



TEAM BUILDING PLACEMENT PROGRAM

Introducing a brand new program



WHAT IS IT AND HOW DOES IT WORK?

Current System

Often times upline distributors will place a new sale under one of their downlines. This has often ended up with the new distributor not knowing who their actual Sponsor is. They will then contact Enagic, only to be given a name they may have never heard before and want to be moved to the distributor who actually enrolled them into Enagic.

Another issue with this is the enrolling upline, has done the foot work of prospecting, demoing, and closing the sale. Yet, they do not reap the benefits of SP protection for the direct sale, as the SP protection currently goes to the direct sponsor in the system. In this case someone who has not done the actual work of acquiring the new customer.

The New Team Building Placement Program

This new program will offer the benefits of team building while also rewarding the one who did the work to bring the new distributor onboard.

First and foremost, the Enagic System will now be able to tell our staff if someone was the enroller or the sponsor (more on that later).

Secondly, the enroller will now get the benefit of the SP protection from the sale, not the direct upline they were placed under. This will help in rewarding the enrolling distributor for their hard work of closing the deal.

On the next slide you will see illustrations of both the old and the new programs to help clarify any questions you may have.

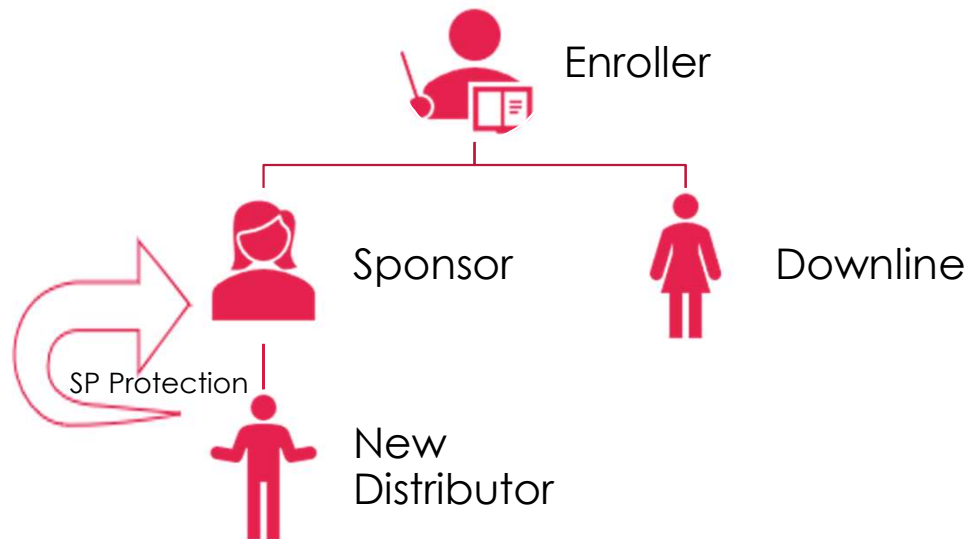
Everything other than SP Protection remains the same. No change on how the 8 points are distributed.

Participation in this program is optional. The Enroller can pick this option when signing up a new distributor.

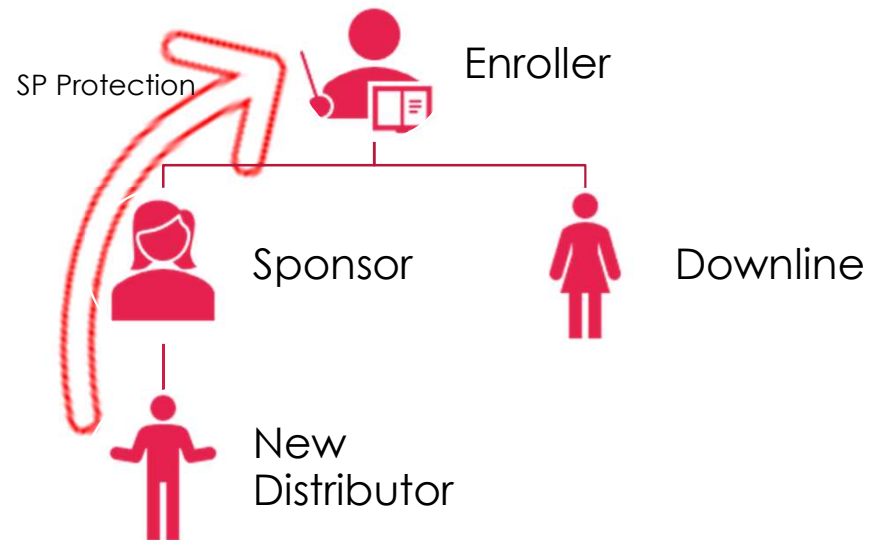


TEAM BUILDING THEN VS. NOW

Previous System



Team Building Placement Program



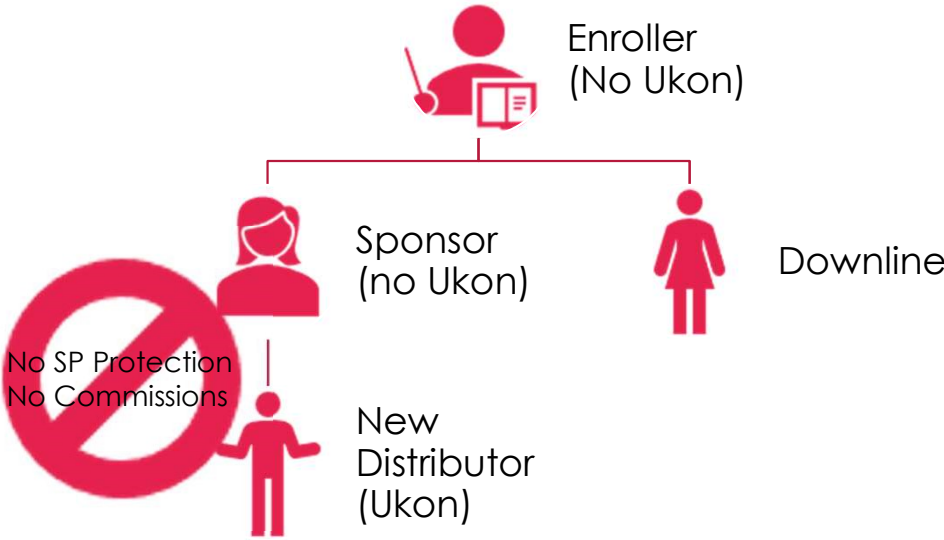


VARIOUS SCENARIOS

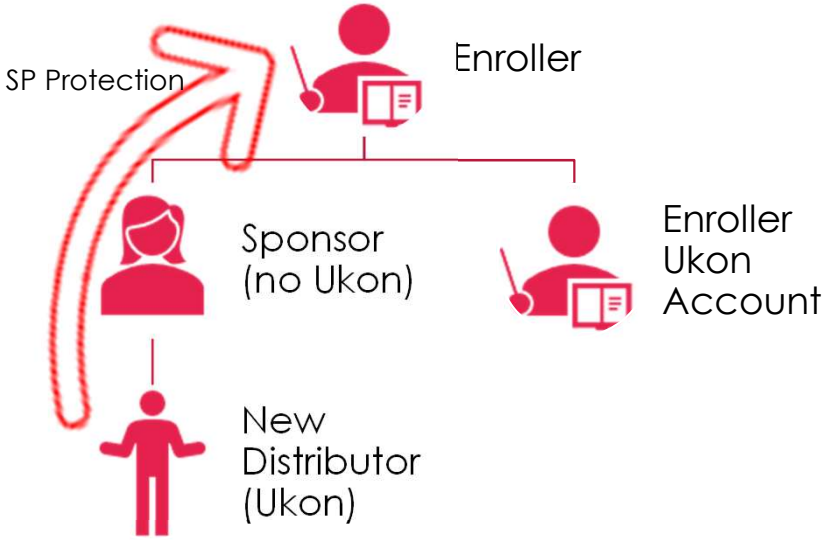
Illustrations of various scenarios and how they will work in this new program.

UKON VS NO UKON

Enroller with no Ukon account

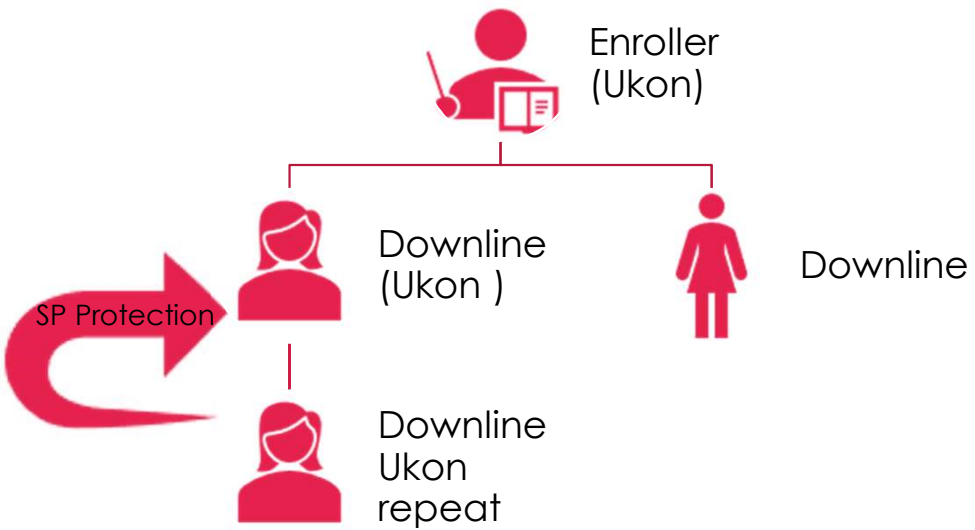


Enroller with Ukon

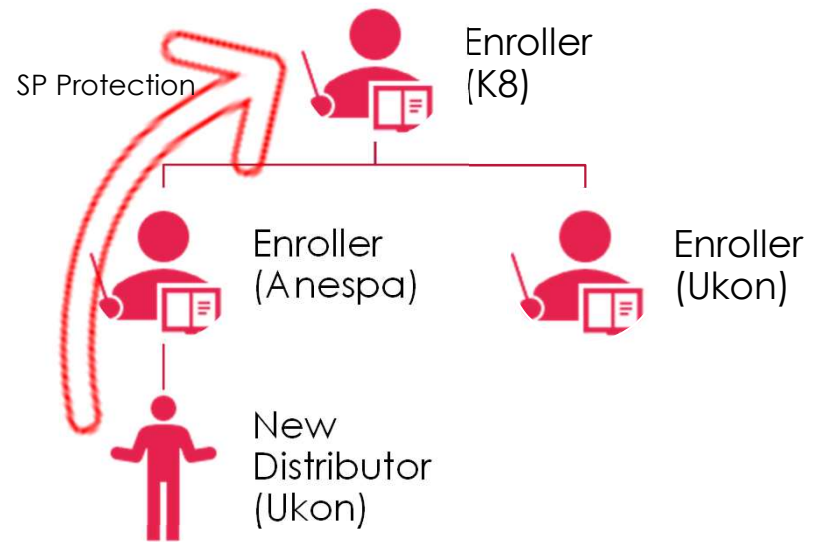


ENROLLER WITH UKON

Enroller with Ukon



Enroller with Ukon

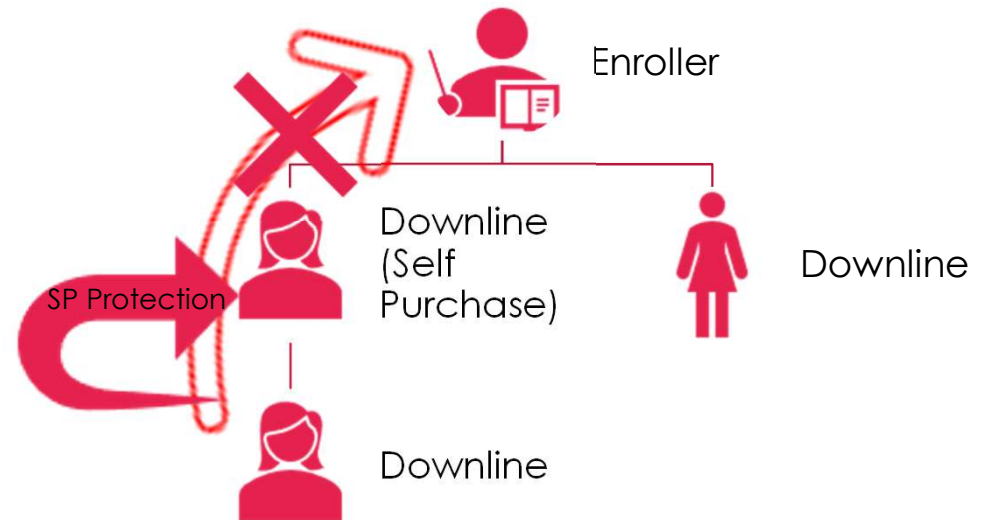


ENROLLER/SPONSOR PURCHASES

Enroller Direct Sale

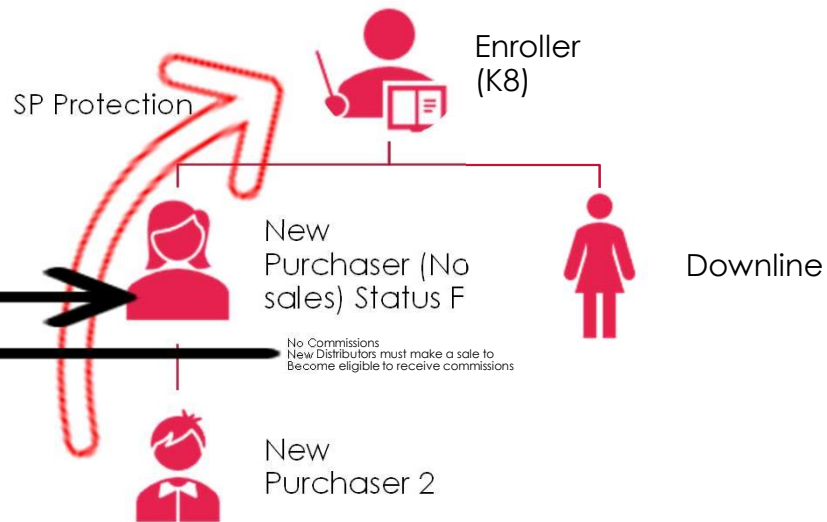


Downline Self Purchase

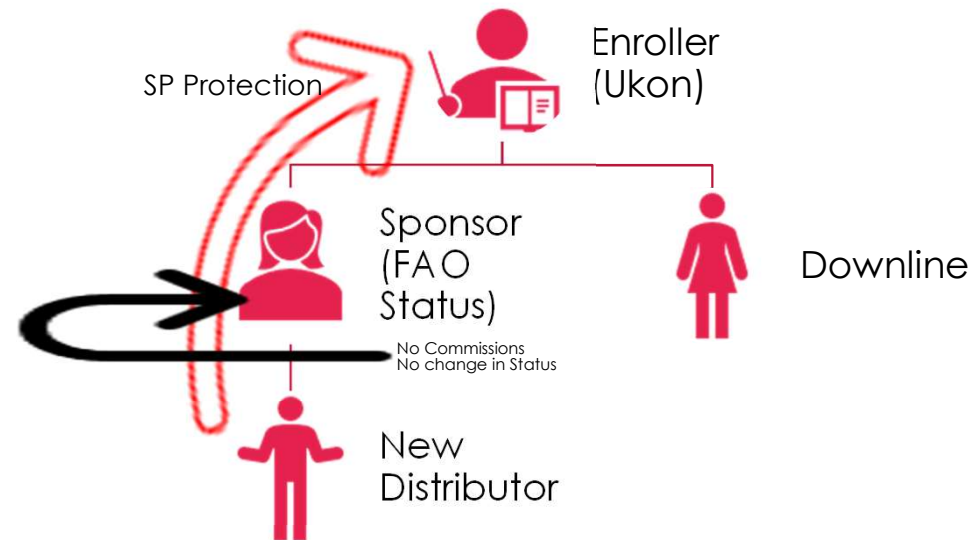


TEAM PLACEMENT UNDER AN FAO DISTRIBUTOR

Enroller with 2 New Distributors



Enroller with Ukon





APPLICATION & FAQ

Product Order Form & Distributor Application



Enagic USA, Inc.
Headquarters
4115 Spencer St., Torrance, CA 90503
Phone: (310) 542-7100 / FAX: (310) 542-1700
Toll Free: (888) 291-9500 / cd@enagic.com

Machine Single Payment

PRINT CLEARLY

OFFICE USE ONLY <Do NOT Fill In>

*Enroller and Sponsor Information (if applicable)		
Enroller Name	Enroller ID	Phone Number
Sponsor Name	<input type="checkbox"/> Same as Above	
Phone Number	REGISTER THIS APPLICANT AS YOUR [] A Under Sponsor ID Number:	

Middle Name (or Middle Initial)		Application Date:	
State		Date of Birth	Are you currently an Enagic Distributor? <input type="checkbox"/> No <input type="checkbox"/> Yes ENAGIC ID #
City	State	Zip Code	
Phone Number			
Fax Number	Email Address		
City	State	Zip Code	
Phone Number			
City	State	Zip Code	

Delivery Method	<input type="checkbox"/> Ship <input type="checkbox"/> Pick up **Please fill out pick up form		
*Enroller and Sponsor Information (if applicable)			
Enroller Name	Enroller ID	Phone Number	
Sponsor Name	<input type="checkbox"/> Same as Above		
Phone Number	REGISTER THIS APPLICANT AS YOUR [] A Under Sponsor ID Number:		

ITEM ORDERED	PAYMENT AMOUNT			
Product Retail Price	\$	Unit Price	+	Tax
			+	Shipping
			=	Total
\$				

*Payment Information: CREDIT CARD			
<input type="checkbox"/> Visa	<input type="checkbox"/> Master Card	<input type="checkbox"/> Amex	<input type="checkbox"/> Discover
Credit Card Number	Expiration Date	CVV #	
Card Holder Name (Print Clearly)	Card Holder Signature		

*** Please fill out Alternate Payer Form if someone beside the applicant will be making payment. ***

Note: An applicant will be able to become a distributor with the purchase of Tokurei Sales Kit. I certify that I have been furnished a copy of, and have read, understand, and agree to the provisions in Enagic USA, Inc.'s Policies and Procedures manual, which (with any amendments or restatements furnished by Enagic USA after this date) are hereby incorporated by reference as if fully set forth herein and set forth the exclusive terms and conditions of my agreement with Enagic USA, Inc. I hereby certify that the information provided on this form is complete and accurate to the best of my knowledge. I authorize ENAGIC USA, INC to debit the amount I have indicated above from my credit card. By signing the line below, you are acknowledging that you have read and understood the terms and conditions. Terms and conditions are subject to change without notice. If your payment comes back for any reason, Enagic may offset the payment amount from your commissions. FOR ALTERNATE PAYERS: By signing Alternate Payer Form, you will be jointly responsible for any and all balance owing on the account. This agreement is governed by the laws of California and proper venue will be in a court of competent jurisdiction located nearest to the Company's headquarters.

Print Applicant Name (Company and Agent name if signed behalf of a company)	Print Sponsor Name (Company and Agent name if signed behalf of a company)
Applicant Signature	Sponsor Signature
Date	Date

Change Your Water...
Change Your Life™

Revised June 2018

NEW APPLICATION

EVERY APPLICATION MUST HAVE ENROLLER INFORMATION FILLED OUT

New term "Enroller" is the person currently referred to as the sponsor.

** "Sponsor" will now be represent the "Direct Upline" **

- 1) Enroller and Sponsor are the same Distributor
 - 1) The Enroller will fill out the "Enroller Name, ID and Phone."
 - 2) Check the "Same as Above" box in the Sponsor section
 - 3) **IMPORTANT:** Fill out the "Register This Applicant as your [] A" box completely
- 2) Enroller is Placing an Applicant under their downline
 - 1) Fill out **BOTH** Enroller and Sponsor (Downline under which the applicant is to be placed) information.
 - 2) **IMPORTANT:** In the box "Register this applicant as your [] A" input the SPONSOR'S information.



TEAM BUILDING PLACEMENT PROGRAM FAQ

1) If an EXISTING distributor purchases Ukon or E8PA, are they eligible to use the Team Building Placement Program?

No, if an existing distributor purchases Ukon or E8PA, they have "enrolled" themselves, and the direct sponsor ID number will receive SP protection.

2) Can a distributor use two different ID numbers, one for enroller ID and the other for direct sponsor ID, with the Team Building Placement Program?

Yes, (Person A) is allowed to use one ID number (0000001) for enroller and their second ID number (0000002) as the direct sponsor. This will give SP protection to the Enroller ID; 8 point commission will remain the same. (Enroller and sponsor must be the same person)

3) Can both direct sponsor AND enroller ID numbers receive SP protection from a new sale using the Enagic Team Building Placement Program?

No, the SP protection will only be given to the enroller. Therefore the direct sponsor will need to make sure he/she is active prior to the processing of the new sale.

4) If person A is enroller, person B is direct sponsor and person C is a new Ukon sale, will person B get credit or commission for the purchase of Ukon by person C?

The pass up rule applies. This means if person B has Ukon, they will receive Ukon commission and 1 sale, and SP protection will go to person A. If person B does not have Ukon, there is no commission or sale for them, it passes person B and goes up.

5) Can the enroller place the sale in a different group and still receive SP protection?

No, to use the Team Building Placement Program, the enroller must place the new sale under a direct sponsor within their own group (outside of the 8 point structure is allowed).