

HOW TO SPONSOR IN THE NEW ZEALAND MARKET

Welcome to the 'How to Sponsor' guide for New Zealand. We hope the information supplied below will help you as an International Distributor to join up new Distributors in New Zealand and answer any initial questions they may have about ordering or the Marketing Plan.

Contact Details

As an International Distributor, if you have specific queries that are not answered in this document, please feel free to contact the New Zealand office at:

Neways International (NZ) Ltd
399 Rosebank Road
Avondale
Auckland
New Zealand

Mailing address

Neways International (NZ) Ltd
PO Box 71176, Rosebank
Auckland 1348

Phone: 64 9 828 9015
Fax: 64 9 828 4843
Email: info@neways.co.nz
Website: www.neways.co.nz

Contact Department: Distributor Operations
Business Hours: 8.30am - 5pm Monday through Thursday, 8.30am - 4.30pm Friday.

Neways New Zealand has a showroom facility open Monday - Friday 10am - 4pm.

Company sponsored meetings are held in different regions around the country. Please contact our office for more information on dates and times.

Neways New Zealand provide weekly email updates with information to all active NZ distributors who have provided a valid email address.

How to Internationally Sponsor into New Zealand

A Distributor Application and Agreement Form must be completed by all New Zealand Distributors.

The joining fee in New Zealand is NZ\$67.50 (GST Inclusive). This entitles the Distributor to the Neways Information Pack, 12 months' subscription to Neways' bi-monthly Healthy Homes magazine and 12 months' combined Public and Product Liability Insurance.

Neways' New Zealand Distributors are required to pay an annual Renewal Fee of NZ\$35 (GST inclusive), on the anniversary of the month they joined.

New Zealand (and Australia) uses a numeric Distributor ID number, however we are aware that some Neways countries use alpha numeric ID numbers. Our systems support both types. As an International Distributor, if you are sponsoring or ordering in New Zealand please use the same ID number that you would use in your home market.

If you are an International Distributor and wish to sponsor someone in New Zealand, you can do so in two different ways - Manual Sponsoring or Online Sponsoring.

If you choose to sponsor someone using Manual Sponsoring, you can obtain the Distributor Application and Agreement Form by contacting the Neways New Zealand office (see contact details).

The completed Distributor Application and Agreement Form can be submitted by post or fax (see contact details).

You can also choose to sponsor someone using our Online joining facilities at Neways OnLine (NOL).

As an International Distributor, there are certain conditions that apply. You can only access the NOL facility after you have sponsored one Distributor using the manual process. This initial manual sign up enables the New Zealand office to enter your details correctly on its database. You, the International Distributor, will then be required to register for NOL and by doing so, will then have the option of sponsoring future New Zealand Downline using NOL.

For more information on sponsoring online through NOL, please contact the Distributor Operations Department (see contact details).

Your new New Zealand Distributor is eligible to place orders and sponsor new Distributors upon acceptance by Neways New Zealand of the applicant's submitted Distributor Application and Agreement Form.

It is not a requirement to place an order when submitting the Distributor Application and Agreement Form, however if your new Distributor chooses to do so and the Personal Volume (PV) on the order is greater than 150PV, free shipping will apply to that first order only. If you have any questions, please contact the Distributor Operations Department.

How to place a product order in New Zealand

Neways New Zealand provides its New Zealand Distributors with three easy ordering options:

- fax
- post
- online

Please note New Zealand does not accept phone orders.

New Zealand Distributors who wish to order by fax or post need to complete a Purchase Order Form.

New Distributors will find a Neways Purchase Order Form and Distributor Price List in their Information Pack. Extra forms can be purchased from our office. Distributors can also download the Purchase Order Form from our Distributor Information Centre website at www.neways.co.nz/webfiles/Neways/files/0435Purchase.pdf - the form is located in Forms under Resources on the menu.

New Zealand Distributors also have the option of ordering online using NOL. They need to be registered to do this. Registration for NOL can occur in two ways:

1. New Distributors, who provide an email address on their Distributor Application and Agreement Form, will be registered for NOL automatically. A password will be sent to the new Distributors email address.

2. If the new Distributor does not provide an email address at the time of joining but later wishes to register for NOL, they can do so by completing an NOL Registration Form. This form is available by contacting the Neways New Zealand office or by downloading it at www.neways.co.nz/webfiles/Neways/files/NOLRegistration.pdf

All Distributor prices are exclusive of GST (Goods and Services Tax). GST in New Zealand is 12.5% and needs to be added to the total distributor cost on each order.

Orders received by 12 noon Monday - Friday are processed and dispatched the same day, for next business day delivery (rural addresses may take an extra 48 hours for delivery). We cannot and do not deliver to PO boxes.

Standard freight rate to anywhere within New Zealand is \$10.25 (including GST). A discounted freight rate of \$5.75 (including GST) is available, if no more than 2 items are ordered, with a combined weight/size no greater than 500gms or 500mls.

Accepted methods of payment include: cheque, money order and credit card (Visa and MasterCard only). If ordering on NOL, only Visa and Master card are accepted.

International Distributors are only able to place orders in New Zealand by either posting or faxing orders to our office.

Neways New Zealand does not operate a 'Preferred Customer' program.

Distributor Commission Payments

If your new Distributor would like information on the Australasian (Australia and New Zealand) Marketing Plan you can direct them to www.neways.co.nz/wawcs0116242/In-marketing-plan.html

Although they are separate countries with their own Neways offices, Neways New Zealand and Neways Australia operate a completely seamless compensation plan. Any Multiplex or Qualified Executives legs a New Zealand Distributor may have in Australia counts towards their qualification in New Zealand, according to the Australasian compensation plan.

If, as an International Sponsor, you would prefer to provide Neways Marketing Plan directly to your prospective or newly joined New Zealand Distributor, the PDF file can be saved from this website and then emailed by you.

For a New Zealand Distributor to be eligible to receive a Bonus Entitlement, that Distributor must place an order with a minimum of 150PV each volume month.

A Distributor with a title rank of Executive or above who wishes to qualify for Executive Leadership Bonuses must achieve 150PV and 2000GV for that volume month.

For an International Distributor to be eligible to receive a Bonus Entitlement in New Zealand, that Distributor must have qualified at the rank of Executive or above in their respective home country for the previous Volume Month.

When qualification is achieved, International Distributors will be paid on their New Zealand Downline according to the Australasian Marketing Plan.

Bonus Entitlements for New Zealand and International Distributors are paid on the 20th of each month for the previous month's activity. For example, November volume month Bonus Entitlements will be paid on December 20.

New Zealand Distributors can have their Bonus Payments of NZ\$5.00 or greater paid by direct deposit to a New Zealand bank account. The direct deposit facility is only available if the Distributor has included bank account details with their Application form or completed the Newways Bonus - Direct Deposit Request form. This form can be requested from our Distributor Operations Department, and then faxed/posted to our office.

If a New Zealand Distributor's Bonus Payment for a month is less than NZ\$5.00, the amount will be credited to the Distributor's Newways account and these credits can be used to offset amounts owing on future orders or charges.

International Distributors' Bonus payments are administered through the Australian office, paid in Australian dollars on behalf of New Zealand. Bonus Payments that are greater than AU\$50.00 paid by cheque (direct credit to a bank account is not available for International Distributors). If a Bonus Entitlement is less than AU\$50.00 it will be credited to the Distributor's Newways account.

If you would like further information on the Marketing Plan or Bonus Payments, either for yourself or your New Zealand Downline, please don't hesitate to contact Newways' Distributor Operations Department.