



 *Melaleuca*
The Wellness Company®

AN OVERVIEW

A close-up photograph of a man and a woman smiling and embracing each other. The man is on the left, wearing a light blue shirt, and the woman is on the right, wearing a white top. They are outdoors with a blurred green background.

How can Melaleuca help you...

Look better?
Feel better?
Live better?

Wellness Products

Shopping Club

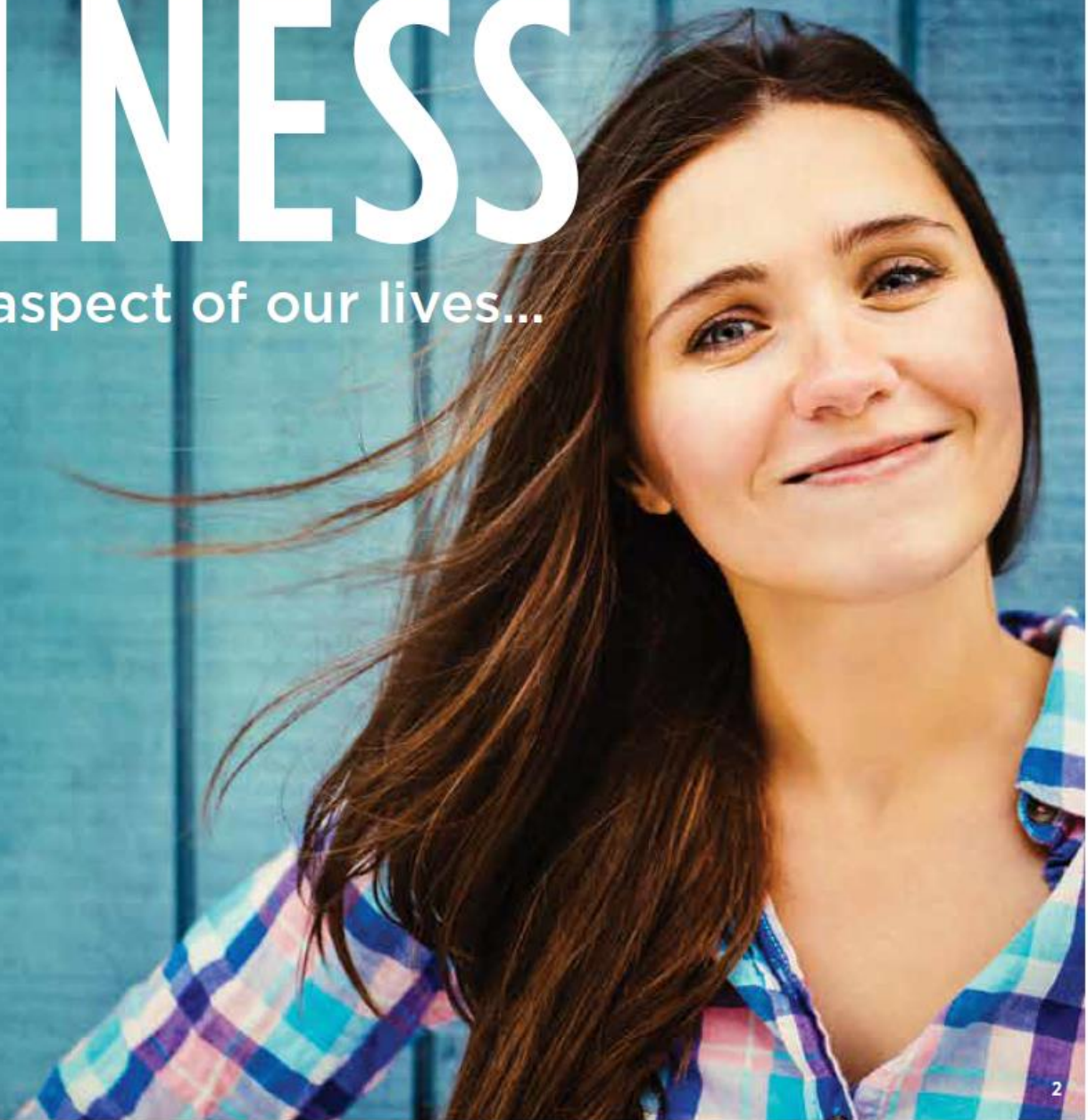
WELLNESS

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**.

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**

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

185+ Wellness Products Manufactured by Melaleuca

\$1.75 Billion in Annual Sales



Shoppers Every Month

Up to

63%

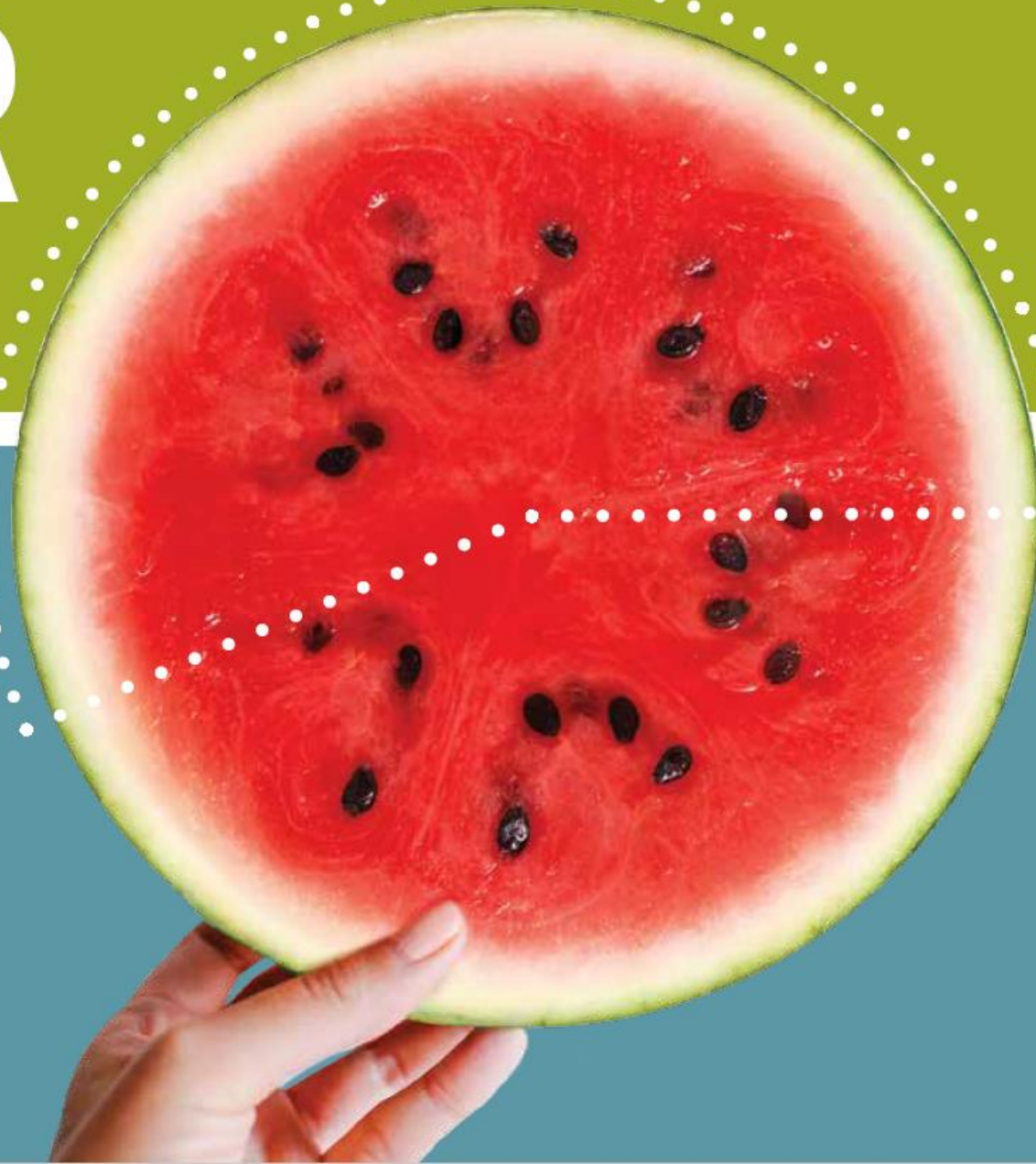
of the price
you pay for
grocery brands
adds **no value.**

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.

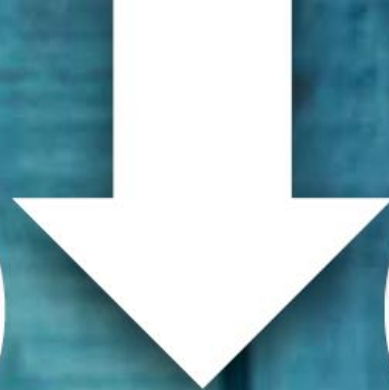
Manufactured in the U.S.



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

73% of us eat unhealthy diets

69% of us are obese or overweight

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

40% of us aren't getting adequate sleep

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

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 / 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.



Easy to read and understand what makes EcoSense® products better



Biodegradable, environmentally responsible ingredients



Safety call-outs quickly identify the lack of harmful ingredients



FRONT



BACK

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

Better, Safer Products

Live a Healthier, More Vibrant Life

No Risk—100% Satisfaction Guarantee

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:





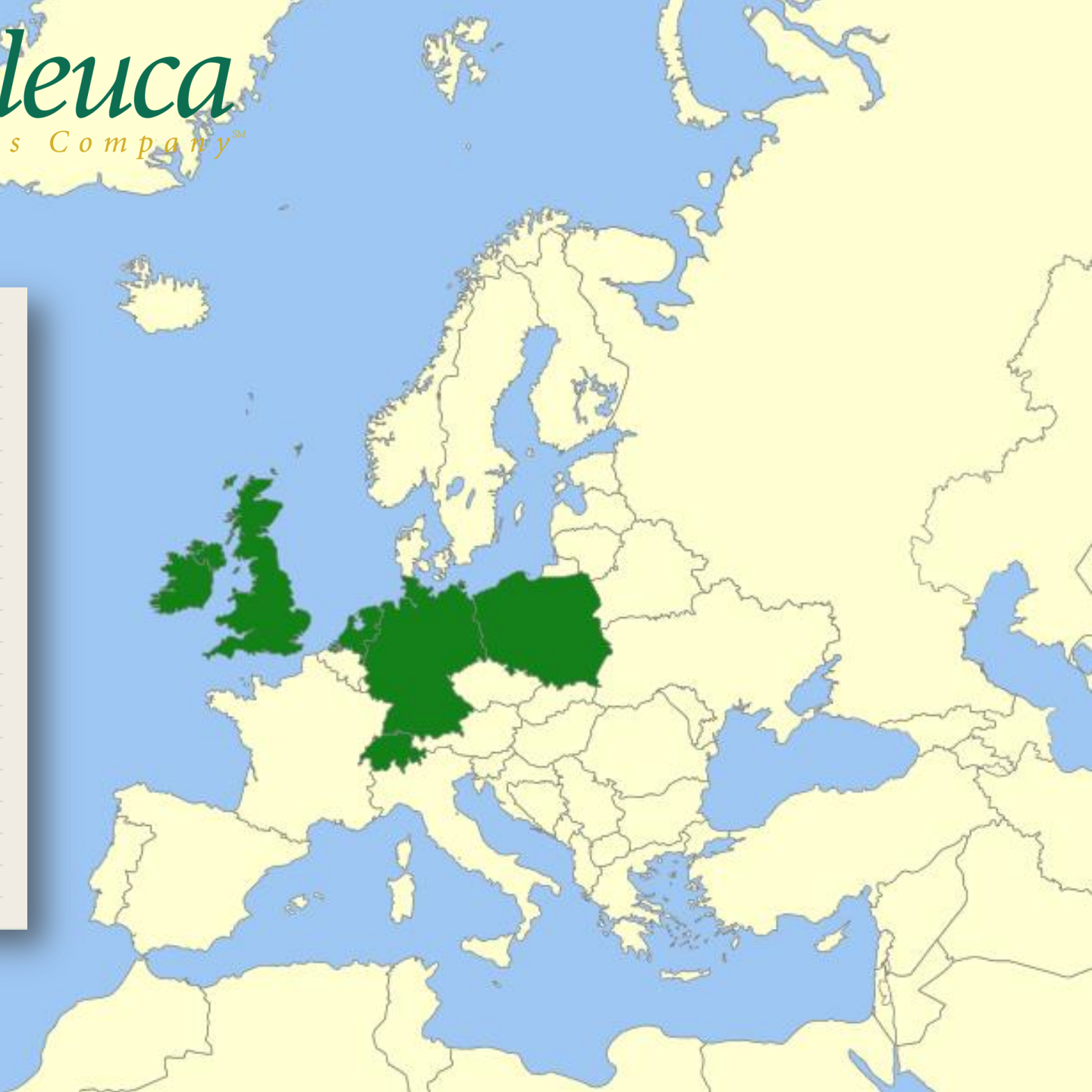
Melaleuca
is built by
customers who

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 girl with blonde hair, wearing a light-colored, textured knit sweater, is sitting on his shoulders. She is also smiling and looking towards the camera. 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



96%

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

And that creates residual income.

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.

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: | | |
| FIRST MONTH | £ 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 | 1 DIRECTOR | £ 837 € 1 132 | £ 508 € 687 | £ 370 € 500 |
| Director 4/5 | 2 DIRECTORS | £ 1 603 € 2 169 | £ 760 € 1 028 | £ 614 € 831 |
| Director 6/7 | 3 DIRECTORS | £ 2 644 € 3 577 | £ 1 326 € 1 794 | £ 971 € 1 314 |
| Director 8/9 | 4 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

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 BUSES

-  Purchase a Value Pack to qualify for Pacesetter bonuses

-  Watch and Action our *'Launch Training'* in your first 48 hours

-  Schedule and hold a strategy session with your Enroller within 48 hours

-  Be coachable and team up with your support team to refer customers

| STATUS | | Advancement Bonus | PACESETTER PROGRAMME | |
|---|---------|----------------------------------|------------------------------------|-------------------------------|
| | | | Pacesetter Advancement Bonus | Mentor Bonus Paid to Enroller |
| Director | 8 Cust | £ /€ 100 | | |
| Director 2 | 10 Cust | £ /€ 200 | | |
| Director 3 | 11 Cust | £ /€ 500 | | |
| Director 4 | 12 Cust | £ /€ 500 | | |
| Director 5 | 13 Cust | £ /€ 500 | | |
| Director 6 | 14 Cust | £ /€ 600 | | |
| Director 7 | 15 Cust | £ /€ 700 | | |
| Director 8 | 16 Cust | £ /€ 800 | | |
| Director 9 | 18 Cust | £ /€ 1 000 | | |
| Senior Director | 20 Cust | £ /€ 2 000 | | |
| Based on Melaleuca Compensation Plan and 2013 Annual Income Statistics. | | £ /€ 6 900 | | |
| | | One-Time Advancement Bonus Total | Pacesetter Advancement Bonus Total | |

The Power of the Pacesetter Programme

Getting Started

DOUBLE YOUR ADVANCEMENT BONUSES

- ✓ Purchase a Value Pack to qualify for Pacesetter bonuses
- ✓ Watch and Action our 'Launch Training' in your first 48 hours
- ✓ Schedule and hold a strategy session with your Enroller within 48 hours
- ✓ Be coachable and team up with your support team to refer customers

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|--------------------------------|--|---|-------------------------------|
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| Director 8 Cust | £ / € 100 | £ / € 200 | |
| Director 2 10 Cust | £ / € 200 | £ / € 400 | |
| Director 3 11 Cust | £ / € 500 | £ / € 1 000 | |
| Director 4 12 Cust | £ / € 500 | £ / € 1 000 | |
| Director 5 13 Cust | £ / € 500 | £ / € 1 000 | |
| Director 6 14 Cust | £ / € 600 | £ / € 1 200 | |
| Director 7 15 Cust | £ / € 700 | £ / € 1 400 | |
| Director 8 16 Cust | £ / € 800 | £ / € 1 600 | |
| Director 9 18 Cust | £ / € 1 000 | £ / € 2 000 | |
| Senior Director 20 Cust | £ / € 2 000 | £ / € 4 000 | |
| | £ / € 6 900 One-Time Advancement Bonus Total | £ / € 13 800 Pacesetter Advancement Bonus Total | |

Based on Melaleuca Compensation Plan and 2013 Annual Income Statistics.

The Power of the Pacesetter Programme

Getting Started

DOUBLE YOUR ADVANCEMENT BONUSES

- ✓ Purchase a Value Pack to qualify for Pacesetter bonuses
- ✓ Watch and Action our 'Launch Training' in your first 48 hours
- ✓ Schedule and hold a strategy session with your Enroller within 48 hours
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|--|-------------------|--|---|
| | | Pacesetter Advancement Bonus | Mentor Bonus Paid to Enroller |
| Director 8 Cust | £ / € 100 | £ / € 200 | 100% |
| Director 2 10 Cust | £ / € 200 | £ / € 400 | 100% |
| Director 3 11 Cust | £ / € 500 | £ / € 1 000 | 100% |
| Director 4 12 Cust | £ / € 500 | £ / € 1 000 | 100% |
| Director 5 13 Cust | £ / € 500 | £ / € 1 000 | 100% |
| Director 6 14 Cust | £ / € 600 | £ / € 1 200 | 100% |
| Director 7 15 Cust | £ / € 700 | £ / € 1 400 | 100% |
| Director 8 16 Cust | £ / € 800 | £ / € 1 600 | 100% |
| Director 9 18 Cust | £ / € 1 000 | £ / € 2 000 | 100% |
| Senior Director 20 Cust | £ / € 2 000 | £ / € 4 000 | 100% |
| <small>Based on Melaleuca Compensation Plan and 2013 Annual Income Statistics.</small> | | £ / € 6 900 One-Time Advancement Bonus Total | £ / € 13 800 Pacesetter Advancement Bonus Total |

Connect with the Person who invited you to this Overview...

Get started.



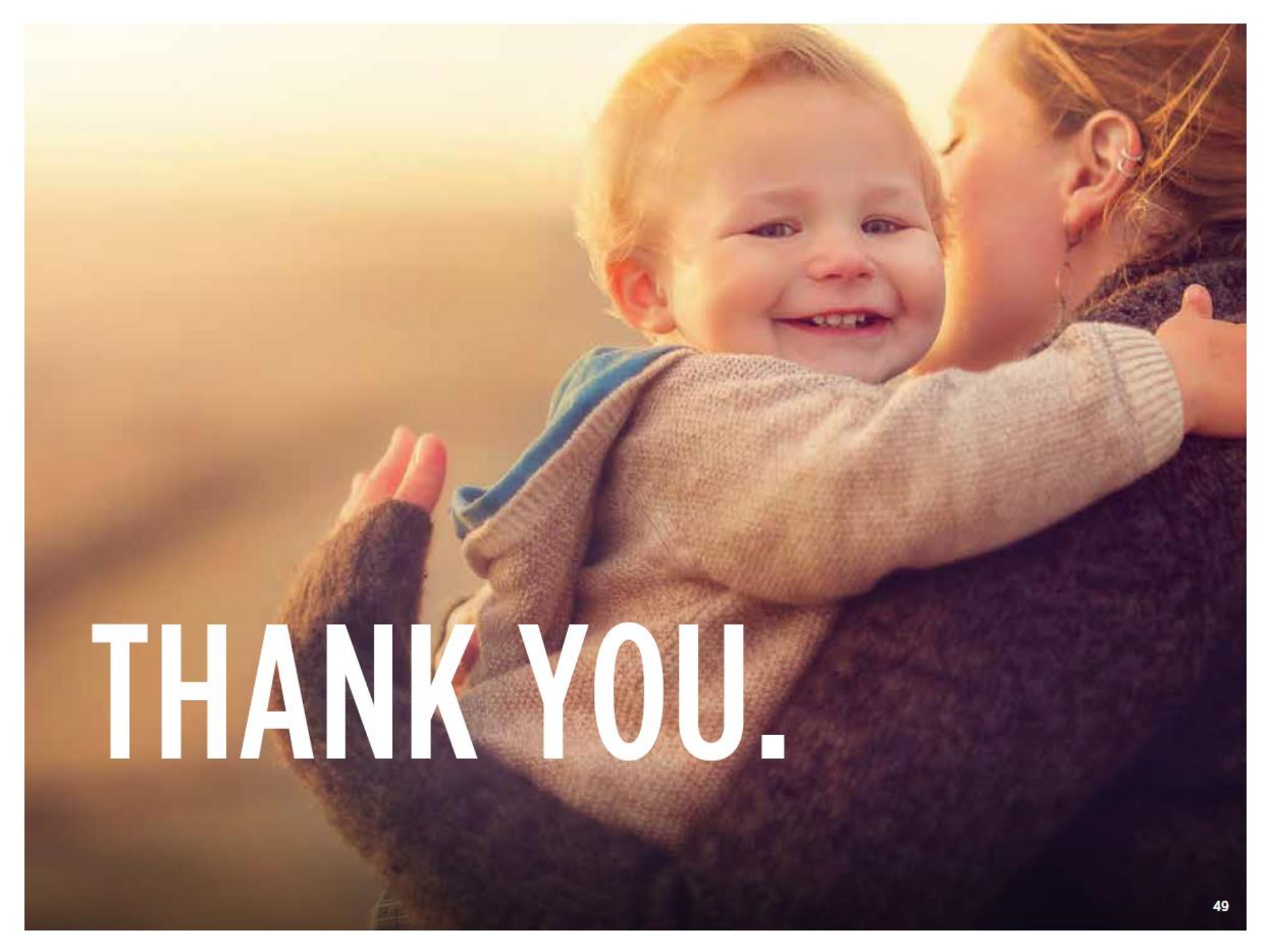
Set up your shopping account.



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% AND earn the **PACESETTER BONUSES**



THANK YOU.