

· 6A Achievement Conditions

Q.1 Will this change 8-Point program itself?

No change to current 8-Point program.

Q.2 I have less than 100 units sales and exceeding total sales value of US\$300,000. Do I qualify for 6A?

You still need 100 units sales and a direct sale for 6A line to achieve 6A.

Q.3 I have over 101 units sales and exceeding total sales value of US\$300,000. Do I qualify for 6A without a direct sale for 6A line?

You still need a direct sale for 6A line as before.

Q.4 I have direct sales of 16 SD501s and 100 Jrlls and exceeding total sales value of US\$300,000. Do I qualify for 6A?

Yes, as long as you have total sales value of US\$300,000 including a direct sale for 6A line.

Q.5 I do not intend to receive Title Incentive. Can I become 6A with 101th sale(direct) for 6A line?

You can start making 6A line with your 101th unit sale. But your rank is not yet 6A until total sales value reaches US\$300,000.

Q.6 Down payment of E-payment is included in the requirement amount. Are future installments included, too?

Or is it the total amount actually paid by the time of achieving 6A ?

Product price in USD will be accumulated, regardless of the type of payment.

Tokurei registration will be counted once it's cancelled.

Q.7 Is it the total sales value in a country where products are purchased?

Each sales will be counted in USD, regardless of area where products are purchased.

Q.8 We have been encouraging distributors saying "XX more units to 6A".

Isn't it disappointing to them if we tell them that the target has been changed?

Please support them to achieve 6A by checking their total sales value as well as unit counts.

Q.9 I have sales count 100 with total sales value of US\$297,000. Do I qualify for 6A with another direct sale in US\$3,000?

Yes, your 101th sale makes your first 6A line and you will achieve 6A rank as total sales value has reached US\$300,000.

Q.10 Tokurei doesn't count toward total sales value, does it?

Tokurei registration will be counted once it's cancelled.

Q.11 Isn't it unfair to certain branches as currency differs in each countries?

Product price will be converted in USD, regardless of currency exchange. It will be fair to all branches.

Q.12 UkonDD or E8PA Card sale does not count as direct sale for rank promotion?

No, Ukon DD and E8PA card cannot make the first 6A line for rank promotion.

Q.13 Is the rate USD1.00 = JPY100 for Trade-in machine (Japan only) ?

Detail will be available soon.

· Implementation of the new rule

Q.14 It will be illegal in some countries to change rules without permission in advance.

Does this new rule apply to such countries after the change is approved?

This new rule is effective on June 1st. If you have problems, please report the situation to Global Sales Headquarters.

Q.15 Isn't it too much of a short notice to implement the new rule starting June?

Distributors with over 85 sales at the end of May are entitled to become 6A with previous rule, regardless of the total sales value.

Q.16 I have over 85 sales at the end of May. Must I achieve 6A in June?

You do not have to, but you need to meet the requirement of sales value US\$300,000 to achieve 6A after July.

Q.17 In EU, products pricing and commission are set as 70% of those in USD.

Can we set requirement sale value as EUR210,000 for distributors to understand easier?

Please show pricing in USD for all products and calculate the total, instead of converting the requirement sales value into respective currency.

Q.18 6A Candidate List in the Enagic System needs to be updated. When will it be updated?

Can we check total sales value in Sales Reports? Can distributor check their total sales value in DSS?

We are now working on adding value in USD in the Enagic System and online Sales Reports.

· Bonus Qualification

Q.19 10 sales are needed in a month to qualify for Title Incentive. Will this be the same?

As before, it will be available with over 10 sales in the month qualifying for 6A. (3 Ukon DD=1 unit, up to 5 Tokurei are allowed)

Q.20 Is the condition to qualify for Title Incentive the average sales value per unit US\$3,000 when the first direct 6A line is made?

You qualify for 6A in the month when 2 conditions are met; 101th unit sales for direct 6A line & total sales value of US\$300,000. Sales in that month are counted toward Title Incentive.

Q.21 Is total sales value US\$300,000 at the time of making the first 6A line the only requirement to qualify for Title Incentive, regardless of previous rules?

You qualify for 6A in the month when 2 conditions are met; 101th unit sales for direct 6A line & total sales value of US\$300,000. Sales in that month are counted toward Title Incentive.

Q.22 Some groups are trying to achieve 6A mainly with Ukon DD sales.

We are adjusting Title Incentive amount for such cases. Is this acceptable?

There will be no adjusting Title Incentive amount as new requirement(total sales value of US\$300,000) apply. You are eligible for full Title Incentive even if UkonDD accounts for over 30% of your total sales.

Q.23 Will calculation for Step-up Bonus be changed?

As before, difference between 101th sales are counted in the month qualifying for 6A.

Q.24 Shouldn't we adjust products pricing and commission amount instead of changing condition for achieving 6A?

The purpose of this additional rule is to add further significance to the rank of 6A.