PAYQUICKER

Built for Businesses. Empowering Payees.

THE CHALLENGE

Direct selling organizations pursuing global expansion frequently encounter significant barriers in cross-border commission payments. When distributors in regions such as Latin America, Asia-Pacific, or Eastern Europe earn commissions, traditional disbursement methods—including legacy prepaid cards without EMV chip capability, ACH transfers and paper checks—introduce inefficiencies and delays. Payments may take several days to settle, and distributors often lack the ability to transfer funds seamlessly into local bank accounts.

Entering new markets further compounds these challenges. Companies must establish new banking relationships, navigate complex regulatory environments, and invest considerable operational resources—often delaying market entry by months. These payment limitations directly impact business performance. Distributors experience reduced satisfaction and engagement due to delayed access to earnings, which can negatively affect retention and recruitment. As a result, companies may struggle to remain competitive in high-growth international markets where speed, Flexibility and user experience are critical success factors.

Prior to partnering with PayQuicker, several organizations faced these constraints. 4Life relied on legacy prepaid card solutions in Latin America that lacked key capabilities, limiting the distributor experience and increasing administrative complexity. Immunotec's existing provider was unable to support the geographic scope required for its European expansion strategy, creating a potential barrier to growth. Similarly, Shaklee—following its 2022 acquisition of Pomifera—required a scalable and reliable payout partner capable of enabling rapid international expansion while maintaining continuity for its distributor network.

THE PAYQUICKER SOLUTION

PayQuicker's global payouts orchestration platform consolidates the complexity of cross-border commission payments into a single API integration — enabling direct selling companies to pay distributors in 210+ countries and territories, across 80+ currencies, instantly and reliably. Where legacy approaches require companies to manage multiple vendors, banking relationships, payment rails, and compliance frameworks across every market, PayQuicker consolidates all of this into a single scalable ecosystem — reducing operational overhead and accelerating time-to-market in new regions.

For **4Life**, PayQuicker replaced outdated prepaid card infrastructure across Latin America with a fully enabled USD account and 4Life-branded Visa debit card — providing Brand Ambassadors with immediate commission access, including a virtual card available at the moment of payout.

In **Immunotec's** case, PayQuicker enabled a European expansion strategy that had been unachievable with prior vendors — delivering branded debit cards, optimized fee structures, and a localized consultant experience across multiple regulatory environments.

For **Shaklee**, PayQuicker supported a seamless transition through an acquisition, followed by rapid expansion into Canada, Australia, and New Zealand.

With 18+ languages supported in-platform and in-house multilingual customer support, distributors in every market receive a localized experience — reducing friction and improving adoption from the moment of onboarding.

PayQuicker gives direct-selling companies the infrastructure to **pay distributors instantly, enter new markets faster, and reduce operational complexity** — delivering the modern earning experience that today's independent salesforce expects.

"If we weren't able to partner with PayQuicker for our expansion plan in Europe, we wouldn't have the presence that we currently have. PayQuicker's robust payout orchestration platform provided the seamless, scalable solution we needed to continue our growth across new markets."
Luis Ascencio, CEO
Immunotec

THE IMPACT

Across its direct selling partnerships, PayQuicker has helped companies eliminate the operational and financial barriers that constrain international growth – reducing payout processing complexity, accelerating market entry, and improving distributor satisfaction at scale.

20+ Years in Business	**210+** Countries & Territories	**80+** Currencies	**300+** Clients Supported
10+ Spend Options	**18+** Languages In Platform	**83%** of Distributors Say Instant Pay Drives Retention	**$1 Billion** In Annual Payout Volume

HOW THE PARTNERSHIPS GREW:

The depth of PayQuicker's partnerships is evident in their growth. Each relationship began with a specific need and has since expanded in scope, geography, and impact — reflecting a sustained commitment on both sides.

- **December 2022:**
  Shaklee partnership begins via acquisition of Pomifera — PayQuicker ensures seamless transition with zero disruption to the field
- **2023:**
  PayQuicker implements enhanced tax services for Shaklee, streamlining year-end reporting and compliance
- **2024:**
  Scope expands — PayQuicker enables Shaklee payouts in Canada and Australia for Pomifera
- **March 2026:**
  4Life goes live with PayQuicker across LATAM — replacing legacy prepaid infrastructure with branded Visa debit cards and instant virtual card access
- **Today:**
  All three partners — Shaklee, 4Life, and PM International — are actively expanding globally with PayQuicker. 4Life is rolling out across North America, Canada, Asia-Pacific, Africa, and the Caribbean. Shaklee is expanding into New Zealand following the Modere acquisition. Immunotec is deepening its European presence.

DIFFERENT BY DESIGN

Legacy payout systems create compounding operational risk. Companies managing global distributor networks juggle dozens of bank connections, foreign exchange fees, and manual reconciliation — and every new market adds more complexity. The result is a distributor experience defined by delays, errors, and limited spend options — directly impacting engagement and retention.

PayQuicker addresses each of these challenges through a single, intelligently orchestrated platform Intelligent payout routing automatically selects the fastest, most cost-efficient path for every transaction. Multi-rail redundancy significantly reduces failed payments, improving distributor trust and reducing support overhead. Automated tax services handle 1099, 1042-S, and T4A filing. And because it's a single API, adding a new market doesn't mean building a new integration — it means flipping a switch.

PayQuicker clients have reported cutting payout costs and reducing manual processing times by more than half.

WHY IT WORKS

The direct-selling industry is at an inflection point. Companies built on personal relationships, community, and trust are now competing in a world where distributors expect the same instant, flexible financial experience they receive from consumer fintech apps. Companies that meet that expectation grow. Those that don't face rising attrition and recruitment challenges.

PayQuicker is the infrastructure that makes that transition possible. Research bears this out: 83% of independent workers say immediate pay is important to their satisfaction and retention. For direct selling companies, that translates directly into field engagement, recruitment velocity, and distributor loyalty.

Beyond speed, PayQuicker's compliance infrastructure removes a critical barrier to international expansion. Automated KYC identity verification, AML monitoring, and multi-currency settlement are handled within the platform — allowing companies to enter new markets without building country-specific regulatory expertise or engaging additional compliance vendors.

For Shaklee, 4Life, Immunotec, and PM International, partnering with PayQuicker has yielded measurable operational improvements alongside a meaningfully improved distributor experience, demonstrating that modern payout infrastructure is both a competitive differentiator and a driver of field growth.

WHY PAYQUICKER STANDS OUT

PayQuicker stands apart as a direct selling partner not just for its global payout capabilities, but for its consistent, measurable impact on client growth, distributor experience, and operational efficiency.

Most importantly, PayQuicker operates as a long-term strategic partner. Its relationships with direct selling companies continue to expand over time—supporting acquisitions, new market launches, and evolving distributor expectations—demonstrating a sustained partnership model aligned with the Direct Selling Association's highest standards.

"If I can't pay my people, nothing good will happen — so I rely on payouts, it's the lifeblood of my business. I'll remember PayQuicker because of what they did for us when no other vendor could meet our needs."

George Wright, CEO

"From the ease of integration, to the responsiveness of their support, to the infrastructure they bring for global expansion — PayQuicker makes us look good as a company. They help us deliver the best possible partner and customer experience, which is everything in our business."

Scott Thompson, President

PAYQUICKER

Nomination: **Samir Abdulov, PM INternational AG**

PayQuicker has been our global payout provider since 2023, supporting commission and incentive payments across our international direct selling business.

As a company operating globally, we needed a payout partner that could help us manage payments efficiently across different markets, currencies, and regulatory requirements. PayQuicker has been an important part of that journey, helping us simplify and streamline payouts to our distributors worldwide.

Over the course of our partnership, PayQuicker has consistently been responsive, reliable, and easy to work with. Their team has supported us through implementations, operational improvements, and ongoing business growth, always showing a strong understanding of the unique needs of direct selling companies.

The main objective of our collaboration was to provide a better payment experience for our distributors while reducing operational complexity for our internal teams. PayQuicker has helped us achieve both by delivering a scalable and dependable payout solution that supports our global business.

We value our partnership with PayQuicker and appreciate their continued commitment to helping direct selling organizations operate more effectively on a global scale.

Nomination: **Ross Terry, 4Life**

I am pleased to nominate PayQuicker for the Direct Selling Association Partnership Award in recognition of the exceptional value they have brought to 4Life and our Brand Ambassadors worldwide.

Our partnership with PayQuicker began as part of a strategic effort to modernize and improve our commission payout experience, beginning in Latin America. When we launched with PayQuicker in March 2026, it marked an important milestone in our commitment to delivering faster, more flexible, and more accessible earnings to our field.

Before PayQuicker, we relied on legacy prepaid card solutions in LATAM that lacked important features such as EMV chip technology and local bank transfer capabilities. These limitations created friction for our Brand Ambassadors and added complexity for our internal teams.

PayQuicker provided a modern, scalable solution that significantly improved the distributor experience. Brand Ambassadors now have access to a USD account, a 4Life-branded Visa debit card, and immediate use of a virtual card when commissions are paid. They also benefit from multiple ways to access and manage their earnings, including bank transfers, purchases, and digital account tools.

In addition to enhancing the field experience, PayQuicker has helped 4Life streamline administration, reduce costs, and support compliance as we scale. Following a successful LATAM launch, we have continued expanding the solution into additional regions, including North America, Canada, Asia-Pacific, Africa, and the Caribbean.

What makes PayQuicker especially deserving of this recognition is not only their technology, but also their partnership. Their team has been responsive, collaborative, and deeply knowledgeable about the direct selling industry. For these reasons, I am proud to nominate PayQuicker for this award.

Nomination: **Joseph Agoncillo, Shaklee**

Shaklee's relationship with PayQuicker began in December 2022 following our acquisition of Pomifera, which was already leveraging PayQuicker as its global payout provider. From the outset, PayQuicker proved to be more than a payments vendor - they became a strategic partner committed to supporting our transition, integration, and long-term growth across multiple markets.

The initial scope of the engagement centered on ensuring continuity for Pomifera's commission payouts while seamlessly aligning with Shaklee's broader operational and compliance standards. PayQuicker executed this transition with minimal disruption to the field, preserving trust with brand partners during a critical period of change. Building on that, the partnership quickly expanded.

In 2023, PayQuicker partnered with us to implement enhanced tax services, helping to streamline year-end reporting and ensure compliance across a growing and increasingly complex distributor base. In 2024, the scope expanded further to support our international growth strategy, including enabling payouts in Canada and Australia for Pomifera.

Most notably, PayQuicker has played a critical role in supporting Shaklee's recent expansion across the Asia-Pacific region, including our growth in Australia and new market entry into New Zealand. This expansion followed Shaklee's strategic acquisition of Modere assets, positioning the company to extend its community marketing model and product portfolio to a new audience. PayQuicker's ability to quickly operationalize compliant, localized payout solutions has been instrumental in enabling a smooth and scalable market launch.

Throughout the relationship, PayQuicker has consistently demonstrated a deep understanding of the direct selling model and the importance of delivering a reliable, flexible, and transparent payout experience for independent distributors. Their platform empowers our ambassadors with choice and control over how and when they are paid, which directly supports engagement, retention, and overall field satisfaction.

Equally important is PayQuicker's commitment to partnership. Their team works as an extension of ours - proactively identifying opportunities for improvement, adapting to evolving business needs, and maintaining a high level of responsiveness and accountability. Whether navigating regulatory requirements, supporting new market launches, or enhancing the distributor experience, PayQuicker has remained closely aligned with Shaklee's goals.

As Shaklee continues to expand globally, PayQuicker's innovative technology and collaborative approach have made them an invaluable partner in enabling our success. Their contributions go beyond payments - they play a critical role in supporting the growth, stability, and scalability of our direct selling business.