

# DEALER TERMS



***Dear Friend,***

***Congratulations! You are about to start your own business!*** 😊 How successful you are depends mostly on you – how much time you put into it, how well you know our products and how you tell others about them. But it also depends on how well we support you. The following terms have been designed to help you succeed and to enable us to support you as best we can.

For us, this is not just about a business. It is about caring for our home, the USA, by promoting what is good for the environment, as well as caring for our native home country, the Philippines – a country blessed by God with an abundance of everything beautiful, that we would like to preserve for our children to see and enjoy. It is about bringing out the best in our people as a world-class people, especially our farmers and our poor. And it is about caring for our families by providing them with the safest, most nourishing natural products at a price that everyone can afford.

This is about a lifestyle, a vision of a beautiful and prosperous people and about following God's plan for our lives as stewards of what He has made. This is our mission and vision. Thank you for sharing it with us 😊 May God help you to prosper as you take part in healing our land and caring for our people.

Yours sincerely,

Anna Meloto-Wilk  
President  
Gandang Kalikasan Inc.

Michael Gonzalez  
President  
Gandang Kalikasan USA Inc.

## General Dealer Terms (January 2011)

### Dealer Registration

Your Human Nature business begins upon registering as a dealer.

#### **The registration fee of \$50.00 (plus tax)**

Includes the following:

#### ♥ **Bestseller's Sample Pack with \$66.97 worth of products:**

- ♥ 50ml Balancing Facial Wash
  - ♥ 100ml Hydrating Toner
  - ♥ 50ml Super-Fruits and Black Rice Facial Scrub
  - ♥ 50ml Sunflower & Papaya Day Facial Moisturizer
  - ♥ 50ml Royal Jelly & Aloe Vera Overnight Facial Moisturizer
  - ♥ 50ml Sunflower Seed Beauty Oil
  - ♥ 10g Lip Balm (Peppermint)
  - ♥ 50ml Strengthening Conditioner (Gugo Bark & Calamansi)
  - ♥ 50g Avocado & Gugo Bark Intense Hair Mask
  - ♥ 50ml Rosemary & Sunflower Oil Deodorant
  - ♥ 50ml Aloe Vera and Chamomile Feminine Wash
  - ♥ 10g Island Kiss Tinted Lip Balm
  - ♥ 50ml All Natural Spray Sanitizer (Citrus Burst)
  - ♥ 2.8g Love Minerals Blush (Petal Bloom)
- ♥ 10 Catalogs (more catalogs can be purchased at 15c each)

We recommend that you keep these for samples to help you grow your business.

***Having a wide range of samples will increase your sales. When people see, touch, and smell the items, they will be amazed at the high quality and low prices!***

### Discounts

Starting discount for all distributors is 25% off retail price. Bigger volumes qualify you for bigger discounts:

- ♥ \$300 purchases in one calendar month = 26% off
- ♥ \$500 purchases in one calendar month = 27.5% off
- ♥ \$1,000 purchases in one calendar month = 30% off

If you qualify for a higher discount, the higher discount will apply the following month. If your purchases drop below your discount bracket, your discount will drop to the discount bracket below for the following month.

**\*\*Exception – Products sold as special offer bundles may qualify for lower discounts.**

## Minimum Monthly Requirements

To maintain your status as an Active Dealer and enjoy the benefits of such status, you must purchase at least \$20.00 (net of dealer discount) per calendar month. If you are unable to reach the \$20.00 minimum monthly requirement, you are still given two (2) more months to achieve this. If, after three (3) consecutive months, you have not been able to reach a total of \$60.00 for the 3 months (\$20.00 per month), your dealer status will be listed as Inactive. As an Inactive Dealer, you will not be able to enjoy your dealer discounts and you can only purchase products at retail price or SRP.

To reactivate your dealer status, you must make a purchase of at least \$30.00 net of 25% discount ***in a single purchase transaction***. Immediately after doing so, your dealer status will be changed to “Active”. You can now start enjoying dealer discounts starting at 25% again.

To illustrate...

Scenario 1: Personal Purchases < \$30.00 for 3 consecutive months = Inactive Status

	Month 1	Month 2	Month 3	Month 4	Month 5
<b>Dealer Discount</b>	26%	26%	25%	25%	SRP
<b>Monthly Personal Purchase</b>	\$1200	\$13.00	\$17.50	\$11.00	
<b>Remarks</b>	Active	Active; Strike 1	Active; Strike 2	Active; Strike 3	Inactive

Scenario 2: Reactivating Dealer Status

	Month 5	Immediately After
<b>Dealer Discount</b>	SRP	Back to Basic 25%
<b>Monthly Personal Purchase</b>	\$30.00	
<b>Remarks</b>	Must be in a single transaction; Net of 25% dealer discount	You enjoy the basic 25% discount <u>immediately</u> after re-activating your dealer status

## Buying

As a dealer, there are **2** ways you can **BUY** Human Nature products:

- ♥ You can buy the products from your Area Distributor
- ♥ You can buy the products directly from Human Nature USA by emailing [dealer@humanheartnature.com](mailto:dealer@humanheartnature.com)
  - This may be easier if you live a long way from the nearest Area Distributor, although it may take longer for your products to arrive
  - Shipping for dealers is \$5 for orders under \$100 or FREE over \$100

## Selling

There are **3** ways you can choose to **SELL** Human Nature products:

- ♥ **You can deliver them yourself to your customers**
  - You will earn the full 25% profit from the sale with the potential to increase to 30%.
  
- ♥ **Your customer can buy from your Area Distributor**
  - Use this option if you do not have time to deliver to your customers and they do not mind travelling to pick the products up
  - In this case, you would not receive the full 25% profit for the sale, but just a lower 15% commission, which the Area Distributor will pay you after the end of the month
  - Your customer must give you your Dealer ID# for you to earn commission
  
- ♥ **Your customer can buy from Human Nature USA's website or call center**
  - Use this option if you do not have time to deliver the products to your customers and your customers do not want to travel to pick them up
  - The customer will pay a \$5 shipping fee
  - You will receive a 15% commission, which Human Nature USA will pay after the end of the month
  - Your customer must give you your Dealer ID# for you to earn commission

## Commission from Introducing Other Dealers

If you introduce somebody else who becomes a Human Nature Dealer buying from either an Area Distributor or directly from Human Nature USA, you will earn 5% commission from all their purchases for the first 12 months.

## Ordering Information

To order direct from Human Nature USA:

Phone: (888) U LOVE GK or (714) 948-4308

Fax: (714)994-1271

Web orders (retail price): [www.humanheartnature.com/usa](http://www.humanheartnature.com/usa)

Web orders (dealer price): email [dealer@humanheartnature.com](mailto:dealer@humanheartnature.com)  
using our **dealer order form**.

**If picking up, orders processed before 12 PM PST will be available for same day pick-up. Orders processed after 12 PM PST will be available the following business day.**

**Delivery**

- a) Orders at retail price pay \$5 shipping fee
- b) Orders at dealer price
  - a. Under \$100 – \$5 shipping
  - b. Over \$100 – FREE shipping!
- c) Orders are processed Monday-Saturday, excluding holidays.

**Payment**

- a) All orders need to be paid in full prior to shipping.

**Returns**

- a) Any faulty or less than perfect items will be replaced free of charge, as long as the defect was our fault.
- b) Unsold stock can be **returned for credit within 30 days** as long as it has not been opened/used and is in perfect condition. There is a \$.50 restocking fee per item returned up to a maximum of \$10.

**Area Dealerships**

Area Dealerships are available. An Area Dealer will service all dealers in his/her area of coverage.

Requirements vary from location to location but an investment in inventory and systems is required. Please enquire by emailing [michael@humanheartnature.com](mailto:michael@humanheartnature.com)

**Happy Dealing ☺**