



 *Melaleuca*  
The Wellness Company®

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AN OVERVIEW

A close-up photograph of a man and a woman smiling warmly at the camera. The man is on the left, with a light beard and mustache, wearing a light blue button-down shirt. The woman is on the right, with long dark hair, wearing a white t-shirt. They are outdoors with a blurred green background of trees and foliage.

How can Melaleuca help you...

**Look better?**  
**Feel better?**  
**Live better?**

Wellness Products

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Shopping Club

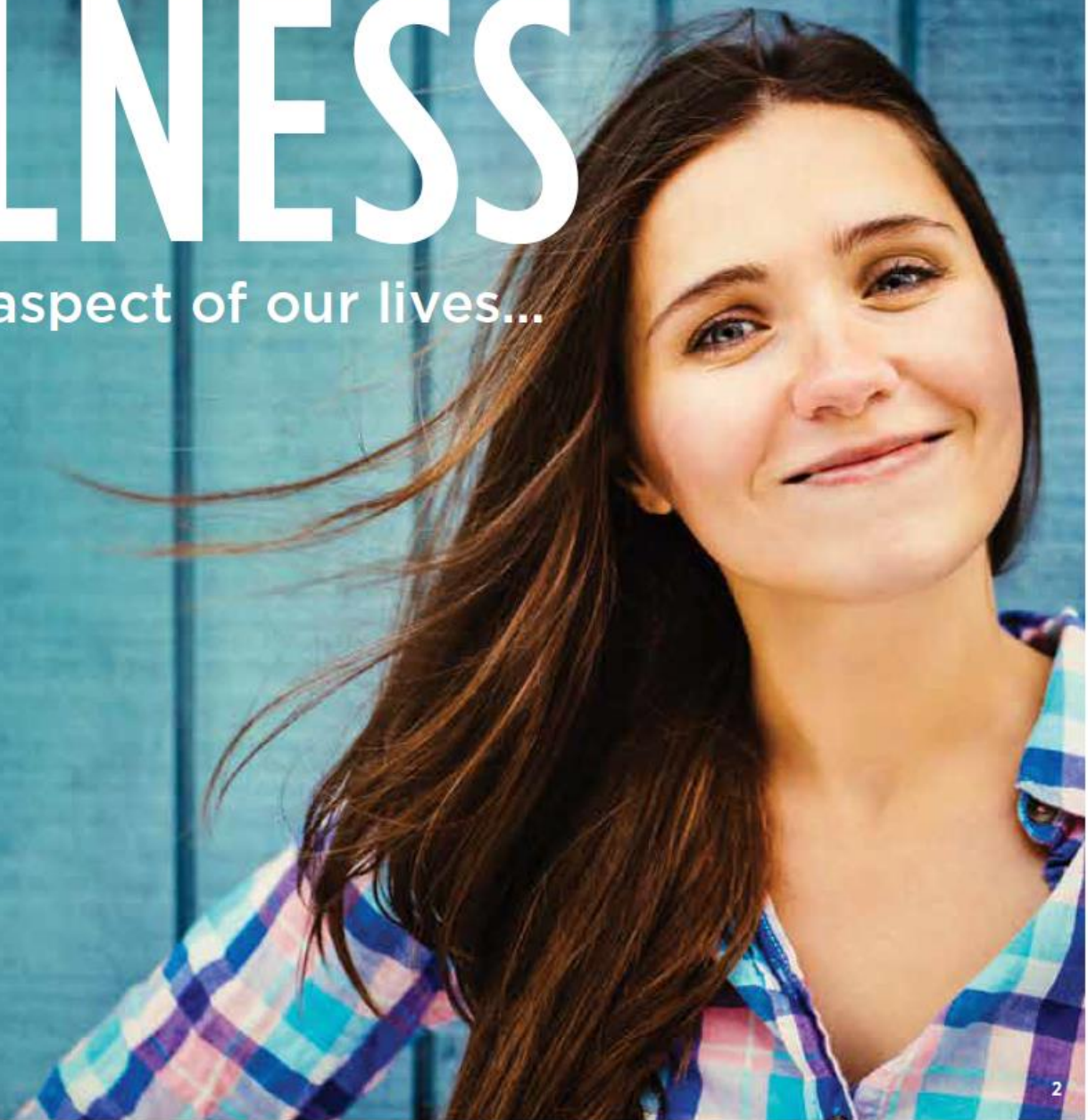
# WELLNESS

matters in every aspect of our lives...

health

environment

personal life



# Healthy living should be easy and affordable for everyone.

Melaleuca is a **manufacturer** with a membership-based online **shopping club** that offers almost 200 exclusive **wellness products**.

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For **just £19 /€25** per year, your membership allows you to shop monthly for Melaleuca products **at a 30%-50%** discount—shipped conveniently to your door.



# MELALEUCA.COM

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

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The **Largest Online Wellness Shopping Club** in North America

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**185+** Wellness Products Manufactured by Melaleuca

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**\$1.75 Billion** in Annual Sales

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Shoppers Every Month

Up to

63%

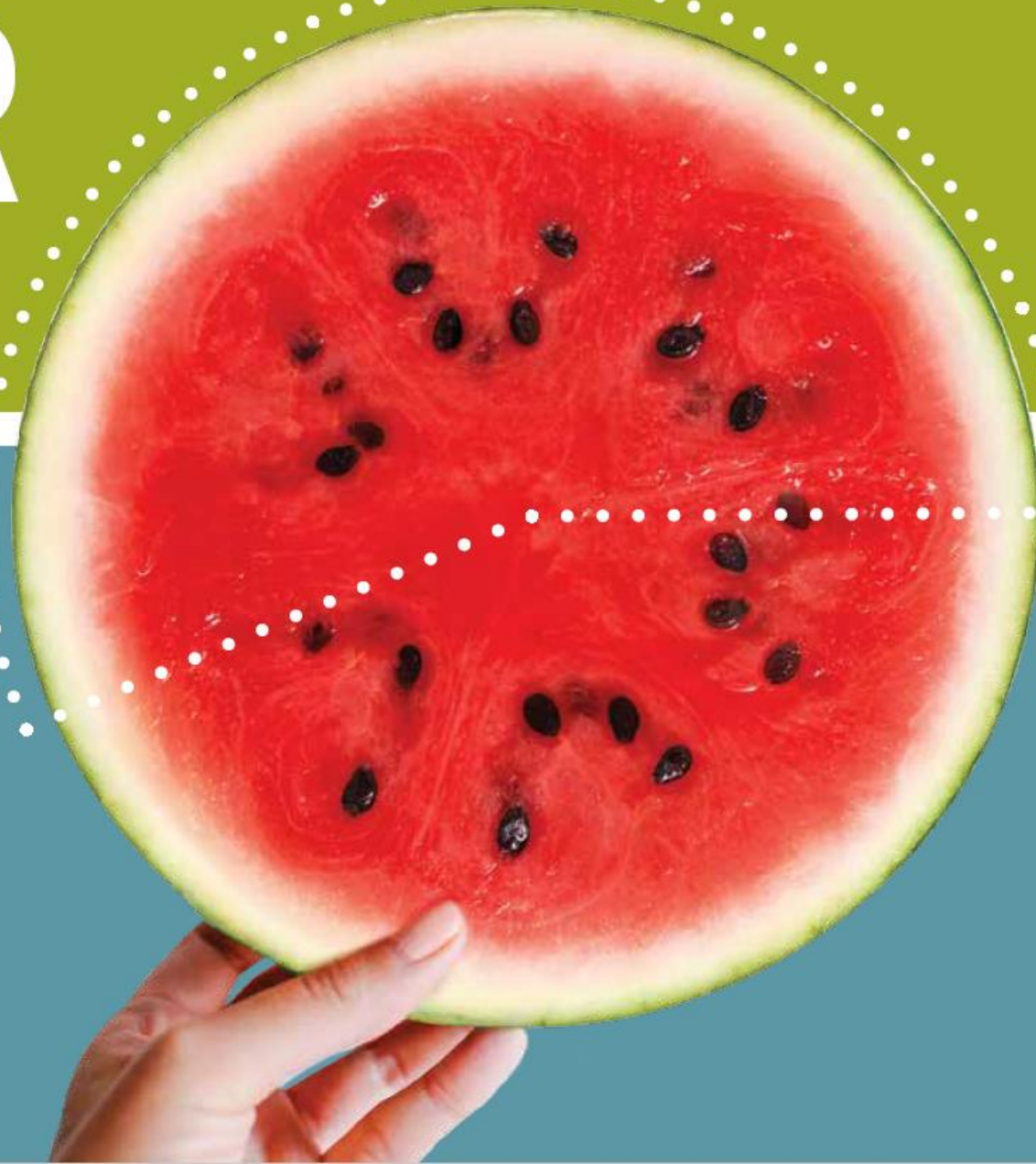
of the price  
you pay for  
grocery brands  
adds **no value.**

**Distribution**  
**Marketing**  
**Retail Space**  
**Advertising**



We created a  
**BETTER**  
way to invest  
that 63%.

We use it on  
things that  
**add value**  
to you.



We invest  
**BACK**  
into our products.



Higher-quality  
ingredients and  
more effective  
products.

Manufactured in the U.S.





And we give  
**BACK**  
to our customers.

Revenue sharing.

Melaleuca rewards  
you when you refer  
others to shop.



# Shop 185+ wellness products— simply switch stores!

## Nutrition and Weight Loss



## Sports Nutrition and Healthy Foods



## Medicine Cabinet



## Personal Care



## Skin Care and Cosmetics



## Home Cleaning, Laundry, and Dish Care



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



## And yet...

**80%** of us don't get enough exercise

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**73%** of us eat unhealthy diets

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**69%** of us are obese or overweight

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**90%** of our time is spent indoors  
(where air quality is 2 to 5 times worse than outside)

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**40%** of us aren't getting adequate sleep

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**74%** of us worry about not having enough money for retirement

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Only **33%** consider ourselves happy\*

\*See Appendix section for sources

You get the power of

# PROVEN

wellness products.



- Clinically tested and proven effective
- Research conducted on actual products, not just ingredients
- Product benefits documented with third-party research
- Many formulas protected by U.S. patents



# Innovative NUTRITION

only available at Melaleuca.

No one else has our products.

No one else has our research.



# Peak Performance Nutrition.

Clinically tested for superior benefits.



Resistance to Inflammation



Blood Pressure—systolic



Blood Glucose Spike



Free Radicals



Blood Pressure—Diastolic



HDL Cholesterol



Heart Rate During Physical Activity Test



Triglycerides



LDL Cholesterol



These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure, or prevent any disease.

# SPORTS NUTRITION

for everyone.



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

Improved

# DIGESTIVE HEALTH

for improved overall health.



10 billion colonies of acid-resistant probiotics



A unique blend of seven soluble and insoluble fibers



A full spectrum of digestive enzymes

- 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



# PREMIUM COFFEE

for health  
and happiness.



- A collection of **masterfully roasted**, incredibly **delicious** coffee blends
- Direct from the finest **high-altitude** arabica farms in the world
- Fresh, flavorful, and fairly sourced **for an uncompromising coffee experience**
- **10 varieties** including organic and Kona; also available for single-serve brewers

Personal care products  
for all of your family's

# DAILY NEEDS.

NO formaldehyde  
NO parabens  
NO phthalates  
NO triclosan





Let your beauty  
**SHINE.**



- Innovative **skin care** treatments using **cutting-edge** ingredients
- Premium **luxury skin care** with **clinically proven** results
- Vibrant **color cosmetics** with **antiaging** ingredients
- Salon-quality **hair care** with Protection Complex Technology™



MELALEUCA  
**BATH & BODY**



*Affinia.*  
**HAIR CARE**  
 SULFATE-FREE,  
 SAFE FOR  
 COLOUR-TREATED HAIR



**VS**



**Affinia**  
 Ultra-Moisturising  
 Shampoo  
 355 ml

**L'OREAL**  
**EVERPURE**  
 Sulphate-Free  
 Moisture Shampoo  
 250 ml

**£ 3.99 / € 4.99**

**£ 5.99 / € 8.99**

PREFERRED CUSTOMER

COMPETITOR PRICE

Competitor product prices from [www.tesco.com](http://www.tesco.com) / [www.tesco.ie](http://www.tesco.ie) as of March 2015. Prices may vary. Product names are trademarks of their respective owners.

**AFFINIA HAIR CARE**      **BATH & BODY ESSENTIALS**      **ALLOY FOR MEN**      **KOALA PALS FOR KIDS**



# Sei Bella®

## From Skin Care to Hair Care

Naturally effective and clinically proven to enhance your true beauty



**Sei Bella**  
Skin-Revitalising  
Serum



**Estée Lauder**  
Perfectionist Wrinkle  
Lifting Serum

Skin moisturisers for softer skin

**YES**

**YES**

Advanced tetrapeptides for youthful-looking skin

**YES**

**NO**

Leading retinol technology to reduce fine lines and wrinkles

**YES**

**NO**

Shea extract, antioxidants, and vitamins A and E to tone and nourish skin

**YES**

**NO**

**PRICE**

**£ 24 / € 29**

**£ 55 / € 68**



**ANTIAGEING  
SKIN CARE**



**CLINICALLY PROVEN  
LUXURY CREME**



**SALON-QUALITY  
LUXURY HAIR CARE**

PURE™

# ESSENTIAL OILS.

Purity Tested  
Quality Guaranteed



- 100% pure 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

# SAFER

solutions for  
your home.

Can plant-derived,  
biodegradable ingredients  
clean as well as harsh,  
harmful chemicals?

**Yes. Even better.**



# EcoSense: Concentrated Means Less Waste and More Savings



**6X**  
CONCENTRATED



MelaPower 6X  
48 loads

**£ 7.99 / € 9.99**

PREFERRED CUSTOMER

**VS**



Persil Small & Mighty  
48 loads

**£ 14.40 / € 20.45**

COMPETITOR PRICE

## Compare and Save



**Tub & Tile**  
Makes 6 Bottles = 2838 ml



**£ 4.99 / € 6.49**

PREFERRED CUSTOMER

=



**5 Bottles**  
of Mr Muscle  
makes 2838 ml

**£ 10.00 / € 13.75**

COMPETITOR PRICE

**VS**

Competitor product prices from  
www.tesco.com / www.tesco.ie  
as of March 2015. Prices may vary.  
Product names are trademarks of  
their respective owners.



Safe and effective cleaning—it's in our

# NATURE.



FRONT



BACK

  
Easy to read and understand what makes EcoSense® products better

  
Biodegradable, environmentally responsible ingredients

  
Safety call-outs quickly identify the lack of harmful ingredients

Proud to share our careful selection of ingredients.

  
Straightforward ingredient lists tell you what's inside

  
Plant-derived and natural solutions



## Clean home. Clean streams. Clean conscience.

- NO chlorine bleach
- NO ammonia
- NO abrasives
- NO phosphates
- NO fillers
- NO phthalates
- NO triclosan
- NO parabens
- NO formaldehyde
- NO child proof caps required

## Better for the environment.

Since 1985, Melaleuca customers have helped the environment.

LESS  
WASTE



205 million  
pounds of plastic

LESS  
ENERGY



41 million  
gallons of gasoline

CLEANER  
AIR



46 million  
pounds of greenhouse gas

CLEANER  
WATER



84 million  
pounds of algae from  
choking waterways

The Melaleuca  
shopping club puts you in

# CONTROL

of your family's well-being.



# A SHOPPING CLUB

with membership perks.

Why becoming a Preferred Customer just makes sense.



30%-50% Discount Off Regular Prices

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Better, Safer Products

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Live a Healthier, More Vibrant Life

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No Risk—100% Satisfaction Guarantee

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Same Pounds/Euros, Better Spent

# THE VALUE OF PREFERRED CUSTOMER MEMBERSHIP

How DOES Melaleuca  
Increase Quality  
AND  
Save You Money?

When you purchase from Melaleuca,  
your products come directly from  
Melaleuca to you.



**Preferred Customers**  
simply redirect about  
**£40 to £50 / €50 - €60**  
of their monthly shopping  
to Melaleuca.

With **predictable monthly shopping**, Melaleuca:

- **Manufactures using Just-In-Time (JIT)**
- **Lowers operating costs**
- **Eliminates storage and warehouse expenses**

Melaleuca passes the **savings** back to you.

By partnering with Melaleuca, you get **high-quality, fresh products** and a **30%-40% discount** every time you shop.

# Preferred Customer Membership Has Its Benefits

## With Your Monthly Loyalty You'll Get:

- Great, Safe products
- 30%-40% discount
- No risk - you can cancel your membership benefits at any time
- UK: 15% / IE: 20% in Loyalty Shopping Rewards



Shopping with Melaleuca **FEELS GOOD** because you're doing good.

## Simple Steps to Become a Melaleuca Preferred Customer

1. One-time £ 19 / € 25 membership fee
2. Simply switch stores to high-quality products
3. Shop each month for a minimum of 35 Product Points (with over 2 000 Product Points to choose from)
4. Personalise your Backup Order

Personalise your Backup Order with your family favourites. If you forget to shop during the month, we'll send your preselected order, conveniently charge your account, and protect your membership discounts and benefits.

## About Product Points

- Example:  
Sol-U-Guard Botanical Cleaner  
£ 8.49 / € 9.99 = 6 Product Points
- Here is an example of 35 Product Points:





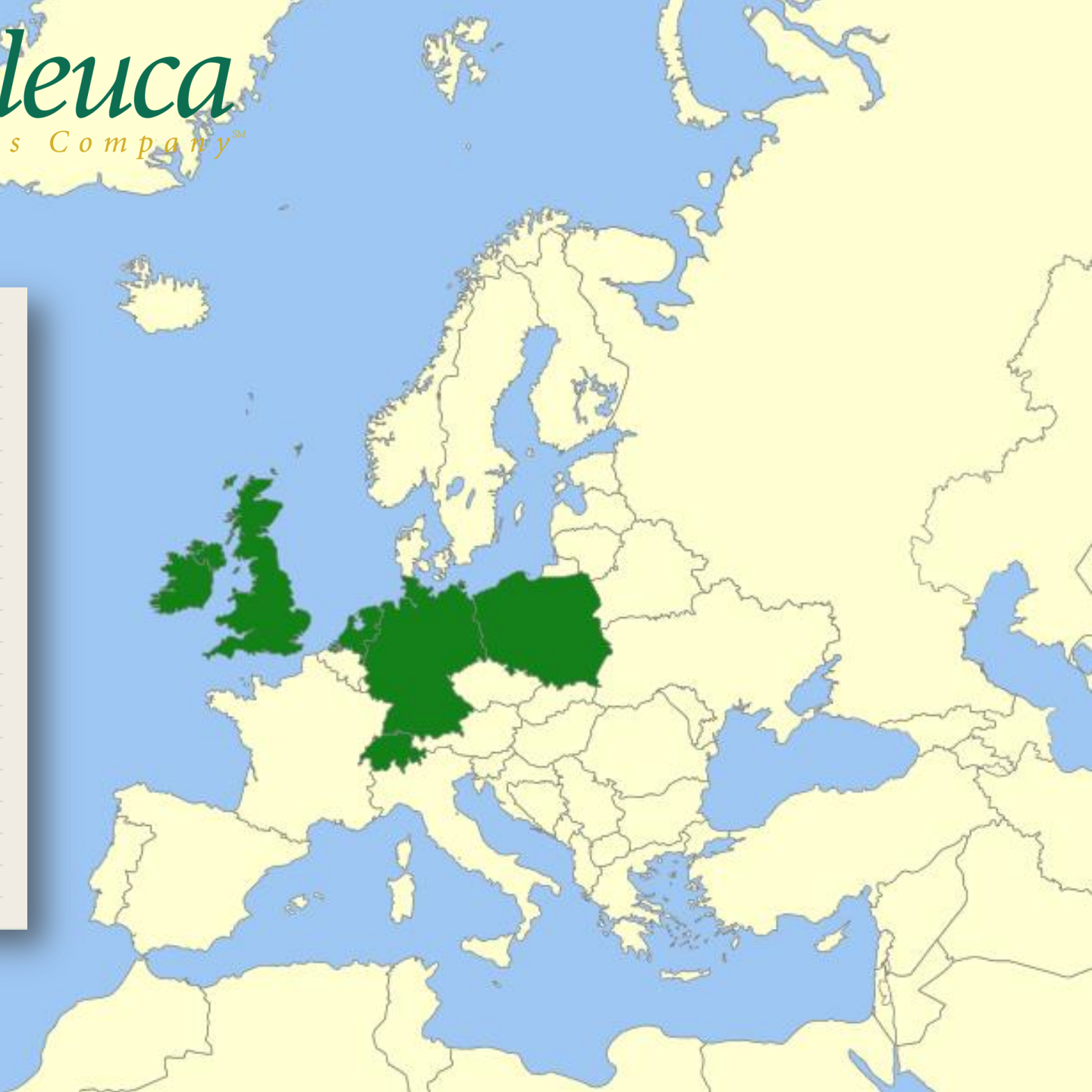
Melaleuca  
is built by  
customers who

**LOVE**

our products.

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

-  UNITED STATES - ENGLISH
-  EE.UU. - ESPAÑOL
-  CANADA - ENGLISH
-  CANADA - FRANÇAIS
-  MEXICO
-  AUSTRALIA
-  NEW ZEALAND
-  UNITED KINGDOM
-  IRELAND
-  NETHERLANDS
-  GERMANY
-  AUSTRIA
-  POLAND
-  SINGAPORE
-  MALAYSIA
-  JAPAN
-  KOREA
-  MAINLAND CHINA
-  TAIWAN
-  HONG KONG





# What difference could additional income make?

Work for yourself

Peace of mind

Travel more

Live debt-free

Have quality family time

Enjoy carefree retirement



A man with dark, curly hair and a beard is smiling broadly, looking to the left. A young child with blonde hair is sitting on his shoulders, also smiling and looking towards the camera. The child is wearing a light-colored, textured knit sweater. The man is wearing a dark jacket over a white shirt. The background is a bright, hazy landscape, possibly a field or a beach, with a warm, golden light suggesting a sunrise or sunset.

Imagine having the  
**FREEDOM**  
to live life  
on your own terms.

You'll discover

# YOU CAN DO IT.

These are all real people, real incomes, real success stories, ALL building just part-time...



**Julie**  
*Speech Pathologist*

£ 28,311  
€ 32.767  
First 18 months



**Alex**  
*Student*

£ 39,656  
€ 45.898  
First 12 months



**Laurie**  
*Corporate HR*

£ 162,814  
€ 188.442  
First 5 years



**Shelby & AJ**  
*Schoolteacher & Baseball Player*

£ 224,875  
€ 260.272  
First 5 years

\* Represents the actual 2014 earning stats commission-rate. Conversion: \$ to £ = 1.25, \$ to € = 1.08

You'll discover

# YOU CAN DO IT.

These are all real people, real incomes, real success stories, ALL building just part-time...



**Jeff**  
*Pharmaceutical Sales*

£ 44,803  
€ 51.851  
First 12 months



**Janice & Dean**  
*Homemaker & Contractor*

£ 311,839  
€ 360.925  
First 5 years



**Jill & Greg**  
*Engineers*

£ 1,604,935  
€ 1.857.563  
First 13 years



**Molly**  
*Speech & Language Pathologist*

£ 76,732  
€ 88.810  
First 3 years

\* Represents the actual 2014 earning stats commission-rate. Conversion: \$ to £ = 1.25, \$ to € = 1.08

## What You Do:

Simply **refer** others and help them set up their shopping account with Melaleuca.



## What You **Don't** Do:

You're NOT a distributor

You DON'T carry inventory

You DON'T take orders or make deliveries

NO billing or collections

NO pressuring customers to make purchases

NO risk

# How you earn residual income:

1. **Refer** customers
2. **Mentor** others
3. **Advance**, earn **bonuses**, and **help others advance** and earn bonuses

7%

Earn a seven percent **ongoing commission** on those referred by others.

20%

Earn up to a twenty percent **ongoing commission** on those you refer.

Plus

Earn additional bonuses based on how quickly you advance.



96%

of customers who  
shopped this month will  
shop again next month.

And that creates residual income.

As your  
business grows,  
so does your residual  
**INCOME.**



Actual average  
ongoing monthly  
income from residual  
**COMMISSIONS**

**PLUS**

additional monthly  
**BONUSES**

**PLUS**

additional monthly  
**CAR BONUSES**



# Advance to Director and Director 2



	Director	Director 2
Personal Customers	8	10
Average earnings in month of advancement:		
<b>FIRST MONTH</b>	£ 333 / € 451	£ 572 / € 774

A Director is someone who has personally referred 8 or more customers.

A Director 2 has personally referred 10 or more customers with approximately 20 total customers.

# Advance to Director 3 and Above



## Team Up to Help Personal Enrolees Become Directors

STATUS	PERSONAL DIRECTORS	AVERAGE EARNINGS IN MONTH OF ADVANCEMENT		AVERAGE ONGOING MONTHLY EARNINGS
		PACESETTER	NON-PACESETTER	
Director 3	<b>1</b> DIRECTOR	£ 837 € 1 132	£ 508 € 687	£ 370 € 500
Director 4/5	<b>2</b> DIRECTORS	£ 1 603 € 2 169	£ 760 € 1 028	£ 614 € 831
Director 6/7	<b>3</b> DIRECTORS	£ 2 644 € 3 577	£ 1 326 € 1 794	£ 971 € 1 314
Director 8/9	<b>4</b> DIRECTORS	£ 3 713 € 5 023	£ 1 767 € 2 391	£ 1 369 € 1 852

Includes Pacesetter or Advancement Bonus. Pacesetter and Advancement Bonuses at Director 7 and above are paid over 3 months.

Based on Melaleuca Compensation Plan and 2013 Annual Income Statistics.

Income statistics were calculated in U.S. dollars and converted to local currency using a conversion rate of £0.5618 = USD \$1.

Melaleuca reserves the right to modify from time to time the conversion rate based on prevailing exchange rates.

# Senior Director

Develop 5 personal Directors.

Average ongoing monthly earnings:

£3,534 - £6,503\*

€4.090 - €7.527\*

...plus

additional monthly  
**BONUSES**

...plus

Car bonus:

£/€ 600  
per month



\* Represents the actual 2014 earning stats commission-rate  
Senior Directors - Senior Directors 9. Conversion: \$ to £ = 1.25, \$ to € = 1.08

# Executive Director

Develop 10 personal Directors.

Average ongoing monthly earnings:

£5,929 - £16,445\*\*

€6.862 - €19.033\*\*

...plus

additional monthly  
**BONUSES**

...plus

Car bonus:

£/€ 1100  
per month



\*\* Represents the actual 2014 earning stats commission-rate  
Executive Directors - Executive Directors 9. Conversion: \$ to £ = 1.25, \$ to € = 1.08

# National Director

Average ongoing monthly earnings:

£16,485 - £27,162\*

€19.082 - €31.437\*

...plus

additional monthly  
**BONUSES**

...plus

Car bonus:

£/€ 1100  
per month



\* Represents the actual 2014 earning stats commission-rate  
National Directors - National Directors 9. Conversion: \$ to £ = 1.25, \$ to € = 1.08

# Corporate Director

Average ongoing monthly earnings:

£41,266 - £171,859\*\*

€47.761 - €198.911\*\*

...plus

additional monthly  
**BONUSES**

...plus

Car bonus:

£/€ 1100  
per month



\*\* Represents the actual 2014 earning stats commission-rate  
Corporate Directors - Corporate Directors 7. Conversion: \$ to £ = 1.25, \$ to € = 1.08

Together we can create a better

**TOMORROW.**



# In Which Category Do You See Yourself?

1

SHOP & SAVE

Preferred Customer

Shop and save:  
**30%-40%  
discount**

2

REFERRAL MARKETING

+

Supplemental Income

**5-10 hours/week**

£ 280-£ 1 400/month\*

€ 380-€ 1 900/month\*

3

3

Significant Income

**20+ hours/week**

>£ 2 800/month\*

>€ 3 800/month\*

## Simple Steps to Get Started

1. Set up your shopping account and purchase a Membership Kit
2. Shop for your first product order



\*See 2013 annual income statistics on page 32

# Value Pack

A Smart Choice

Purchase to  
qualify for  
Pacesetter  
Bonus



Products may vary.

There's no better way to switch to high-quality, and safe products than the Value Pack. And when you purchase a Value Pack, the 26% savings really add up!

Value Pack price £ 169 / € 209

Preferred price if purchased individually:

£216.94 / €272.33

**SAVE ADDITIONAL 26%**  
with the Value Pack

# The Power of the Pacesetter Programme

## Getting Started

### DOUBLE YOUR ADVANCEMENT BONUSES

- ✓ Purchase a Value Pack to qualify for Pacesetter bonuses
- ✓ Upgrade to a Pacesetter Value Pack, getting the tools you need to refer customers
- ✓ Schedule and hold a strategy session with your Enroler within 48 hours
- ✓ Be coachable and team up with your support team to refer customers

STATUS	Advancement Bonus	PACESETTER PROGRAMME	
		Pacesetter Advancement Bonus	Months After Enrolling
Director	£ / € 100	£ / € 200	1-2
Director 2	£ / € 200	£ / € 400	3
Director 3	£ / € 500	£ / € 1 000	4
Director 4	£ / € 500	£ / € 1 000	5
Director 5	£ / € 500	£ / € 1 000	6
Director 6	£ / € 600	£ / € 1 200	7
Director 7	£ / € 700	£ / € 1 400	8
Director 8	£ / € 800	£ / € 1 600	9
Director 9	£ / € 1 000	£ / € 2 000	10
Senior Director	£ / € 2 000	£ / € 4 000	11-12
	<b>£ / € 6 900</b> One-Time Advancement Bonus Total	<b>£ / € 13 800</b> Pacesetter Advancement Bonus Total	

Based on Melaleuca Compensation Plan and 2013 Annual Income Statistics.



# Get started.



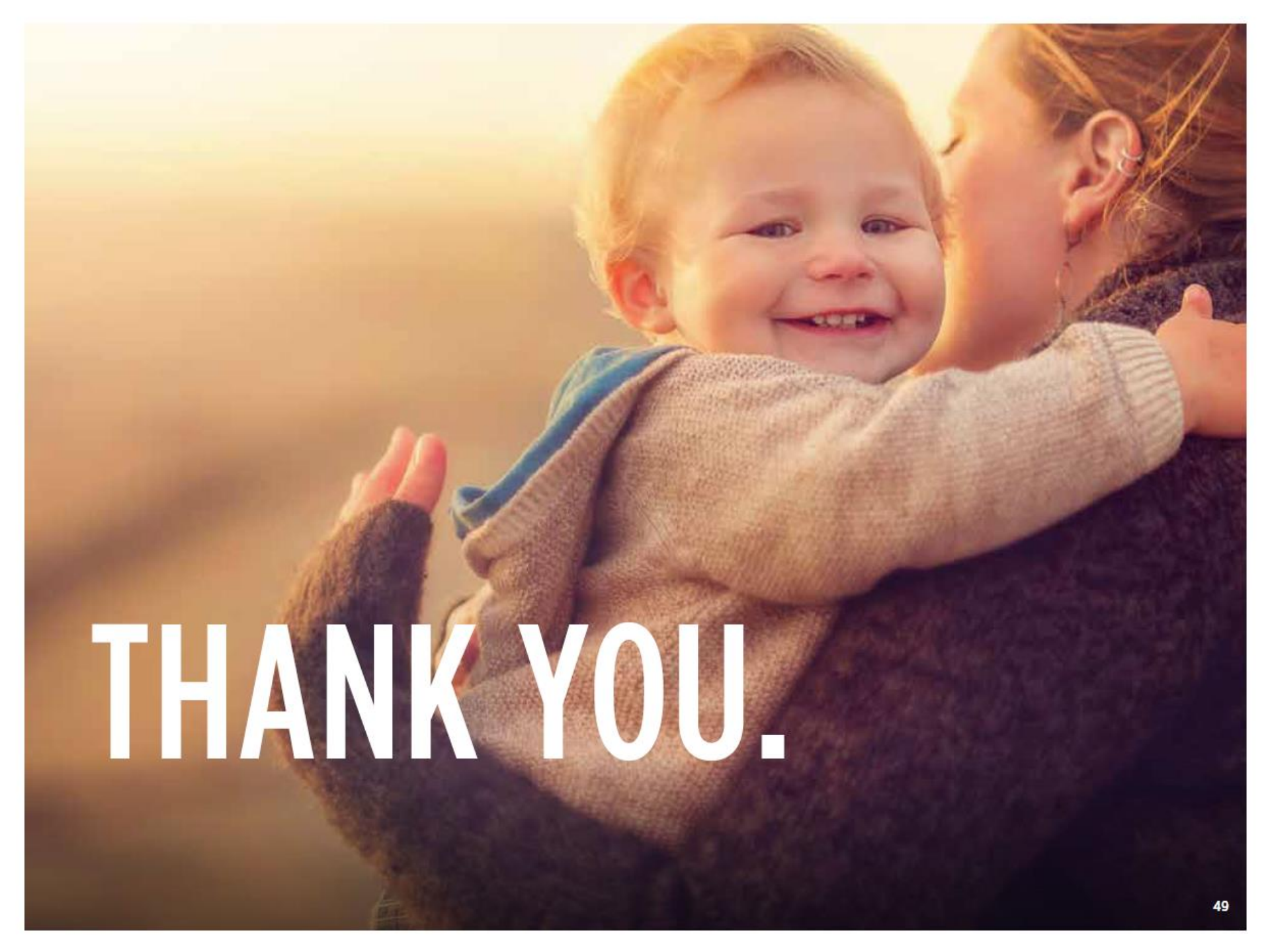
Set up your shopping account.



Start shopping at Melaleuca.com and create a Select Pack while you're there.



Order your Value Pack so you can try Melaleuca's exceptional products and save an additional 26%



**THANK YOU.**