



AQUASOURCE

ENERGY · ACTION · FREEDOM

€URO BUSINESS PROGRAMME

United Kingdom



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INTRODUCTION

When AquaSource began twenty-five years ago, the founders set out to offer people the opportunity to enjoy better health through superior nutrition. Today, AquaSource products are bought by people all over the world because they are renowned for their incredible results. But that is only half the story.

Along with a driving passion for product innovation and quality, AquaSource has been committed from the very beginning to ensuring that all independent distributors have an opportunity to prosper. The €URO BUSINESS PROGRAMME is a breakthrough in compensation, offering generous terms while combining the excitement of a ground floor opportunity with the stability of a twenty-five year successful company.

Often referred to as “Direct Sales”, distributors are purchasing the opportunity to run their own business but with the comprehensive support package and an outstanding on line training system.

There are 3 ways to earn with AquaSource:

- 1. Retail profit.** Distributors can earn straight away by buying directly from AquaSource, at a generous discount and selling at a profit. Many people become distributors simply because they feel passionate about our products. Customers prefer to buy from people they know and trust. AquaSource distributors can offer a personal, individual service. They run their businesses, supported by an international company. There is no minimum order requirement.
- 2. Commission earned on distributor’s own purchases.** As a Distributor’s monthly purchases increase, and s/he reaches certain targets, the following titles are awarded: *1* Distributor, 2* Distributor, 3* Distributor, Director*. As a distributor advances up the titles, AquaSource pays an increasing percentage of his/her monthly purchases. All distributors can choose to sponsor other people (in the same way that you were sponsored). A distributor will earn more commission on his/her purchases, and be promoted to Director faster by working with others that s/he has sponsored. Commission is transferred to your bank account out by the 14th of the following month.
- 3. Earnings from building a People Business.** A distributor may also earn commission on the purchases made by distributors in his/her organisation.

Depending on a distributor’s goals and the time and energy s/he chooses to invest s/he can continue developing the business to acquire the titles *1* Director, 2* Director* and *3* Director*, as distributors in his/her group become *Directors*. *1* Directors to 3* Directors* receive monthly royalty bonuses payments as a percentage of the purchases of these *Directors’* organisations.

Leadership. AquaSource offers those who want a challenge and the possibility to earn lucrative income now, and in the future, a perfect opportunity for personal development and the ultimate challenge of heading his/her own international business. All without the risk of the initial financial investment normally required to start a business. The highest rewards are reserved for *Executive Directors* who earn remarkable incomes through increased royalties and the highest paying bonus yet, the Infinity Bonus.

The following pages give a detailed explanation of how to earn income as an AquaSource Distributor. There is a summary table and a glossary of terms at the back. For more information on AquaSource products and how you can get started today, talk with one of our Distributors, and visit our website at www.aquasource.net

INDEPENDENT DISTRIBUTOR TO DIRECTOR

Getting started with AquaSource is easy. Simply complete a *Distributor Agreement Form* and purchase a *Distributor Pack*. As a general rule, the more products you retail, the more money you earn from AquaSource. Also, the more distributors you sponsor, and the more active these distributors are in retailing and sponsoring themselves, the more money you earn. If you take the time to understand the way in which AquaSource calculates your commission you will be able to maximize your earnings. Study the examples and see how each one can relate to you. Refer to the tables to find out what you need to do to improve your earnings – one step at a time.

All distributors can sponsor distributors in other countries where AquaSource operates. There are a few adaptations to the Euro Business Programme to accommodate local economy and culture that you should be aware of before sponsoring distributors in another country, and that may affect the commission you receive from these distributors. For details ask your local office. This document applies to distributors registered with the UK office.

Retail Profit

From the very beginning, all distributors can buy products for themselves and their families at a special wholesale price directly from the company and earn retail profits immediately by selling them to friends and associates at the suggested retail price. The wholesale discount is typically 25% to 30% depending on the product.

Example 1: if you buy products for £100, at 25% discount from suggested retail price and retail them for £133 you make £33.

Rebate Bonus on Own Purchases

Each time you purchase a product you get QPV (Qualifying Personal Volume), see the price list for the QV for a particular product. At the end of the month the QPV you have accumulated determines the title you have qualified for and the percentage Rebate Bonus you earn on your own purchases. The QV on a particular product may be increased from time to time for promotional purposes. QPV is reset to zero at the start of every month.

As you purchase products during the month you are also accumulating CPV (Commissionable Personal Volume), see the price list for the CV for a particular product. The CPV translates to commission or money earned, and is calculated in euros, and then converted to pounds sterling (£).

Table 1: Titles and Rebate Bonus earned by retailers, all purchases are made personally

Title	1* Distributor	2* Distributor	3* Distributor	To qualify as a Director	To maintain and be paid as Director any month after qualification
QPV (=QGV in this case)	350	700	1400	2400	2000
% of CPV paid in commission	15%	20%	25%	25%	30%

Example 2: Your monthly purchases give you a QPV of 400 which means that you have qualified for the title 1* Distributor and will receive 15% of your CPV (see table below). This is in addition to your retail profit

You will be awarded the title "Director" by accumulating 2400QPV. The month of qualification, you will receive a discount of 25% of your CPV. You retain the title Director from then on and receive 30% of your CPV each month that you maintain this title. You can maintain Director title by having 2000QPV (or 2000QGV and 80QPV, as explained in the next section). You will only lose your Director title and the opportunity to receive up to 30% discount on your own purchases, if you do not have 80 QPV for 6 consecutive months. In this case you need to qualify as a Director again.

Rebate Bonus on Group Purchases

From the start, as a distributor, you can introduce or "sponsor" anyone you know who would like to earn extra income from AquaSource. They become members of your "group". Your group consists of the distributors you sponsor, and the people that they sponsor in turn. There is no restriction on the number of distributors in a group.

Each time a member of your group purchases a product, the distributor gets QPV. The total of your own QPV and the QPV of each member in your group is recorded as your QGV (Qualifying Group Volume) and this is used to determine your title and the percentage of CPV you earn on your own purchases that month. You can track your QGV and QPV online at www.aquasource.net or by contacting your local office.

Table 2: Titles and Rebate Bonus earned on own sales from Group Purchases

Title	1* Distributor	2* Distributor	3* Distributor	Director (to qualify)	To maintain and be paid as Director any month after qualification
QPV	80	80	80	80	80
QGV	350	700	1400	2400 (no more than 1200QGV from any one leg)	2000
% of CPV on personal purchases	15%	20%	25%	25%	30%

Example 3: let's say you have 400QPV as you did in example 2 and you sponsor a distributor who also has 300QPV. Now your QGV is 400+300=700, which means that you are now a 2* Distributor and earn 20% of the CPV (that is CV on your own purchases).

So, you can see how working with others increases your earnings on your personal purchases. It also means you can qualify for higher titles more easily.

You can also earn Rebate Bonus on the purchases made by other distributors in your group. The percentage of CV you earn depends on the difference between your title and theirs. In this example you would also earn Rebate Bonus on the purchases made by the distributor you have sponsored.

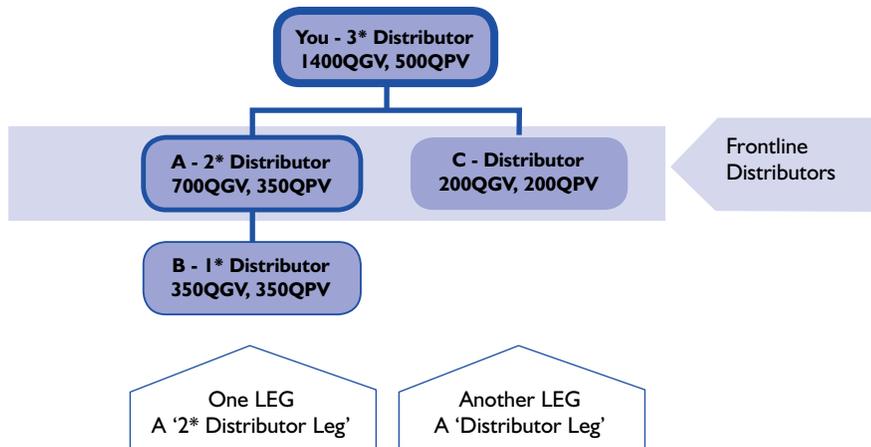
Table 3: Rebate Bonus earned on Group Purchases. The Rebate Bonus paid is of the Frontline Distributor's CGV

Your Title >	1* Distributor	2* Distributor	3* Distributor	Director 2000QGV 80QPV
Distributor	15%	20%	25%	30%
1* Distributor	-	5%	10%	15%
2* Distributor	-	-	5%	10%
3* Distributor	-	-	-	5%

The frontline distributor's CGV includes the CPV of all the distributors in his/her group, so this is the quickest way to work out earnings on each distributor in your group.

Note that to earn Rebate Bonus or any bonus or commission you must have accumulated at least 80QPV by the end of the month.

Example 4: You are a 3* Distributor, you have 2 frontline distributors, which means you have 2 legs and you have 3 distributors in your group:



As you have 1400QGV and 500QPV you have the title 3* Distributor and you earn 25% of CPV on your own purchases, as well as your retail profit.

Your Title >	1* Distributor	2* Distributor	3* Distributor	Director Maintained 2000QGV 80QPV
Distributor	15%	20%	25%	30%
1* Distributor	-	5%	10%	15%
2* Distributor	-	-	5%	10%
3* Distributor	-	-	-	5%

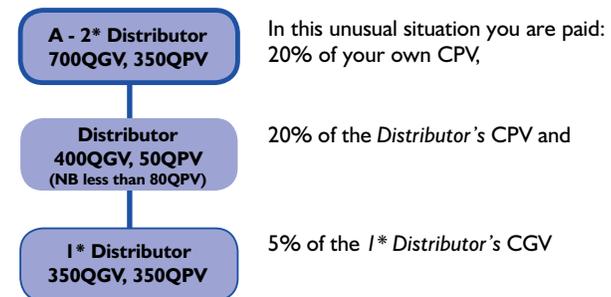
You have a distributor frontline, Distributor "C" that has 200QGV. The table shows that if you are a 3* Distributor and you have a frontline distributor you earn 25% of this distributor's CGV = 25% of C's CGV

Your Title >	1* Distributor	2* Distributor	3* Distributor	Director Maintained 1600QGV 80QPV	Director Maintained 2000QGV 80QPV
Distributor	15%	20%	25%	27%	30%
1* Distributor	-	5%	10%	12%	15%
2* Distributor	-	-	5%	7%	10%
3* Distributor	-	-	-	2%	5%

You also have a 2* Distributor frontline, Distributor "A". You earn 5% of A's CGV. This is the same as 5% of A's CPV and 5% of B's CPV

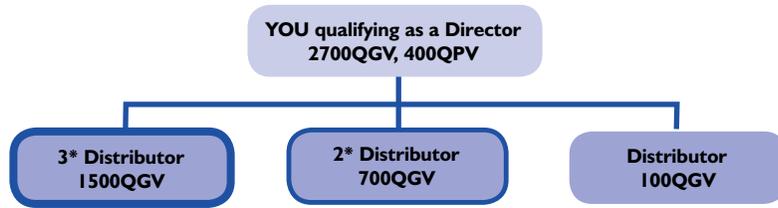
Example 5

The Rebate Bonus Table can give a misleading indication of earnings in the following unusual situation, where your frontline distributor has less than 80QPV but has QGV higher than 350QGV.



Example 6: Qualifying as a Director

Notice from the above table the requirement to qualify as a *Director* that no more than 1200QGV will count from any one leg.



You clearly have more than 2400QGV, but the point to remember is that only 1200QGV of the 3* Distributor's 1500QGV will count for you towards qualifying as a *Director*. This means that 1200QGV counts from your 3* Distributor leg + 700QGV + 100QGV + 400QPV = 2400QGV

Director promotions occur after the month end, so this month you are paid as 3* Distributor which means you will earn 25% of CPV on your own purchases, 5% of CGV of the 2* Distributor and 25% of CGV of the Distributor, plus your retail profit. You do not receive any Rebate Bonus on the 3* Distributor in your group as you have the same title.

You may qualify for Lifestyle Bonus the month you qualify as a *Director*.

All QPV (Qualifying Personal Volume) always counts towards qualification as a *Director*, so you can contribute any of the 2400QGV from your own purchases.

From now on, any month that you have **2000QGV** and **80QPV** you are “maintaining” your *Director* title and will receive maximum Rebate Bonus. Any month that you do not “maintain as a *Director*”, you will be paid according to the title that you do achieve. So a *Director* who has 350 QGV and 80QPV would receive 15% of CPV, (and 15% of CGV). If you do not do 80QPV for 6 consecutive months then you will need to qualify as a *Director* again.

When you are a *Director*, you can receive Rebate Bonus from a distributor in your group the month that s/he qualifies as a *Director*. From the month after qualification, this new *Director* forms his/her own group and their Qualifying Group Volume will not be included in your Qualifying Group Volume QGV. You can earn Royalty Bonus on *Directors* in your organisation.

1* DIRECTOR TO 3* DIRECTOR

The next stage in developing your business is to pass on the skills you have learnt, to distributors in your group, so that these distributors also qualify as *Directors*. These *Directors* then form independent groups and you earn a Royalty Bonus which constitutes a percentage of their group's business volume. Each new *Director Leg* is recognised with a new title and increased Royalty Bonus, to acknowledge these critical milestones in the expansion of your business, and in your personal development of leadership abilities.

To qualify or maintain as a 1* *Director* or any higher title you need 2000QGV and 80QPV.

1* *Directors* and above who have been unable to maintain their title once in a period of 6 months will be re-titled to *Director*, or to the highest title they have achieved in the previous 6 months, if this is higher. Recognition Pins may only be worn when title is valid.

Royalty Bonus

1* *Directors* to 3* *Directors* are *Directors* that have *Directors* in their organisation, and earn Royalty Bonus on the CGV (Commissionable Group Volume) of these *Directors*. Royalties are paid in addition to Rebate Bonus and the Lifestyle Bonus.

Table 4: Royalty Table for *Directors* – shows % of *Directors*' CGV earned

Title	1* Director	2* Director	3* Director
Number of Director Legs	1	2	3
1st Generation	10%	10%	10%
2nd Generation	5%	6%	7%
3rd Generation	-	1%	3%

Examples 7 & 8 in the Executive Director Section refer to Royalty Bonus. Generations refer to maintained *Directors* – see diagram on next page.

1* Director



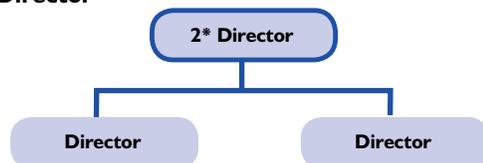
If the month that you qualify as a *Director* someone else in your Group qualifies too, you are promoted directly to 1* *Director*.

If you have already qualified as a *Director* then you qualify as a 1* *Director* the month that a member of your group qualifies as a *Director* (you also need 2000QGV & 80QPV).

Directors are promoted after the month end, so you can not receive royalties on *Directors* in the month that they are qualifying. If they are in your group, you will receive Rebate Bonus the month that they qualify.

Each subsequent month that you have 2000QGV and 80QPV and a maintained *Director* in your organisation you maintain as a 1* *Director* and you will receive royalties on *Director*(s) in your organisation. You will receive 10% of the CGV of the first maintained *Director* in each *Director Leg* and 5% of the CGV of the next maintained *Director* (if there is one).

2* Director



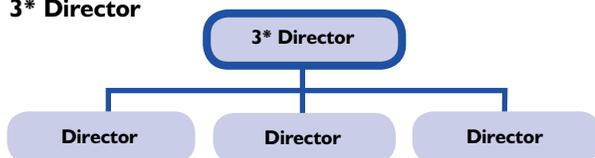
If you qualify as a *Director* the same month as two members of your *group* you will be promoted directly to *2* Director*, as long as the *Directors* are in different legs.

If you are already a *Director*, or *1* Director* then you can qualify as a *2* Director* by having 2000QGV, 80QPV and 2 *Directors* in different legs, that are either qualifying that month and/or maintaining.

Like *1* Directors*, *2* Directors* and above are promoted after the month end so the month that you qualify as a *Director* or higher title you are paid at the highest title previously achieved (or *3* Distributor* if that is higher).

Each month after qualification that you have 2000QGV and 80QPV and 2 maintained *Director* Legs then you have Maintained as a *2* Director* and will be paid Royalty Bonus of *2* Director* in the table above, that is 10% of the CGV of the first maintained *Director*, 6% of the second maintained *Director* and 1% of the third maintained *Director* in each *Director* Leg. If you have 2000QGV and 80QPV and just 1 maintained *Director* in your organisation then you have maintained as a *1* Director* and are paid royalties as *1* Director* in the above table.

3* Director



If the same month that you qualify as a *Director* you also have 3 *Directors* qualifying in different legs then you will be promoted directly to *3* Director*.

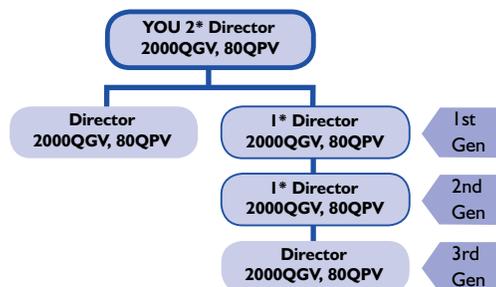
If you are a *Director*, *1* Director* or *2* Director* then you can qualify as a *3* Director* by having 2000QGV and 80QPV and having 3 legs that contain a qualifying or maintaining *Director*.

To be paid as a *3* Director* you need to have 2000QGV and 80QPV and 3 legs each with a maintained *Director*.

Generations

Royalties paid are shown in the table below (the percentages shown are of CGV). Generations refer to maintained *Directors*.

Title	1* Dir	2* Dir	3* Dir
1st Generation	10%	10%	10%
2nd Generation	5%	6%	7%
3rd Generation	-	1%	3%



EXECUTIVE DIRECTORS

Promotion from *3* Director* to *Executive Director* is a recognised honour. These are challenging titles and are rewarded with increased Royalty Bonus, on four generations of *Directors*. The most substantial earning opportunity in the €BP the Infinity Bonus, is reserved exclusively for *Executive Directors*, who have proven themselves capable and willing to pass on their leadership abilities to others.

Table 5: Requirements for Executive Directors

Title	Executive Director	1* Executive Director	2* Executive Director	3* Executive Director
Number of 3* Director Legs	3	6	9	12
Number of Maintained Directors in first 4 generations	12	36	60	100
Royalty Bonus - % of CGV of Directors				
1* Generation	10%	10%	10%	10%
2* Generation	7%	7%	7%	7%
3* Generation	5%	5%	5%	5%
4* Generation	1%	2%	3%	4%

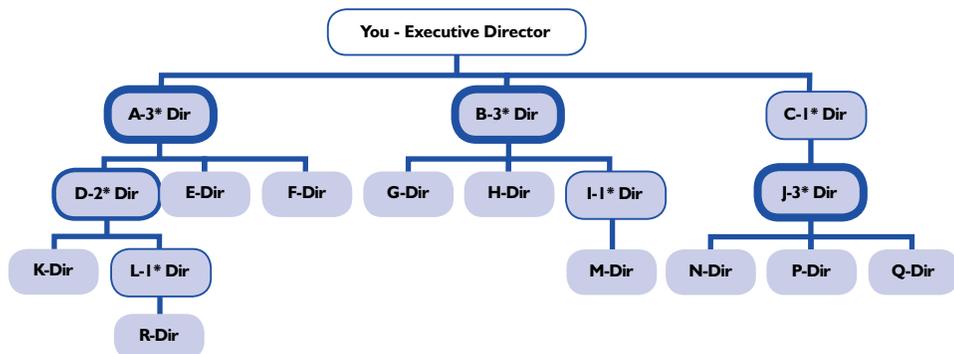
The table shows the number of *3* Director* Legs required to qualify as an *Executive Director* and higher titles. To qualify for these titles you need the stated number of *3* Directors* and these can be either qualifying or maintaining. You also need a certain number of *Directors* that are maintaining, within your first 4 generations. Maintained *1* Directors* and above also count as maintained *Directors*.

To maintain as an *Executive Director* (and be paid as an *Executive Director*) the *3* Directors* must be maintaining.

The following page shows an example of Royalty Bonus for an *Executive Director*.

Example 7: Royalty Bonus earned by an Executive Director

All Directors in this example have at least 1600QGV and 80QPV, and all 1* Directors and those with higher title, have at least 2000QGV and 80QPV.



You earn the following Royalty Bonus:
 10% of the CGV of A, B & C (first generation)
 7% of the CGV of D, E, F, G, H, I, J (second generation)
 5% of the CGV of K, L, M, N, P, Q (third generation)
 1% of the CGV of R (fourth generation)

This is in addition to Rebate Bonus and retail profit. In this example you may also be eligible for Infinity Bonus.

Royalty Bonus Questions

What happens if I do not maintain one month?

If you do not maintain your title you will be paid at the title that you do achieve. This means that if you have qualified as a 3* Director and have 3 Director Legs but one month one of the Directors does not maintain then you will have maintained as a 2* Director and will receive the Royalty Bonus for a 2* Director.

You will only lose your title if you do not maintain it once in every six month period; in this case you will be re-titled to Director or the highest title you have achieved during the previous six months, whichever is higher. If you do not have 80QPV once in every six month period you will be re-titled to Distributor.

What happens if a Director in my organisation does not maintain?

You are paid royalty on their CGV at the same percentage as the next Maintained Director who is further away from you (or would be, if there was one). The Group Volume of the non-Maintained Director is not included in the next Maintained Director’s Group Volume.

Example 8

In the above example if B and D do not maintain then you receive:
 10% of CGV of: A & C (first generation)
 7% of CGV of: B, D, E, F, G, H, I, J, L, K (second generation)
 5% of CGV of: M, N, P, Q, R (third generation)

INFINITY BONUS

The ultimate reward for establishing a business of real substance and to recognise the calibre of these leaders, AquaSource offers the Infinity Bonus. The Infinity Bonus is paid as a percentage of your own CPV and of your entire organisation.

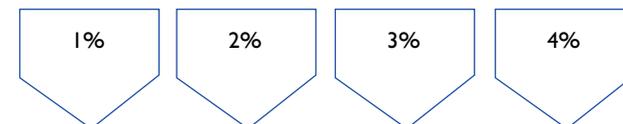
To qualify you need to maintain as an Executive Director, or higher, and have the required “Director Points”. Director Points are earned for each maintained Director in your organisation (within the first 4 generations). The Director Points earned will depend upon which country the Director is registered in.

Title	Executive Director	1* Executive Director	2* Executive Director	3* Executive Director
Director Points	1500	4000	8000	12000
Infinity Bonus	1%	2%	3%	4%

For example: When you maintain as (and are paid as) an Executive Director you will also receive 1% infinity bonus if you have 1500 Director Points.

Note this is a differential bonus like the Rebate Bonus, which means that you get Infinity Bonus on your whole organisation, unless someone in your organisation gets Infinity Bonus too, in which case you get the difference on their organisation. So if you get 3% Infinity Bonus and someone in your organisation gets 1% Infinity Bonus, you get (3-1) = 2% on their organisation and 3% on the rest.

Royalty Bonus & Infinity Bonus	Executive Director	1* Executive Director	2* Executive Director	3* Executive Director
1st Generation	10% + 1%	10% + 2%	10% + 3%	10% + 4%
2nd Generation	7% + 1%	7% + 2%	7% + 3%	7% + 4%
3rd Generation	5% + 1%	5% + 2%	5% + 3%	5% + 4%
4th Generation	1% + 1%	2% + 2%	3% + 3%	4% + 4%



LIFESTYLE BONUS

Directors, or above, can earn Lifestyle Bonus each month. The month that you qualify as a Director (or above) you may also earn this Bonus.

This bonus is country specific, reflecting different lifestyles.
Ask your sponsor for details of these bonuses and how to earn them.

GLOSSARY OF TERMS

Qualifying Personal Volume (QPV): This is the total of the Qualifying Volume (QV) of each item purchased by you within the month. See the Order Form for the QV of each product. The status that you attain depends on your Qualifying Personal Volume.

Commissionable Personal Volume (CPV): This is the total of the Commissionable Volume (CV) of each item purchased by you within the month.

Sponsor: Person who introduced you to AquaSource and its products.

Qualifying Group Volume (QGV): This is the total of the Qualifying Volume (QV) of each item purchased by you and members of your Group within the month. See the Order Form for the QV of each product. The status that you attain depends on your Qualifying Group Volume.

Commissionable Group Volume (CGV): This is the total of the Commissionable Volume (CV) of each item purchased by you and members of your Group, within the month. Rank is attained through achievement of QPV and QGV. Commissions are calculated on Commissionable Volume.

Organisation: Everyone you have sponsored and who they have sponsored and so on.

Group: Your Group consists of yourself and your organisation but excluding any Distributors who have qualified as a Director (or above) and their organisations.

Frontline Distributors: those Distributors you have personally sponsored, or are directly linked to you.

Leg: A "Leg" is someone you have sponsored directly and their organisation.

Maintained Director: A Maintained Director is someone with 2000QGV and 80QPV who has qualified as a Director in a previous month.

Frontline Director: The first Director in each Leg.

3* Director Leg: This is a Leg with a 3* Director in it. Note the 3* Director does not need to be sponsored by you and can be anywhere within this leg.

Director Points: These are earned on each maintained Director in your organisation within the first 4 generations (it does not include yourself). The number of points varies between countries so ask for further details.

Generation: The first Generation refers to the first Maintained Director in each Leg and his/her Group; the second Generation refers to the second Maintained Director in each Leg and his/her Group and so on. If there are any Directors in between the first and second Maintained Director's Groups these are included in the first Generation. **Note that a Director in your first Generation may not necessarily be sponsored by you directly.**

AquaSource €URO BUSINESS PROGRAMME EASY REFERENCE TABLE

Refer to previous pages for explanation

	DISTRIBUTORS					EXECUTIVE DIRECTORS						
	Dist	1* Dist	2* Dist	3* Dist	Dir <small>(to maintain and learn max Rebate Bonus)</small>	1* Dir	2* Dir	3* Dir	Exec Dir	1* Exec Dir	2* Exec Dir	3* Exec Dir
QPV	80	80	80	80	80	80	80	80	80	80	80	80
QGV		350	700	1400	2000	2000	2000	2000	2000	2000	2000	2000
Director Legs						1	2	3				
3* Director Legs									3	6	9	12
Maintained Dir in 4 gen's									12	36	60	100
DISCOUNT FROM RETAIL PRICE												
Discount (typical)	25%-30%	25%-30%	25%-30%	25%-30%	25%-30%	25%-30%	25%-30%	25%-30%	25%-30%	25%-30%	25%-30%	25%-30%
REBATE BONUS												
On personal purchases		15%	20%	25%	30%	30%	30%	30%	30%	30%	30%	30%
Distributor		15%	20%	25%	30%	30%	30%	30%	30%	30%	30%	30%
1* Distributor			5%	10%	15%	15%	15%	15%	15%	15%	15%	15%
2* Distributor				5%	10%	10%	10%	10%	10%	10%	10%	10%
3* Distributor					5%	5%	5%	5%	5%	5%	5%	5%
ROYALTY BONUS												
1st Generation						10%	10%	10%	10%	10%	10%	10%
2nd Generation						5%	6%	7%	7%	7%	7%	7%
3rd Generation							1%	3%	5%	5%	5%	5%
4th Generation									1%	2%	3%	4%
INFINITY BONUS												
Director Points									1500	4000	8000	12000
Infinity Bonus									1%	2%	3%	4%