



---

AN OVERVIEW



Presenter **Tips & Hints**

# Melaleuca: An Overview



Dear Marketing Executive,

This booklet has been created to provide a helpful outline and key words you can use as you share *Melaleuca: An Overview* with potential new customers. You've worked hard identifying and reaching out to those you want to share Melaleuca with. You've set an appointment and arranged a place to meet. Now it's time for the Overview and sharing your story about why you are passionate about Melaleuca and its life-changing products. So it only makes sense that you want to be prepared and feel confident about what you're saying.

First, remember to just be yourself, be authentic, and share how you feel about Melaleuca. You certainly don't need to be a professional presenter to be successful! The Overview was designed to be as brief or as long as you want it to be based on the needs of your audience. The benefit: your audience will remember what you talked about!

Many of the slides are designed to create a mental "breath" so the audience can refresh and stay engaged with you. Those slides require only 15 to 20 seconds and are effective in preparing the audience for the next "big idea" you're about to cover.

These tips and hints are not intended to be a script, but rather a guide to be used until you feel confident in sharing the Overview completely in your own words. Use them, along with coaching from your enroller and support team, and you're sure to be a big success. These are a compilation of what the top Marketing Executives have found to be most effective over many years of sharing Melaleuca overviews. Remember, you're sharing your story, your passion for the products, and how you've started earning life-changing residual income and bonuses. I hope you find these tips and hints useful as you build your own Melaleuca business!

Darrin Johnson  
Senior Vice President of Sales







NOTES: .....

.....

.....

.....

.....

.....

## Wellness matters in every aspect of your life.

Wellness is the key concept behind everything Melaleuca does. Melaleuca and its customers believe that by focusing on wellness we can change our world...one customer at a time. Our products create life-changing wellness by providing solutions that help you improve in three distinct areas of your life:

1. Your physical health
2. Your environment (including your home, your community, and the world itself)
3. Your personal life

### SHARE

*How has Melaleuca improved your wellness? Share how the changes make you feel. Share any stories of others you know who have seen marked changes.*



NOTES: .....

.....

.....

.....

.....

## Healthy living doesn't have to come with a hefty price tag.

Melaleuca is a manufacturer with a membership-based online shopping club that offers 350+ exclusive wellness products.

For an enrollment fee of just RM70, your membership allows you to shop monthly for Melaleuca products at a 30%-50% discount—shipped conveniently right to your door.

# MALAYSIA.MELALEUCA.COM

Melaleuca Is Both the **Manufacturer** and the **Store**

**350+** Wellness Products  
Manufactured by Melaleuca

**Over US\$2 Billion** in  
Annual Sales



## What is Malaysia.Melaleuca.com?

Malaysia.Melaleuca.com is an online wellness store that provides unsurpassed quality at significant discounts with the convenience of online shopping.

We're revolutionizing the way customers are shopping for consumer goods, and the money we save in this process allows us to deliver better, safer, higher-quality products that replace the kind of products you already use.

**Melaleuca is both the manufacturer and the store.**

US\$2 billion in annual sales and growing.

### TRANSITION

*What I love most about Melaleuca is that it's a different kind of company. Let me show you what I mean.*

NOTES: .....

.....

.....

.....

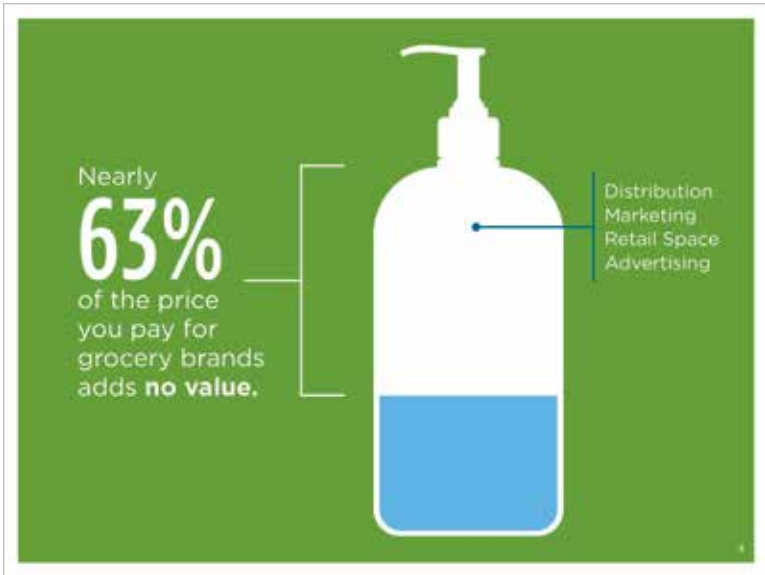
.....

.....

.....

## Did you know that most of what you pay for grocery store products isn't for the product itself?

Grocery stores and other retailers spend up to 63% of the product price you pay toward warehousing the product, marketing the product, advertising the product, and getting the product onto store shelves. In short, up to 63% of the price you pay goes toward nothing of real **VALUE** to you.



NOTES: .....

.....

.....

.....

.....



NOTES: .....

.....

.....

.....

.....

.....

Unlike other companies, Melaleuca manufactures, markets, and distributes its own products, which means we can use that **63%** in ways that benefit our customers.

Unlike big, publicly traded companies, Melaleuca is an Idaho-based, privately held, 100% debt-free company.

**From sourcing ingredients locally to manufacturing locally to distribution across the globe, we do it all.**

By cutting out the middleman and other costs like advertising, distribution, etc., Melaleuca can do more with these dollars.

**TRANSITION**

*What does Melaleuca do with the extra 63%? Two things...*



NOTES: .....

.....

.....

.....

.....

**We invest back into our products.**

Those extra dollars go a long way toward buying **better, more effective**, and often **more natural ingredients**.

Better ingredients make better products.

And Melaleuca can afford to **manufacture** their formulas at their own facilities. So products are made **fresh** according to Melaleuca's stringent quality-control standards. This also eliminates excessive shipping by cutting out the middleman. No shipping to warehouses or retail outlets ensures products are fresh and prices are kept low by shipping directly to customers.

And we  
**GIVE**  
back to our  
customers.

Revenue sharing.  
Melaleuca rewards  
you when you refer  
others to shop.

NOTES: .....

.....

.....

.....

.....

.....

.....

## And we give back to our customers.

Instead of advertising on television, Melaleuca shares revenues with customers who are willing to introduce the products and shopping club to their friends and family.

Over its 32+ year history, Melaleuca has paid out over \$5 billion to its customers just for referring other customers!

Tens of thousands of customers receive a check from Melaleuca every single month.

Melaleuca is a different kind of company because of **WHAT** it does, **HOW** it does it, and **WHY** it does it.

I like knowing I'm getting the best products and a great value. And I **LOVE** knowing Melaleuca shares its revenue with families like mine...and yours.

### SHARE

*To give you an idea of how revenue sharing works, I can tell you my largest check so far was RM\_\_\_\_\_, and my most recent check was about RM\_\_\_\_\_, just for introducing others to Melaleuca products!*

*This might not be the amount you earn. Everybody's earnings are different and depend on a number of factors. If you are interested, I can explain these factors towards the end of the overview.*

*To be clear, I don't get paid for selling the products, but for introducing Melaleuca and helping others set up their shopping accounts. Melaleuca is simply sharing their advertising dollars with me.*

Same dollars, better spent.

**350+**  
PRODUCTS

- Higher Quality, Better Value
- Solutions for Today's Health Concerns
- Safer for Your Home
- Better for the Environment

NOTES: .....

.....

.....

.....

.....

## The money you're spending at the grocery store could be buying you so much more!

Since Melaleuca is using that extra 63% to produce better products, switching brands to Melaleuca makes sense for hundreds of thousands of customers.

**With more than 350 products**, you can replace almost all of your everyday essential products that you would normally purchase at a big box store with **better, safer, higher-quality products**.

Every year, Melaleuca's product line continues to innovate and grow. This is how healthy living can be easy and affordable for everyone.





NOTES: .....

.....

.....

.....

.....

.....

.....

## Melaleuca wellness products are organized into six essential categories.

To achieve improved wellness, Melaleuca **develops** and **manufactures** hundreds of products in a range of categories.

At Malaysia.Melaleuca.com you'll find a wide variety of products, including nutritional products and supplements, beauty and personal care items, and laundry and home cleaning solutions.

Melaleuca shoppers spend **less time at the grocery store** because they can skip six or more aisles!

### ASK

*Ask if your audience knows how much they spend on nutrition, sports nutrition, weight loss, healthy snacks, dental care, skin care, hair care, over-the-counter medications, and laundry, dish, and home cleaning products every month. Remind them that these are often "hidden costs" because these types of products "sneak" onto the grocery receipt even though they never make it to the dinner table. The total is probably more than they realize.*

### SHARE

*How has your grocery shopping experience changed since shopping with Melaleuca? Are your trips shorter? Less frequent? Have you saved money?*

We want every year to be **healthier** than the last.

### And yet...

- 90%** of us have unhealthy diets
- 80%** of us don't get enough exercise
- 69%** of us are obese or overweight
- 90%** of our time is spent indoors
  - Indoor air quality is 2-5 times worse than outdoors
  - Cleaning your home with products containing toxic chemicals is as dangerous for your lungs as smoking a pack of cigarettes a day for 20 years

"Only 1 in 10 Adults Get Enough Protein or Vegetables, Study Finds," USA Today, 20 November 2017. Web.

Ryan Jettie, "CDC: 80 Percent of American Adults Don't Get Recommended Exercise," CBS News, 22d November, 3 May 2015. Web.

"Obesity and Overweight," Centers for Disease Control and Prevention, 14 January 2015. Web.

"Indoor Air | Communities | New England | USEPA," Environmental Protection Agency, 10 September 2016. Web.

Dieter Schmitt et al., "Cleaning at Home and at Work in Relation to Lung Function Decline and Airway Obstruction," American Journal of Respiratory and Critical Care Medicine, February 16, 2016.

NOTES: .....

.....

.....

.....

.....

## We all want to be healthier. But the reality is that very few of us are achieving that goal.

We all want a healthier, more vibrant life. And yet the statistics tell us we could use some help!

Imagine if we could find a way to help overcome some of these obstacles.

### ASK

*Find out which of these statistics best describes the health issue your audience would most like to improve. This can help you focus on the Melaleuca products most closely associated with that issue as you introduce the products in more detail.*

### TRANSITION

*Melaleuca products and programs are designed to address these overwhelming health concerns.*



Innovative  
**NUTRITION**  
only available at Melaleuca.

No one else has our products.  
No one else has our research.





NOTES: .....

.....

.....

.....

.....

.....

.....

## Better health starts with providing your body the nutrition it needs to perform at its peak.

The modern diet is calorie-rich and nutrient-poor. Even those of us who try to eat right are at the mercy of the soil where our food is grown. Trace minerals and other micronutrients aren't as present in our foods as they were decades ago.



That's why Melaleuca has developed such a broad line of innovative nutritional supplements: to provide your body the elements it should be getting from your diet—but isn't.

**Melaleuca supplements feature only the highest-quality ingredients and patented technologies like *Oligo*® to deliver nutrients to your body just like eating natural plants would.**

### SHARE

*Share a personal experience about using Melaleuca supplements. Tell your story in a way that is relevant to the needs and condition of your audience.*

**SPORTS NUTRITION**  
for everyone.

- Advanced **fat-conversion** technology
- 4-electrolyte formula for **maximum rehydration**
- Antioxidant energy blend for **sustained performance**
- High-quality protein for ultimate **post-workout recovery**

NOTES: .....

.....

.....

.....

.....

## An important part of improving your health is regular exercise. Melaleuca helps you get the most from every workout.

Melaleuca's sports nutrition products can't do your exercise for you. But they can make the experience far more rewarding.

How? By providing your body with the nourishment it needs before, during, and after workouts.

The result is more energy during your workout, improved recovery after your workout, and less soreness and fatigue between workouts.

### SHARE

*Share your personal experience with any of the sports nutrition products. Have you lost pounds? Gained strength? Set a new performance record? How have they changed how you feel during a workout? Have you been able to exercise more frequently? How do you feel between workouts?*

Improved  
**DIGESTIVE HEALTH**  
for improved overall health.




3 billion colonies of acid-resistant probiotics

A unique blend of seven soluble and insoluble fiber sources

- 1 in 3 adults suffers from digestive problems
- Refined foods, aging, stress, and even prescription medications are to blame
- A healthy digestive system helps keep the rest of the body's systems functioning at optimal levels

NOTES:.....

.....

.....

.....

.....

.....

.....

## Healthy digestion creates benefits throughout the entire body.

The modern diet and a high-stress lifestyle have led one in three adults to suffer from digestive problems. That's why Melaleuca offers a wide range of products to address multiple areas of digestive health.

### SHARE

*Share your experience with Melaleuca's suite of digestive health products. Consider having FiberWise® Drinks on hand for customers to try for themselves.*

Premium  
**COFFEE.**

Premium  
**TEA.**




**Mountain Cabin® Premium Coffee**  
A collection of small-batch roasted, incredibly delicious whole bean, ground, and single-serve arabica coffees.

**Hidden Garden™ Premium Tea**  
The very finest green, black, and herbal teas from the world's most exclusive plantations.

NOTES:.....

.....

.....

.....

.....

## Coffee and tea are some of the most consumed beverages in the world. Nobody offers better-tasting, more healthful choices than Melaleuca.

Some of the finest high-altitude coffee blends in the world are small-batch roasted and can be delivered right to your door.

Our premium tea uses the highest-quality tea leaves picked at the peak of maturity and packaged in our innovative pyramid sachets to bring out their fullest flavors.

### SHARE

*Tell them your personal experience with Mountain Cabin™ Premium Coffee or Hidden Garden™ Premium Tea. Better yet, offer a hot cup so your audience can experience the product for themselves.*

Personal care products for all of your family's

# DAILY NEEDS.

NO unsafe fragrances  
NO formaldehyde  
NO parabens  
NO phthalates  
NO unsafe dyes  
NO triclosan

NOTES: .....

.....

.....

.....

.....

.....

## Personal care products also play an important role in keeping your family healthy.

At Malaysia.Melaleuca.com you'll find dozens of product brands Melaleuca has developed to improve your body from the outside in.

Hand wash, body wash, lotions, dental care, hair care, an acne treatment system, and an entire line of the world's finest essential oils—all designed to improve your wellness and all at the fingertips of Melaleuca Preferred Members with prices that are discounted 30%-50% all day, every day.

The best part is these products rely heavily upon nature to deliver the results you're looking for. You won't find parabens, triclosan, or other dangerous ingredients. Just pure goodness for you and your family!

### SHARE

*Share your personal experience with any of the pictured products.*

*Sei Bella*

A total approach to

# BEAUTY.

- An innovative line of skin and hair care that achieves superior results through clinically researched ingredients
- A vibrant line of color cosmetics to bring a sophisticated edge to your look while adding benefits to your skin

NOTES: .....

.....

.....

.....

.....

## Melaleuca also offers an entire line of luxury skin care, hair care, and color cosmetics that rival the world's most exclusive brands. Its name? Sei Bella®.

*Sei Bella*—Italian for “you are beautiful”—is on a mission to put a spotlight on every woman's unique beauty. After all, you're the leading lady in your own life story.

You deserve products that put you front and center, whether it's drawing attention to that dazzling smile, bringing out those striking cheekbones, or simply letting your skin glow. *Sei Bella* allows you to celebrate your beauty: let it shine!

### SHARE

*Share your personal experience with any Sei Bella product.*

**PURE™**  
**ESSENTIAL OILS.**  
 Purity tested.  
 Quality guaranteed.

- Pure essential oil extracted directly from a traceable botanical source.
- Tested to meet stringent quality specifications
- Harvested using sustainable and ethical practices
- Guaranteed to not contain synthetics or impurities
- Incredible value vs. the competition

NOTES: .....

.....

.....

.....

.....

.....

.....

**PURE™ Essential Oils deliver uncompromising quality, tested and documented purity, and unmistakable aromatic excellence.**

Do not be misled by the high prices other companies charge for their oils. An overpriced oil is not higher in quality, it is simply overpriced.

**SHARE**

*Share how you use essential oils in your home. For example, do you diffuse them in your child's bedroom to help them relax at night? Does Blue Heat help soothe stiff, aching muscles? What are your favorite oils and why?*

*If your customers ask about "Therapeutic Grade," you can share the following statement from the National Association for Holistic Aromatherapy, one of the leading aromatherapy organizations in the world: "The truth is that there is no such thing as 'therapeutic grade' (or grade B, C, or D). A grading system, quite simply, does not exist for essential oils. It is a product of marketing and marketing alone."*

*Though Melaleuca does not market their oils under the fabricated and unregulated "Therapeutic Grade" moniker, rest assured that no other oils in the world are of a "higher grade" or "more pure" than Melaleuca's line of PURE Essential Oils.*

**SAFER**  
 cleaning solutions  
 for your home.

- Plant-derived, biodegradable ingredients
- No harsh, harmful chemicals
- Time-tested formulations that work better

NOTES: .....

.....

.....

.....

.....

**Keeping a clean home should benefit your health, not harm it.**

Few people realize that the most poisonous items in their homes are the ones they use to clean with.

For more than 30 years, Melaleuca has looked to nature to uncover solutions that clean as well as or better than the competition without the need for caustic chemicals.

That way everyone can enjoy a safer home without the worry of harming themselves or their family in the process.

Plus, cleaning with plant-derived solutions instead of brute chemical force does less damage to the item being cleaned or laundered.

**SHARE**

*Share your personal experience with any EcoSense® product. What problem has the product helped you solve? How did it feel to remove toxic products from your home and replace them with EcoSense products?*

Toxic chemicals in cleaning products linked to

# LUNG DAMAGE.

20-year independent study says using cleaning products containing toxic chemicals as little as once per week is as bad for lungs as smoking a pack of cigarettes a day.

- 20-year independent study
- 6,235 subjects
- Use of spray and liquid home cleaning products monitored
- Lung capacity tested regularly
- Results compiled by 28 top researchers from 9 countries
- Peer reviewed and published in the American Journal of Respiratory and Critical Care Medicine
- Received international media attention

Wolke, S. et al. "Chemicals in Home and at Work as Predictors of Lung Function Decline and Airway Obstruction." American Journal of Respiratory and Critical Care Medicine, February 19, 2018.









NOTES: .....

.....

.....

.....

.....

.....

## Independent lung study says using cleaners containing dangerous chemicals are as bad for lung health as smoking a pack of cigarettes a day for 20 years!

This landmark study revealed what many of us have been suspecting for years: the dangerous chemical ingredients in generic brand kitchen, bathroom, and all-purpose cleaners are causing significant, permanent lung damage for those who use them.

The study specifically named ammonia, chlorine bleach, and quaternary disinfectant compounds as some of the likely culprits. But there are also many other dangerous compounds that generic brand cleaners use.

When those chemicals are breathed into your lungs as little as once a week, they damage the sensitive tissues and deplete lung capacity at the same rate as someone who smokes a pack of cigarettes a day!

### SHARE

*Share how you felt when you first learned of this lung study and the implications for you and your family.*

Clean home. Clean streams. Clean conscience.

**NO**  
INGREDIENTS  
**WITH**

- chlorine bleach
- ammonia
- abrasives
- phosphates
- quaternary disinfectants
- phthalates
- triclosan
- parabens
- formaldehyde

No childproof caps required!



Cleaning Product Type	Main Harmful Ingredient in Grocery Store Brands	Use This EcoSense® Product Instead
Foaming Bathroom Cleaner	Chlorine Bleach	Tub & Tile™
Multi-Surface Cleaner	Quaternary Disinfectants	Tough & Tender™
Mirror and Glass Cleaner	Ammonia	Clear Power™
Disinfectant Spray	Quaternary Disinfectants	Soft-Guard Botanical™
Toilet Bowl Cleaner	Chlorine Bleach	Safe & Mighty™
Laundry Bleach	Chlorine Bleach	Healable™
Multi-Surface Degreaser	Quaternary Disinfectants	HoldMagic™

28

NOTES: .....

.....

.....

.....

.....

## Products that are safer for your home are also better for the planet.

What makes the EcoSense® line of products so great is not **WHAT'S IN** them, it's **WHAT'S NOT IN** them that makes all the difference.

### SHARE

*Share what it means to you to be part of a company that considers environmental wellness a part of your own overall health. Describe how it feels to keep your family safe and clean without harming the environment.*

Better for the **ENVIRONMENT.**

- Most of Melaleuca's cleaning products are **4x**, **6x**, or even **12x** concentrated
- Concentrated products mean less fuel spent in transportation and less plastic and water wasted
- Nobody concentrates cleaning products like Melaleuca

Since 1985, Melaleuca customers have saved:

- LESS WASTE** 260 million pounds of plastic
- LESS ENERGY** 167 million tons of gasoline
- CLEANER AIR** 50 million pounds of greenhouse gas

## Less waste helps the planet and your pocketbook.

Being green doesn't mean you have to spend more money. Because our products are super-concentrated, you're enjoying significant value compared to the products you're already using, and you're helping the environment.

NOTES: .....

.....

.....

.....

.....

.....

.....

Save more. Waste less.

**6X** CONCENTRATED = 3 Bottles of T Brand 95 loads combined

MelaPower<sup>®</sup> 6x 95 loads **RM63.85** VS **RM149.13**

Compare and Save

**12X** CONCENTRATED = 5.68 Bottles of M Brand 2.63oz combined

Clear Power<sup>®</sup> Plus 2.63oz **RM25.00** VS **RM31.80**

**12X** CONCENTRATED = 5.68 Bottles of M Brand 2.63oz combined

Tub & Tile<sup>™</sup> Plus 2.63oz **RM28.00** VS **RM39.10**

## Save more when you waste less.

Concentrated products that use smaller packaging last much longer. Many *EcoSense* products are 4-, 6-, or 12-times concentrated! No other company focuses on concentrated formulas like Melaleuca.

Concentration has many benefits, not the least of which is cost savings!

Here are just three examples of Melaleuca products that provide a much lower cost per use than the market leader.

These are just a few examples of how Melaleuca uses that additional 63% to create better, safer products while passing the savings on to their customers.

### SHARE

*Share an example of a Melaleuca product that has helped you save money.*

NOTES: .....

.....

.....

.....

.....





# A SHOPPING CLUB with membership perks.

Why becoming a Preferred Member just makes sense:



- 30%-50% Discount Off Regular Prices
- Better, Safer Products
- No Risk—60-day 100% Satisfaction Guarantee
- Product Bonus Program—Get Free Products
- Lifetime VIP—Exclusive Loyalty Program That Rewards Preferred Customers

## Melaleuca is a shopping club with substantial membership perks.

Melaleuca exists to enhance the lives of its members. Preferred Members enjoy numerous benefits including:

- o Convenient online 24/7 shopping
- o A 30%-50% discount on better, safer wellness products
- o Direct-to-your-door shipping
- o Amazing customer service
- o A no-risk, 100% satisfaction guarantee

Shopping with Melaleuca is fast, easy, and smart.

NOTES: .....

.....

.....

.....

.....

.....

.....

### Shopping with Product Points is easy.

Melaleuca offers **350+** products equaling **5,000+** Product Points.

# 35+

When you choose to shop monthly for at least 35 Product Points, Melaleuca gives you significant rewards.



## Shopping with Product Points is easy.

Every Melaleuca product is assigned a Product Point value. Preferred Members purchase products totaling 35 or more Product Points every month.

Think of Product Points as Melaleuca's way of bringing consistency to the value of the monthly products you select. Most importantly, Product Points are used as the rewards system to pay back Preferred Members for their ongoing loyalty. You're rewarded for every single product you buy!

You may be thinking: can my household use products totaling 35 Product Points every month? The answer is: you're probably already purchasing products equal to hundreds of Product Points every month from the grocery store! The minimum is set at 35 so even single households can easily maintain their benefits.

NOTES: .....

.....

.....

.....

.....

### SHARE

*I've found my family buys products totaling \_\_\_\_\_ Product Points each month.*

*Share other stories about the average order size of your Preferred Members who are single, couples, and families.*

**MONTHLY SHOPPING**  
is what makes it all work.

**When you:**  
Become a Preferred Member with an enrollment fee of RM70.  
Shop for 35+ Product Points monthly.

**Melaleuca gives you:**  
30%–50% discounted prices  
Natural, safer, more effective products.  
Fresher products—we manufacture just in time.

**No risk. Cancel at any time.**

## Melaleuca works because Preferred Members shop every month.

Melaleuca is able to deliver so many high-quality products at a 30%–50% discount because Preferred Members shop on a monthly basis.

When you become a Preferred Member and purchase products equaling 35+ Product Points every month, Melaleuca can provide amazing shopper benefits.

There is no risk in becoming a Preferred Member. You can cancel at any time.

NOTES: .....

.....

.....

.....

.....

.....

.....

Never be without your **FAVORITES.**

When life gets in the way and you forget to shop—no problem! Melaleuca **protects your membership**—including your discounts and benefits—by sending a monthly delivery.

- Personalize a **Select Pack** with a range of your pre-selected favorite products
- Alternatively, try a variety of products selected by Melaleuca with a **Backup Order**
- Either qualifies as **monthly shopping**
- **No hassle**, billed directly to your account

## Here’s what I love about the Select Pack order:

- My Select Pack is a subscription box that is sent to me on the months I don’t place an order.
- That way I’m never without the Melaleuca products I rely on month after month.
- No worries about running out of my essential Melaleuca products, which means peace of mind.
- Flexibility to adjust my Select Pack as I discover new products.
- Protects all of my Preferred Membership benefits should I forget to order.

### SHARE

Share which products are in your Customized Membership Pack and why you chose them.

*For example: “My personalized Select Pack contains a bottle of Renew® Lotion, a Vitality 6 pack for me, Koala Pals Shakeables for my kids, Lemon Brite Dishwashing Liquid and MelaPower 6x Laundry Detergent. I mean, it’s the things I need no matter what! You know, I’ve been a shopper for three years, and my life has been hectic. It’s been a crazy ride. But I have never, ever forgotten to shop for my family. In fact, many times I shop at Malaysia. Melaleuca.com two or three times a month.”*

NOTES: .....

.....

.....

.....

.....

**LIFETIME**  
VIP Program

Melaleuca's exclusive loyalty program that rewards Preferred Customers.

**Benefits of being a Lifetime VIP**

- Welcome Gift**  
Receive a Welcome Gift and your Lifetime VIP card when you reach a Lifetime VIP level for the first time.
- Lifetime VIP Promotions**  
Eligible to participate in exclusive Lifetime VIP Promotions (15% off for Silver, 20% off for Gold and 25% off for Platinum on selected products).
- Loyalty Shopping Dollars**  
Earn Loyalty Shopping Dollars every time you shop. The earlier in the month you order, the more you earn.
- Bonus Gifts**  
Get rewarded with Bonus Gifts the longer you shop with us.

NOTES: .....

.....

.....

.....

.....

.....

.....

## Melaleuca rewards Preferred Customers with exclusive benefits through its Lifetime VIP Program.

Shop a minimum of **45 product points** for 6 consecutive months to qualify for **Silver level**, **50 product points** for 6 consecutive months to qualify for **Gold level**, or **50 product points** for 30 consecutive months for **Platinum level**. As a Lifetime VIP member, you will be entitled to a welcome gift and privileges, including:

- o **Welcome Gift**  
Receive a Welcome Gift and your Lifetime VIP card when you reach a Lifetime VIP level for the first time.
- o **Lifetime VIP Promotions**  
Eligible to participate in exclusive Lifetime VIP Promotions (15% off for Silver, 20% off for Gold and 25% off for Platinum on selected products).
- o **Loyalty Shopping Dollars**  
Earn Loyalty Shopping Dollars every time you shop. The earlier in the month you order, the more you earn.
- o **Bonus Gifts**  
Get rewarded with Bonus Gifts the longer you shop with us.

Melaleuca is built by customers who **LOVE** our products.

That's why referring customers makes sense for so many people!

NOTES: .....

.....

.....

.....

.....

## We actually partner with our customers.

How do we partner? You agree to shop each month at our online store for 6-8 products, and we use our sophisticated systems to accurately forecast your order. That allows us to produce your products Just In Time for your order. This means we save on excess warehouse expenses, and we manufacture more efficiently and save almost 20% on our manufacturing costs. And we save on advertising because all our customers are referred by other customers.

We take these savings and pass them back to the customer in the form of higher-quality natural products and a 30%-50% discount. Our customers love the savings and quality. As a result, our customers look forward to shopping each month. That's unprecedented loyalty and proof that our strategy is working.



NOTES: .....

.....

.....

.....

.....

.....

## Have you thought about what it would feel like to have more choices in life?

All of us have unique and very personal goals we could accomplish with additional income.

**ASK**

*Ask which of these (or other goals) are the most meaningful to your audience. How would their lives benefit most from additional income?*



NOTES: .....

.....

.....

.....

.....

## When you partner with Melaleuca, here's what you do and what you don't do.

You'll be glad to know you simply refer others and help them set up their shopping accounts. That's it.

You don't distribute products. You don't carry inventory of any kind. You don't pressure anyone.

Melaleuca customers love Melaleuca products so much they share with others and they refer new customers.

**TRANSITION**

*And the ongoing, monthly purchases from these customers create ongoing, monthly income.*





## Which one interests you the most?

①	②	③
Preferred Customer	Supplemental Income	Significant Income
<p style="text-align: center; font-weight: bold; font-size: 1.2em;">SHOP</p> <p style="text-align: center;">Improve health Enjoy the Product Bonus and LVIP Programs</p> <p style="text-align: center;">30%-50% discounts</p>	<p style="text-align: center; font-weight: bold; font-size: 1.2em;">SHOP &amp; REFER</p> <p style="text-align: center; font-size: 1.5em;">5-10</p> <p style="text-align: center;">hours/week</p> <p style="text-align: center;">RM500-RM2500/month Maximize Pacesetter</p> <p style="text-align: center; font-size: 2em;">\$</p>	<p style="text-align: center; font-weight: bold; font-size: 1.2em;">SHOP &amp; REFER</p> <p style="text-align: center; font-size: 1.5em;">20+</p> <p style="text-align: center;">hours/week</p> <p style="text-align: center;">&gt;RM5,000+/month Maximize Pacesetter</p> <p style="text-align: center; font-size: 2em;">\$\$</p>

## Which one interests you the most?

Pause. Allow your prospective new customers a moment to consider all they have heard.

When they respond with “Yes”: Great choice! Proceed with enrollment forms without further discussion.

When they respond with “No, not right now”: Ask who else might be interested in learning about Malaysia.Melaleuca.com products and/or the opportunity to earn a few hundred or thousand Ringgit per month?

NOTES: .....

.....

.....

.....

.....

### Discover more Melaleuca products at greater savings.

<p style="font-size: 2em; font-weight: bold;">45</p> <p style="font-size: 0.8em;">Over 45 of Melaleuca's most popular products</p> <p style="font-size: 0.8em;">Regular Price: RM2,238.60</p> <p style="font-size: 0.8em;">Preferred Member Price: RM1,535.95</p> <p style="font-size: 0.8em;">Save RM495.95 off Preferred Member Price</p>	<p style="font-size: 1.2em;">Home Conversion Pack</p> <p style="font-size: 1.5em;">RM1,040.00</p> 
<p style="font-size: 2em; font-weight: bold;">40</p> <p style="font-size: 0.8em;">Over 40 of Melaleuca's most popular products</p> <p style="font-size: 0.8em;">Regular Price: RM1,740.60</p> <p style="font-size: 0.8em;">Preferred Member Price: RM1,195.70</p> <p style="font-size: 0.8em;">Save RM565.70 off Preferred Member Price</p>	<p style="font-size: 1.2em;">Value Pack</p> <p style="font-size: 1.5em;">RM830.00</p> 

## The most valuable way to introduce Melaleuca products is with a Home Conversion Pack or a Value Pack.

They are available to customers only during the first two months of their membership.

The Home Conversion Pack has a regular price of RM2,230.60. New Preferred Members pay only RM1,040.00—just over RM26 per product.

The Value Pack comes with 38 of Melaleuca’s most popular products—a regular price of RM1,735.60—for only RM830, saving RM362.20 off even the Preferred Member price.

NOTES: .....

.....

.....

.....

.....



**Pacesetter doubles your advancement bonuses.**

**2X payouts for speed**

Status	Advancement Bonus	On Pacesetter 2x Bonus	Time Frame (months)
Director	RM300	RM600	1-2
Director 2	RM600	RM1,200	2
Director 3	RM1,500	RM3,000	4
Director 4	RM1,500	RM3,000	5
Director 5	RM1,500	RM3,000	6
Director 6	RM2,000	RM4,000	7
Director 7	RM2,500	RM5,000	8
Director 8	RM3,000	RM6,000	9
Director 9	RM4,000	RM8,000	10
Senior Director	RM8,000	RM16,000	11-12
	RM24,900	RM49,800	



**Move at your own pace, but if you decide to build faster, you double your advancement bonuses!**

Pacesetter rewards you when you get off to a fast start. In order for you to qualify, you will need to purchase a Value or Home Conversion Pack in your first two months. The Pacesetter Bonus will pay you double the Advancement bonus each time you advance through the Director and Senior Director ranks. To receive the Pacesetter Bonus, you must advance to each status within a specific timeline. Each status has a different timeline.

NOTES: .....

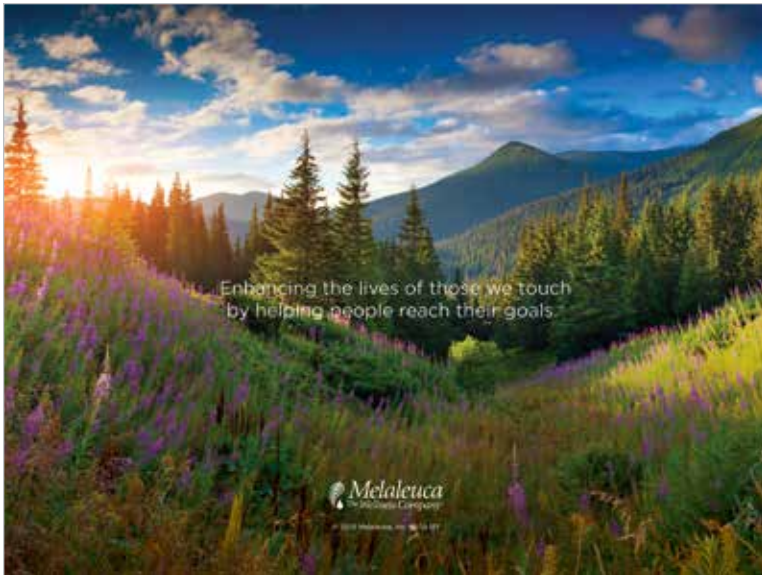
.....

.....

.....

.....

.....



NOTES: .....

.....

.....

.....

.....









