



ZURVITA™
A higher way of life.

HOW TO DO BUSINESS



AUSTRALIA



Zurvita is a leading-edge, marketing company leveraging the power of word of mouth advertising and the Internet to create the next generation, home-business opportunity. This business model creates immediate cash flow and generates long-term, residual income from proprietary health and wellness products.

How We Operate in Australia

Thank you for being interested in ZURVITA's expansion into Australia. ZURVITA is pleased to offer our renowned ZEAL products in Australia, launching **Summer 2014**. The following information should help you understand the appropriate rules of engagement, enabling you to acquire and offer ZURVITA products and the business opportunity to others in this country. Some of our US policies have been adapted to meet the needs of International Markets so please read carefully.

ZURVITA will soon be conducting business around the world, in many countries. Each country will have its own guidelines, rules and regulations, based on a multitude of factors. Independent Consultants are responsible to be aware of each countries' differences, by reading the **How to Do Business** information for each specific country.

To begin operations in Australia, ZURVITA is providing products to residents of Australia on a "Personal

Importation" basis only. This specifically means that each Australian resident purchasing Zurvita products is limited to approximately \$900 USD per shipment to avoid customs duties or GST taxes (under an Australian Customs personal exclusion for internet and postal sales). If you purchase more than this amount in a single order, you may be charged customs duties and GST by Australian Customs Services.

Although the Personal Importation dollar limitation is important, a secondary rule comes into play where a reasonable quantity for 60 days use is also applied. For this second reason, Zurvita is offering smaller packages and Builder Kits which takes this ruling into account, and which minimizes shipping costs to independent consultants and customers. Multiple purchases during a single month are allowed, if you stay within these parameters. Purchases are concluded in the USA and will be shipped directly to the customer in Australia via courier services.





Products

To begin, the only ZURVITA products formulated and labeled for Australia are:



- Zeal Wellness Wild Berry Canister
- Zeal Wellness Bold Grape Canister
- Zeal Wellness Wild Berry Single Serve Bottles
- Zeal Wellness Bold Grape Single Serve Bottles

In the future, additional products may or may not be introduced into Australia based on a multitude of factors. In almost all countries around the world, Zeal Wellness products are the first products being introduced.

Financial Matters

- Commissions and bonuses will be paid **ONLY** to ZurvitaPay accounts. ZurvitaPay is a global money management company that has partnered with ZURVITA to ensure timely and accurate delivery of funds to citizens around the world. Each new participant with Zurvita receives access to create a ZurvitaPay account. When you have received funds in your account, you may: (1) use them for additional ZURVITA product purchases (2) transfer them to your bank account in local currency or (3) use them via your ZurvitaPay issued debit card for other purchases where the debit card is accepted. **Please note you must open an account and sign-up directly with ZurvitaPay to use this service. This is done through your Z-Center (online consultant back office).**
- To be eligible for commissions, Australian residents and consultants agree to allow ZURVITA to obtain (as necessary) a United States IRS form (W-8BEN) in their behalf. This form claims exemption from USA tax withholding on commissions received. Any income taxes required to be reported or paid to the home country of any ZURVITA consultant, for commissions received from ZURVITA, are entirely the responsibility of the independent consultant and is NOT the responsibility of ZURVITA.
- All prices of products are stated in Australian dollars (AUD) only, while Volumes (such as TBV and rank volumes) and commissions paid are generally stated in USD points.



Commissions, Incentives, Bonuses, Promotions Available

- All ZURVITA incentive and bonus programs are available in Australia, except some programs may have modifications for international residents as discussed above.
- Periodic Sales Promotions conducted by ZURVITA will vary from those offered in the United States and Canada, in the form of products being offered and the time period of availability. Watch for specific International Promotions offered monthly.
- Special Provisions for First Time Purchasers. Every first purchase of a Zeal Wellness Canister also receives a complimentary (Free) Blender Bottle in their shipment. For example, first purchase by a Retail customer, Preferred Customer or Consultant of a Canister, Builders Pak or Wellness Pak (containing a canister of Bold Grape or Wild Berry) will also contain a Blender Bottle. Subsequent purchases will not include a Blender bottle. Blender bottles are NOT sold separately as a product.
- All commissions paid are stated and done so in US dollars only.
- Car Program Modifications: The Car Bonus Program is eliminated for international consultants (due to global application challenges). In lieu of this, the TBV is increased to a FLAT \$200 bonus based on TBV on the amount of \$1200. The independent consultant may use the bonus increase for any business building practice desired. There is no separate Car Program in Australia as a result.
- Commissions will be paid according to the ZURVITA commission plan with the following exceptions for international residents.
 1. ALL Team Bonuses which state a 30 day qualification period in the compensation plan, will be extended for an additional 10 days (40 total) in the first month. This is to compensate for purchase limitations and international shipping time. This includes all eligible TBV (Starter Paks & Initial order Wellness Paks). As a result, the Consultant has up to 40 days from their “start date” to achieve All Star Bonus (first bonus). If accomplished, Consultant will have an additional 30 days to achieve the Platinum All Star Bonus. After that, there is no specific time period to achieve any Team Bonus, just a 30 day “shelf life” on eligible TBV.
 2. In addition, the amount for qualification for TBV for international residents will be reduced to \$1200 with a reduction in program bonuses to be paid rather than the US \$3000. This is done to accommodate purchase limits in some countries. This will allow you to receive your bonus with 6 qualifying people as in the US.
 3. The amount of the bonus is adjusted to pay \$320 on the AllStar (first bonus) and \$400 on the AllStar Platinum (second bonus in the next 30 days).
 4. As a result of the lower cost Builder Paks for International Residents (200 BV for international vice 500 BV for US/Canada), the upline bonus payout will remain 20% but be aware that the actual amount of bonus is reduced from \$100 to \$40 USD or the equivalent in local currency.



Other Business Details

- ALL Australia residents, both customers and independent consultants, who complete a legal application (sign up) with ZURVITA, agree they are doing so under US laws and regulations, with ZURVITA accepting and making such sales, supply, and contracts in the U.S. Please see the *“Addendum for International Residents” to the ZURVITA Statement of Policies and Procedures and Terms and Conditions* for specific details.
- Australia residents agree to provide accurate personal identification information to ZURVITA in order to be accepted as independent consultants or customers. Such Identification shall include Citizens ID #, or valid passport #, or valid driver’s license #.
- Products are properly labeled for Australian regulations as a “Formulated Supplementary Sports Food” and may be resold. However, if products are re-sold, the independent consultant is wholly responsible to register for and pay any GST or other sales taxes.
- Products will be shipped directly to customer and independent consultant addresses. All should allow approximately 7 days for delivery from time of order.

Australia Country Founders Club

ALL ZURVITA recognizes that those who engage with ZURVITA in the early weeks & months of doing business in a foreign country, may not have every marketing tool available, every product available, and every other component that might exist in Zurvita’s home country (USA). In recognition of these limitations which must be patiently managed by the early-participating consultants

(referred to as pioneers), ZURVITA has created a Country Founders Program. Those qualifying for this program will receive some significant, long-term benefits, including high-level recognition and a share in a 1% pool of the countries’ sales volume (see International Founders Program for specifics).

Product Return Policy

For consultants, the Standard Return Policy (no special provisions) applies. For Preferred Customers and Independent Consultants, contact ZURVITA Customer Service to receive a Return Authorization (RA) and specific instructions for returns to receive a credit to your credit card.

For retail customers, they should contact the independent consultant from whom they purchased the product. The consultants will refund your purchase price and then they will receive reimbursement from ZURVITA according to ZURVITA’s guarantee policies.

Shipping Details and Delivery Costs

The Shipping/Delivery costs to your home or other location, are very important to us. We want to keep them as low as possible. As a result, in your country, initial shipping rates (subject to change) are listed below. We encourage you to take advantage of multiple item purchases, where possible. You may find that after your first item is purchased, additional items may have reduced shipping costs or may even ship at no

additional cost (free) due to our one flat delivery rate, available in some countries (some restrictions apply).

Australia — Single purchases are priced separately to keep costs as low as possible. However, from 7 to 15 lbs a flat rate is available for limited multiple purchases at \$34.33 AUD (Purchase restrictions apply for Australia importation for each order).





FAQs

Can I resell the product in Australia?

The product is labeled correctly for resale inside your country. However, since you are the official importer of this product under Australian “Personal Importation” rules on internet and postal purchases, the decision to resell must be up to you. However, remember if you do resell the product, you must collect and remit any sales taxes (GST) which are due.

Can I hold public meetings in Australia to build my business?

Yes.

When will ZURVITA establish a local office?

ZURVITA may make the decision to establish a local office and/or warehouse in Australia sometime in the future, based on a variety of factors, including sales volume. This decision varies with each country.

When will other ZURVITA products be available?

Additional ZURVITA products may be made available in the future. This is a decision resting on many factors, including sales volume, market interest and government formulation acceptability.

Special Provisions to Be Aware of for This Country

None.

Customer Service Contact Information

Initially, all customer service will be provided only in English, from the USA.

The hours of service Australia time, will be:
11 p.m. – 7 p.m.

Customer Service may be contacted via email at:
Australia@zurvita.com

Telephone **1-800-821-736** Australia number that connects to US.

All customer service questions should be directed to the US Customer Service Department at Zurvita.



ZURVITA™

Our mission is to create an opportunity where people from all walks of life can participate and create an immediate income as well as a long-term monthly recurring income that will last for generations. Our unique wellness products and exciting compensation plan offer every individual the opportunity to win at every level.

That's what is so wonderful about Zurvita: We want you to win, we want you to make money and we love to recognize you for your accomplishments. As our Consultants achieve their dreams by helping others reach their own, we want them to know they're heroes by treating them like royalty.

— Mark and Tracy Jarvis

www.Zurvita.com