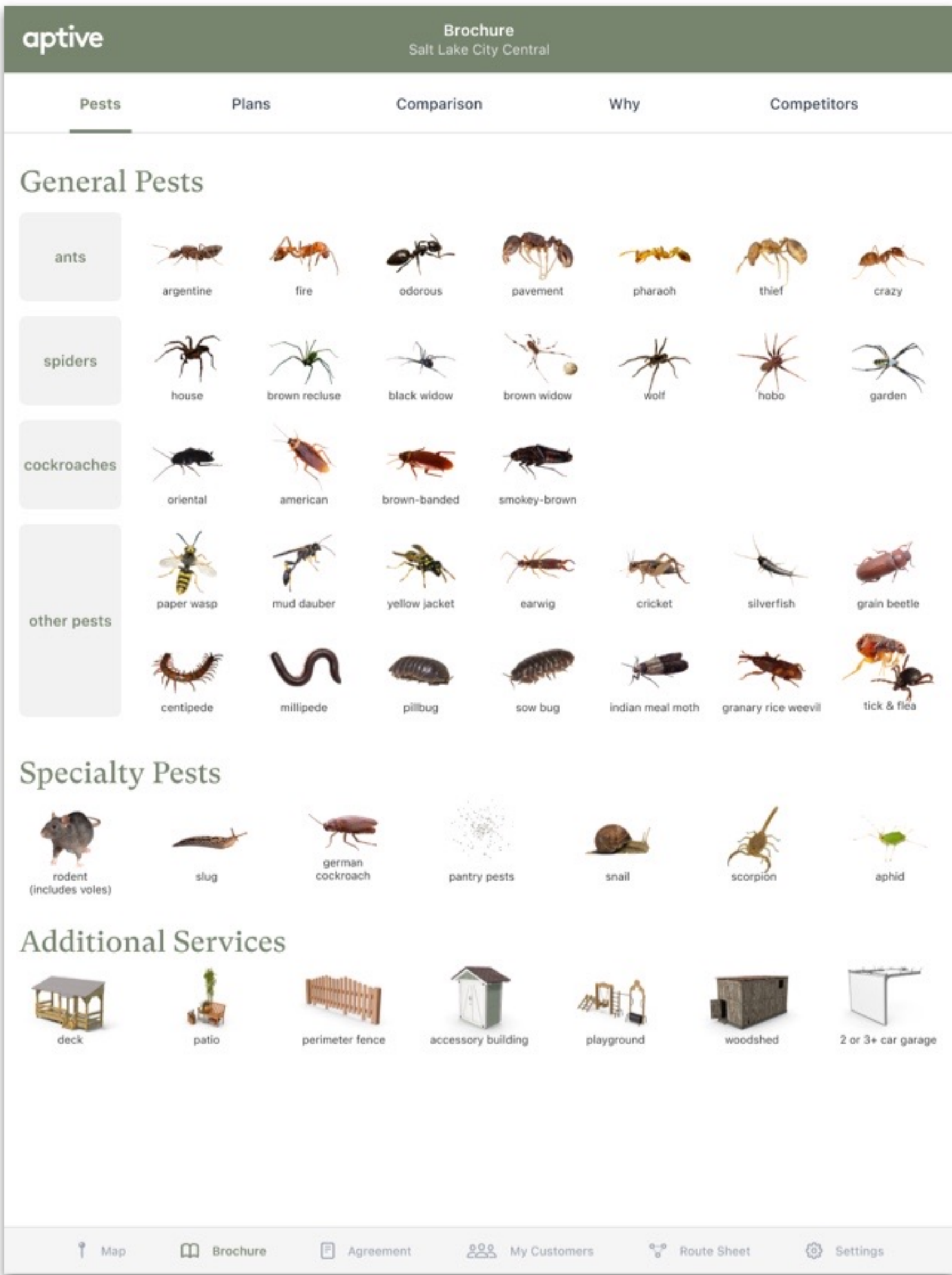
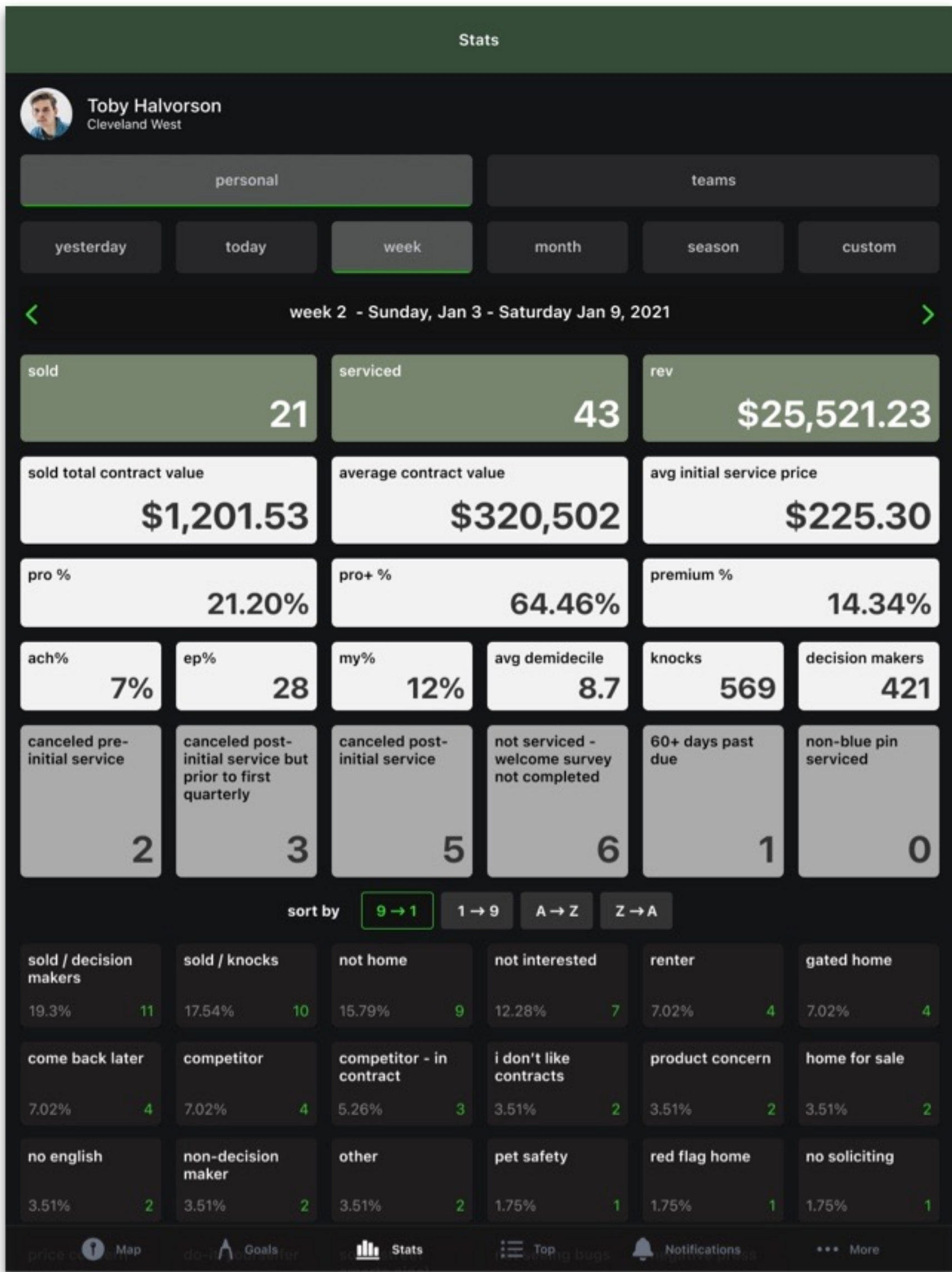
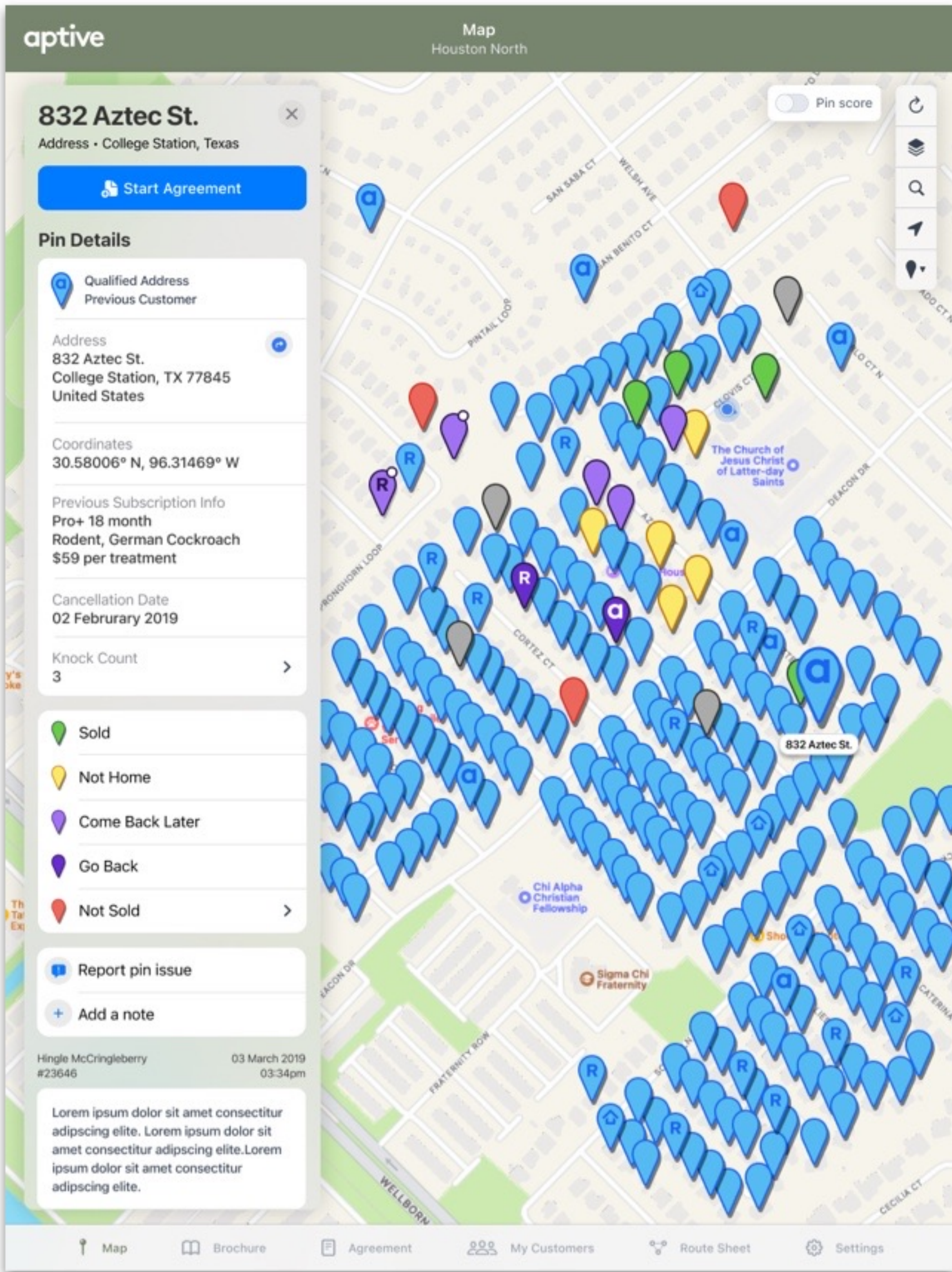
Active Revenue	Percentage	Earnings	Multi-Year Upfront Bonus	Incentives	Residual	Total Earnings	Effective Commission
\$63,750.00	30%	\$18,360.00	\$935.00	\$1,912.50	\$2,477.52	\$23,685.02	37%
\$85,000.00	40%	\$32,640.00	\$1,246.67	\$2,550.00	\$3,303.36	\$39,740.03	47%
\$106,250.00	42%	\$42,840.00	\$1,558.33	\$3,187.50	\$4,129.20	\$51,715.03	49%
\$127,500.00	45%	\$55,080.00	\$1,870.00	\$3,825.00	\$4,955.04	\$65,730.04	52%
\$148,750.00	50%	\$71,400.00	\$2,181.67	\$4,462.50	\$5,780.88	\$83,825.05	56%
\$170,000.00	53%	\$86,496.00	\$2,493.33	\$5,100.00	\$6,606.72	\$100,696.05	59%
\$191,250.00	56%	\$102,816.00	\$2,805.00	\$5,737.50	\$7,432.56	\$118,791.06	62%
\$212,500.00	58%	\$118,320.00	\$3,116.67	\$6,375.00	\$8,258.40	\$136,070.07	64%
\$233,750.00	60%	\$134,640.00	\$3,428.33	\$7,012.50	\$9,084.24	\$154,165.07	66%
\$255,000.00	62%	\$151,776.00	\$3,740.00	\$7,650.00	\$9,910.08	\$173,076.08	68%
\$297,500.00	64%	\$182,784.00	\$4,363.33	\$8,925.00	\$11,561.76	\$207,634.09	70%
\$340,000.00	66%	\$215,424.00	\$4,986.67	\$10,200.00	\$13,213.44	\$243,824.11	72%
\$382,500.00	68%	\$249,696.00	\$5,610.00	\$11,475.00	\$14,865.12	\$281,646.12	74%
\$425,000.00	70%	\$285,600.00	\$6,233.33	\$12,750.00	\$16,516.80	\$321,100.13	76%
\$552,500.00	75%	\$397,800.00	\$8,103.33	\$16,575.00	\$21,471.84	\$443,950.17	80%
\$850,000.00	80%	\$652,800.00	\$12,466.67	\$25,500.00	\$33,033.60	\$723,800.27	85%

BACKEND BREAKDOWN



Backend payouts are monthly, starting at 50% in September and increasing until it reaches 100% in April. Each payout is reduced by the upfront payment and the prior month's backend, ensuring reps earn progressively throughout the year. When backends end, residual starts shortly thereafter.

ADVANCED MOBILE APPLICATIONS



FINANCIAL FREEDOM STARTS HERE



Our reps don't just earn, they build lifestyles. Aptive creates financial stability that fuels freedom, future wealth, and unforgettable experiences.



INVESTMENTS

The top 20 sales leaders at Aptive have invested:

\$153M

REAL ESTATE HOLDINGS

804

INDIVIDUAL DOORS

\$34M

IN STOCKS, CRYPTO,
& HARD MONEY LENDING

What sets Aptive apart is the proven mentorship. Our leaders don't just show you how to sell; they show you how to build wealth and invest wisely.

FINANCIAL SECURITY

College & Travel -
Earn money for your college tuition and have the freedom to travel the world.



College
(avg 2022-2023 4 year dgre)

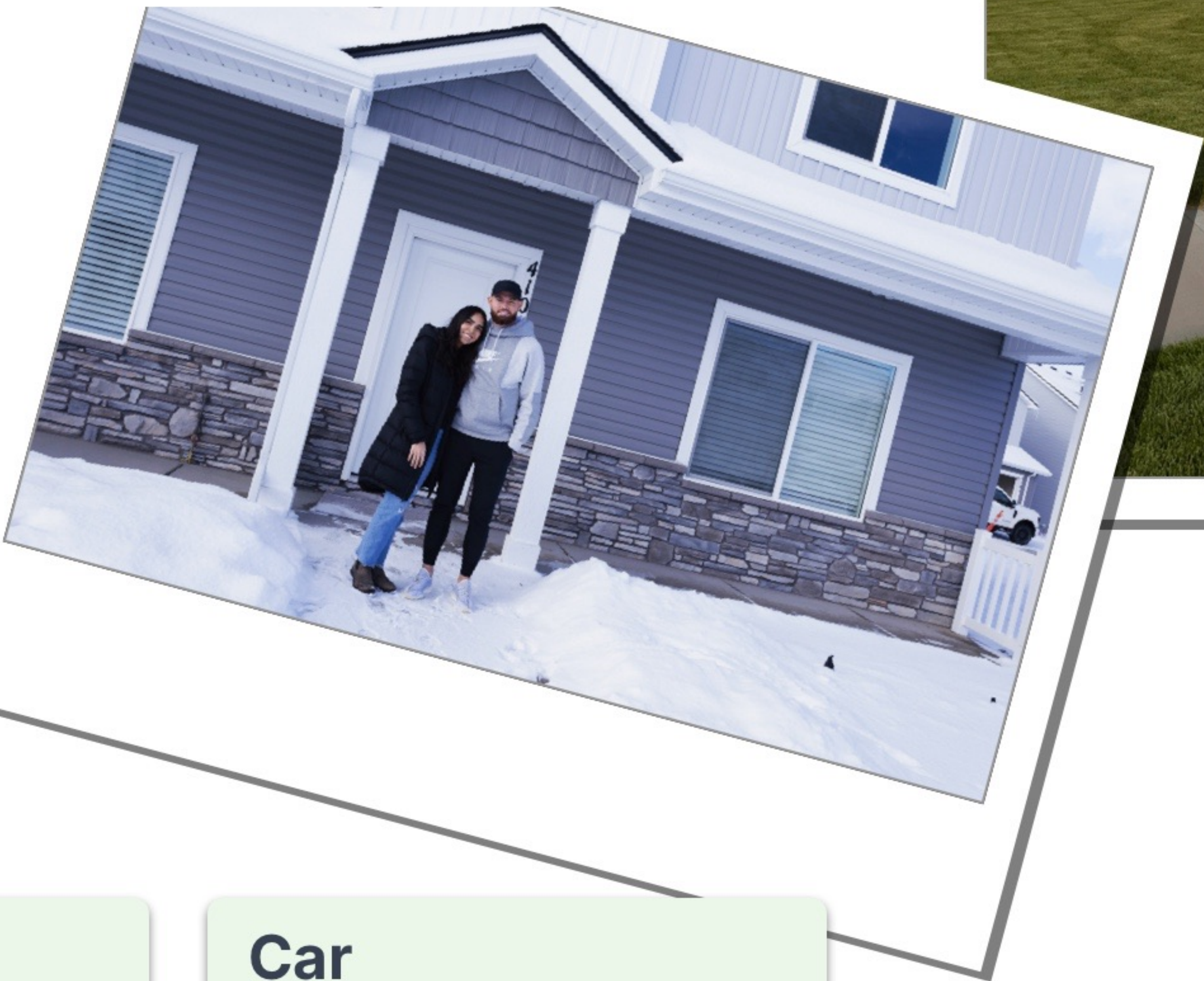
\$41,962

Travel
(Machu Picchu, 2 people)

\$4,182.00

FINANCIAL SECURITY

House & Car -
From your dream home to your next car, we help you build the lifestyle you've been working for.



College

(avg 2022-2023 4 year dgre)

\$41,962

Travel

(Machu Picchu, 2 people)

\$4,182.00

House

(median price)

\$428,700

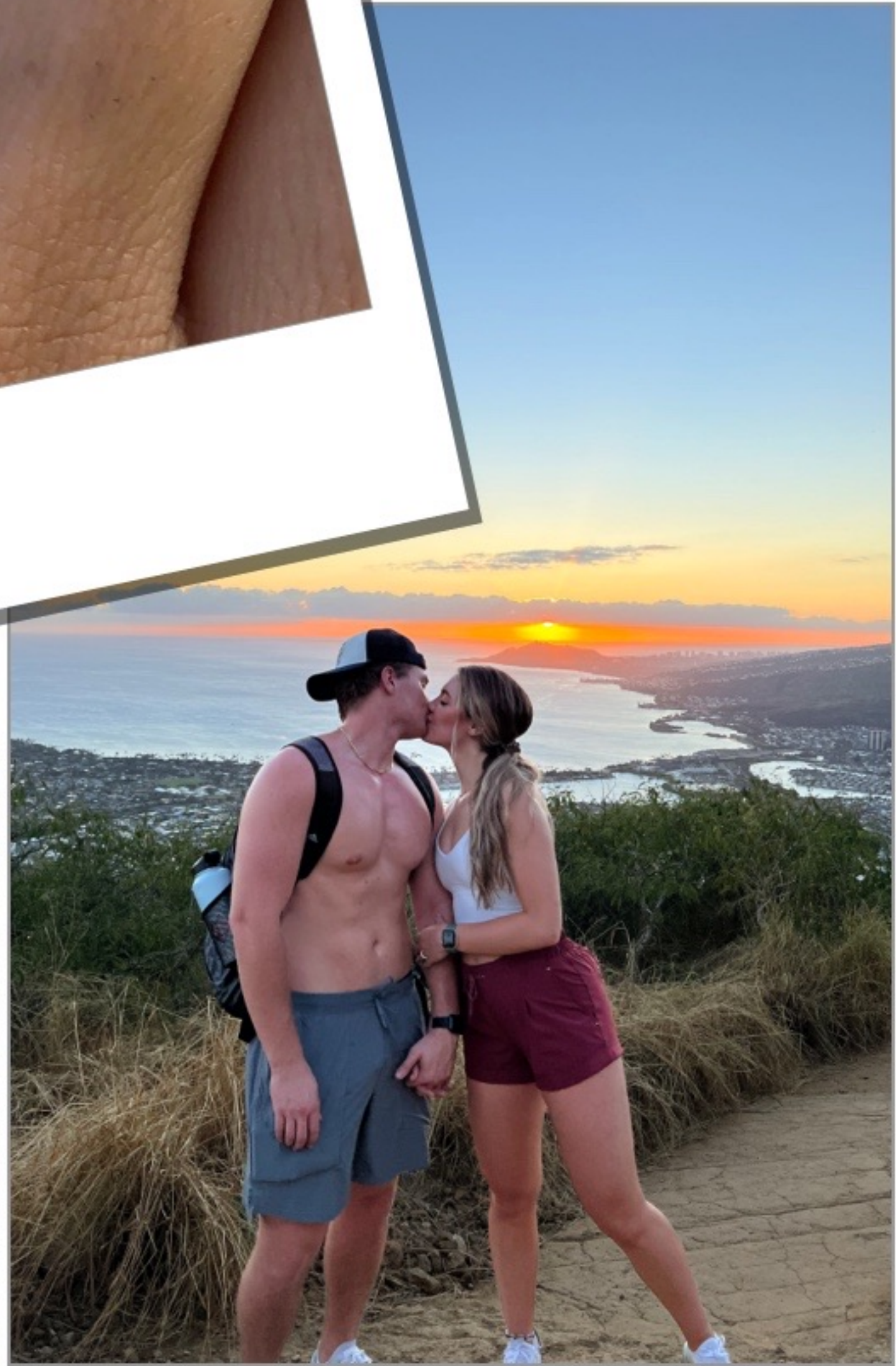
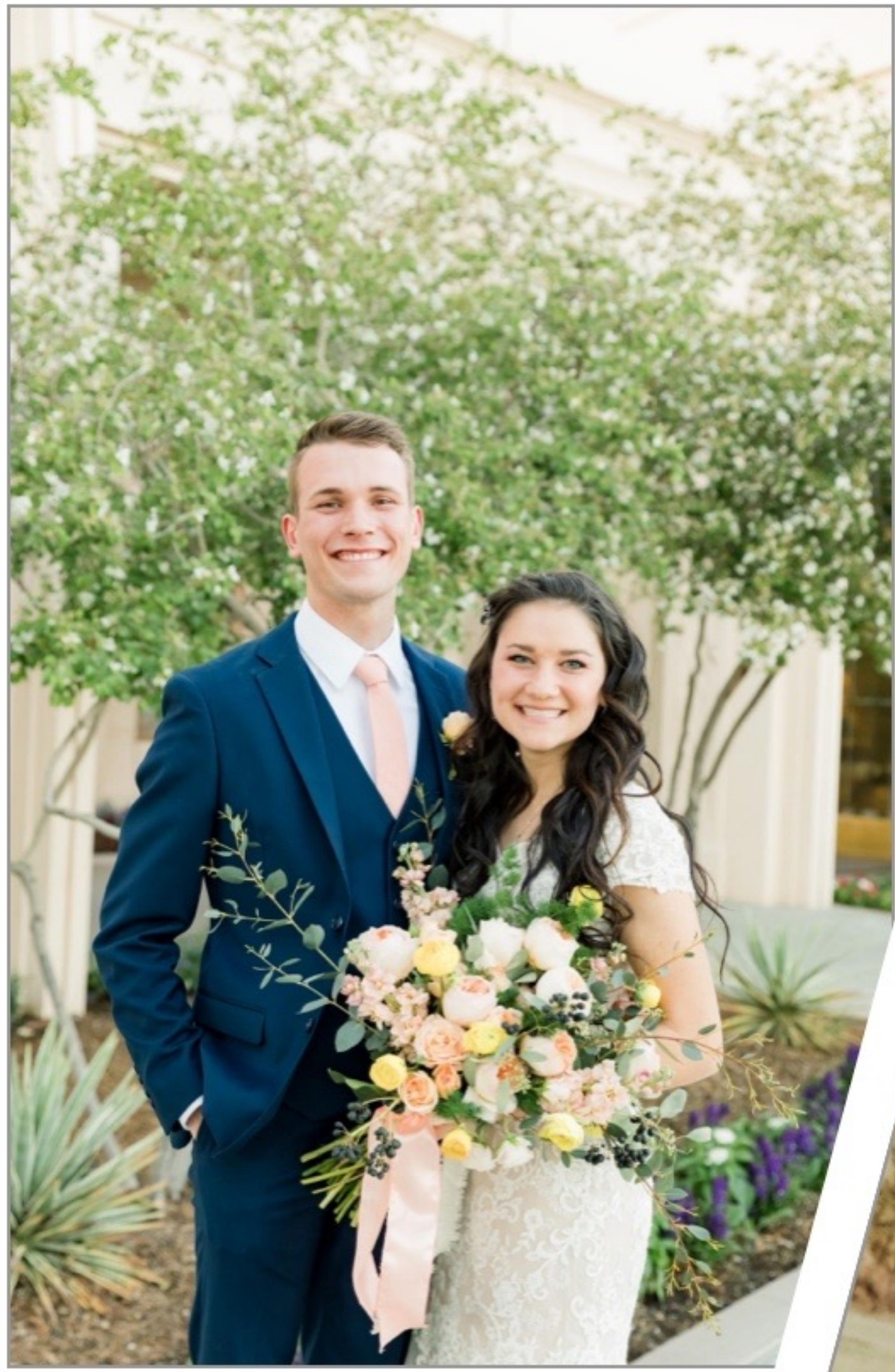
Car

(2023 Honda Civic Type R)

\$39,000+

FINANCIAL SECURITY

Wedding -
Marriage is an exciting step but can be coupled with stress of making the one you love feel special.



College
(avg 2022-2023 4 year dgre)

\$41,962

Travel
(Machu Picchu, 2 people)

\$4,182.00

House
(median price)

\$428,700

Car
(2023 Honda Civic Type R)

\$39,000+

Engagement Ring
(make it a great one)

\$6,000

Wedding
(avg price)

\$27,300

INCENTIVES



aptive