



Monthly Business Report Your Success in One Simple Document

This guide is designed to help you understand the information contained in your business report, enabling you to use your report as an enrollment tool as well as a management tool.

Your monthly Business Report tracks the activity of every customer of your organization, pinpointing increases and decreases in activity from month to month. With a clear understanding of the information contained in the report, you can motivate and recognize your Marketing Executives while directing your business toward success.

Successful Melaleuca Marketing Executives understand that their success is based on a measurement of their performance. Experience has shown that when performance is measured, performance improves. When performance is measured and reported, the rate of improvement accelerates. When performance is measured, reported, and rewarded, the improvement is optimized. For additional details, please refer to the Melaleuca Compensation Plan.

1 Personal Information Summary

Bill or Lucy Cameron
250 Harris Blvd
Blaine, ND 58230

Tel# 7014251234
Cust# 720885463

Enrollers Name Linda Or Troy Britain
Preferred Customer 55
Enrollment Date 24/07/2006

Personal Melaleuca Product Points 62
Date Last Purchased 8/31/2007
Active Enrollees 28
Active Personal Directors 10
Active Directors in Organization 23
Organization Group Volume 88,213
PEG Volume 107,904
AVG 3 Month Leadership Points 52.00
Executive Status Executive Director II
Active Executive Status Executive Director
Cumulative Product Points 1,006,014
Advantage Balance 0.00

1a
1b
1c
1d
1e
1f

How to use:

1. PERSONAL INFORMATION

- Take full advantage of Melaleuca's compensation plan by being preferred at 35 or 55 Product Points. In order to obtain Director status, you must produce 55 Product Points.
- Use this section to find your status, number of personal enrollees, number of personal directors, organizational volume, PEG volume, and the Product Points you ordered last month

1a The number of your personally enrolled customers who purchased their minimum Product Points within the month.

1b Sum of Product Points purchased within your Organization

1c Sum of your Personal Enrollee's organization volume

1d The highest status you have achieved.

1e Your current active status.

1f The total Product Point volume generated in an organization during the last 12 months.

2 Support Team Marketing Executives

CTY	Gen	Name	Phone	Status
USA	7	Jamie S Williams	3522451234	Executive Director III
HKG	6	Jessie Franklin	8016781234	Executive Director
TWN	5	Joshua Calvin	3102271234	Executive Director V
SG	4	Sue S Pearson	6148541234	Executive Director
SG	3	Theo C Bird	9088161234	Executive Director II
MAL	2	Linda or Tim Johnson	7183651234	Executive Director VIII
MAL	1	Stephen Jensen	3184321234	Senior Director V

2. SUPPORT TEAM

- This provides the names, phone numbers, and statuses of your support team.

3 Active Enrollees

CTY	PC	AS	ES	G	EP	PD	NE	NAME	PHONE	ENRLD MTHS	CONSECUTIVE MTHS ACTIVE	PERSONAL PROD PTS	ORG PROD PTS	PEG /ORG
MAL	0	C	C	1				Edward R Rodriguez	2017361234	56	52	79	79	1.0
MAL	35	M3 +	D2	2	2			Jason Belnap	3529391234	65	P	65	1865	1.06
MAL	55	D2 *	D2	3	9	1	4	Melissa Mitchell	2844351234	65		65	2857	.51

PEG Volume 2,777

3a A number in this column indicates the number of Product Points committed by the customer on his/her Customer Agreement form. A "0" in this column indicates that Preferred Customer privileges are suspended for the customer or the customer has no commitment.

3b This column contains the active status of your customers as follows:
C - Customer D-D9 - Director-Director IX
M - Marketing Executive S-S9-Senior Director-Senior Director IX
E-E9 - Executive Director-Executive Director IX
CD - Corporate Director

3c "+" Indicates an advancement in status compared to the preceding month. "-" Indicates a drop in status compared to the preceding month. "*" Indicates advancement to a new high status.

3d The "ES" column is the highest status achieved by this Marketing Executive.

3e The "EP" column is the Marketing Executive's total number of personally enrolled Preferred Customers. "PD" is the Marketing Executive's total number of personally enrolled Directors. "NE" is the total number of this Marketing Executive's new enrollments for that month.

3f A number 1-3 indicates the goal set by the Marketing Executive, which corresponds with the level of participation indicated on his/her Independent Marketing Executive Agreement.

3h Melaleuca Product Points purchased by your personally enrolled customer within the month.

3i The total number of Product Points purchased by your personally enrolled customer's organization. Your Personal Enrollee Group Volume (PEG) or the sum of all your personal enrollees' Organization Volumes.

3j The number of months your personally enrolled customer has been an active customer.

3k The ratio of PEG volume to Organization Volume.

How to use:

3. ACTIVE ENROLLEES

- An active enrollee is any customer who orders 35 Product Points or more in any given month.
- If a personal enrollee has a * next to their status (3b), call them and celebrate their success in reaching a new high status.
- Ensure that all of your personal Directors produce at least 55 Product Points.

Inactive Enrollees

CTY	PC	AS	ES	G	EP	PD	NE	NAME	PHONE	ENRLD MTHS	PERSONAL PROD PTS	ORG PROD PTS	PEG /ORG
MAL	0	C	C	1				Jenny Alvarez	2017361234	56 *	0	0	0.00
MAL	0	C	D2	2	2			Robert Sanders	3529391234	65**	0	1865	1.06
MAL	0	C	D2	3	9	1		Brandon Corleone	2844351234	65*	0	2857	.51

4a

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Leadership Point Detail

FEBRUARY NEW PREFERRED CUSTOMERS

CTY	NAME	PHONE	PREFERRED	LEAD	PRES
MAL	Jace Anderson	9875709730	04/02/2010	3	0
SG	Kaleb Carlson	9875700635	06/02/2010	3	2
TOTAL				6	2

CANCELLED PREFERRED CUSTOMERS

CTY	NAME	PHONE	PREFERRED	LEAD	PRES
MAL	John Nelson	9875709730	04/01/2010	3	0
SG	Derek Larsen	9875700635	06/01/2010	0	2
TOTAL				3	2

How to use:

4. INACTIVE ENROLLEES

- This section indicates personal customers who are showing "inactive" meaning they have not produced a minimum of 35 product points in the month.
- A customer with a "*" (4a) indicates how many months the customer has been inactive.

5. LEADERSHIP POINT DETAIL

- Displays the amount of leadership points for customers made preferred where you were the enroller or the presenter.
- Indicates the customers who have cancelled along with the total leadership points retracted.

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Product Introduction Commission

CTY	NAME	PHONE	MANAGER NAME	PROD PTS	%	COMMISSION
MAL	Jace Anderson	9875709730	Brandon Miller	100 X	27%	27.00
SG	Kaleb Carlson	9875700635	Jace Anderson	35 X	20%	7.00
MAL	Lauren Price	9875712389	Jace Anderson	35 X	0% B	0.00
Total Product Introduction Commission						34.00

6a

6b

How to use:

6. PRODUCT INTRODUCTION COMMISSION

- Help your new personal enrollee place his/her first order so that you can take advantage of the Product Introduction Commission.

7. ORGANIZATIONAL COMMISSION

- 7b shows you which Business Builders are enrolling. Leverage your business activities with leaders that are enrolling each month.
- Encourage your personally enrolled Marketing Executive to strive for a minimum of four enrollments every month (7c).
- You want your customers to experience all of Melaleuca's products. If you see customers in 7e that have received multiple Backup Orders, you should invite this customer to try a product that they are not familiar with. This will help educate your customers about Melaleuca products.

6a Product Introduction Commission you earned from new customers (20% is paid to the enroller and 7% is paid to the Marketing Executive).

6b No Product Introduction Commission will be paid on a customer who receives a Backup Order or Select Pack.

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Organization Commission

CTY	GEN	PC	AS	ES	G	EP	PD	NE	CUSTOMER NAME	PHONE	ENROLLER	PHONE	NBR CUST	MTHS ENR	PERS CB	PP %	COM AMT
MAL	1...	55	D*	D	3	8		8	Jace Anderson	987570973	Brandon Miller	987570972	24	2	100	0	** **
MAL	2...	0	C	ME	2	2			John Nelson	987570930	Jace Anderson	987570973	1	1*	0	0	0.00
MAL	3..	35	C	C	1				Lauren Price	987571289	Brandon Miller	987570972	0	1	35	0	0.00
SG	3..	35	C	ME	2	3		2	Kaleb Carlson	987500635	Brandon Miller	987570972	3	1	35	0	** **
MAL	1...	55	D2+	D3	3	14	1	3	James Jensen	987564321	Stephen Jensen	318432134	30	3 *	55	7	3.85
SG	2...	55	D	D	3	8		1	Julie Hansen	357754121	James Jensen	987564321	9	2	35	7	2.45
MAL	3..	55	ME	ME2	3	2			Paul Jones	534228526	Julie Hansen	357754121	2	2	100	7	NoKit

7a

7b

7c

7d

7f

7e

7g

- 7a The number in the column indicates the generation for the customer in relation to you.
- 7b The Marketing Executives number of personally enrolled Preferred customers.
- 7c The number of new enrollments by that Marketing Executive this month.
- 7d "*" One star immediately following the number indicates that the customer is inactive for the month reported.
- " * " One Star separated from the number by a space indicates that the customer was inactive for the previous month, but is active for the current month

- " * " Two stars immediately following the number indicate that the customer has been inactive for two consecutive months.
- 7e This number indicates that number of consecutive months a customer has received a Backup Order.
- 7f This area indicates the percentage you are receiving on customer purchases. Remember: As a Director or above you can increase that percentage to 14% - 20% on your personally enrolled customer purchases.
- 7g Customer has not purchased a Business Kit .

Pacesetter & Leadership Development Bonuses

PACESSETTER									
	Executive Status				Director III				
8a	Active Status				Director III				
	Preferred Customer				Yes				
	Career or Value Pack Purchased				Yes				
	8b								
PACESSETTER LEADERSHIP BONUS	D2	D3	D4	D5	D6	D7	D8	D9	SD
Active Personal Enrollee's Required	8	8	8	8	8	8	8	8	20
Date to Achieve Status	31/01/10	28/02/10	31/03/10	30/04/10	31/05/10	30/06/10	31/07/10	31/08/10	31/10/10
Potential Pacesetter Bonus	500	750	1000	1500	2000	2250	3000	4000	8000
Potential One Time Leadership Bonus	500	750	1000	1500	2000	2250	3000	4000	8000
Pacesetter Bonus Earned	1000	750							
Date Paid	31/01/10	31/03/10							

LEADERSHIP DEVELOPMENT BONUS									
					8c			8d	
Next Status Eligible	Personal Enrollee	Enroll Date	C/V	Active Status	Achieved Date	Has Status => Than Enrollee	Potential Advancement Amount	Potential Pacesetter Amount	Leadership Development Paid
Director	J. D. Winters	02/01/2010	YES	D	2/2010	YES	125.00	125.00	250.00

8a Indicates the customer's Pacesetter eligibility, including status, activity, and whether they have purchased a *Career* or *Value Pack*.

8b This indicates the Pacesetter timeline and advancement requirements for the Marketing Executive, including the potential Pacesetter Bonus and the actual bonus paid.

8c To qualify for this bonus you need to be at a status equal to or higher than your personal enrollee.

8d You can earn 50%-100% of the one-time and pacesetter bonuses paid to your personal when you help him/her advance.

How to use:

8. PACESSETTER New Customers

- Qualify for Pacesetter Bonuses by:
 - Purchasing a *Career* or *Value Pack*.
 - Becoming a Preferred Customer.
 - Reaching required status within Pacesetter time frame.

Enroller

- Melaleuca rewards you for helping your personal enrollees reach their goals by paying you Leadership Development Bonus.

Quality Customer Bonus

Quality Customer Score Calculation

Month	5 Month Preferred Enrollees	5 Month Still Preferred	QCS — 0.92857		
October	4	4	9a		
November	4	4			
December	4	3			
January	1	1			
February	1	1			

Name	Preferred	Placed Order	Business Kit	Earned	Potential After 3 Months
Mary Hansen	Y	Y	Y	First	0.00
January					
Name	Preferred	Placed Order	Business Kit	Earned	Potential After 3 Months
Jill Garcia	Y	Y	Y	First	0.00
December					
Name	Preferred	Placed Order	Business Kit	Earned	Potential After 3 Months
Randy Petersen	Y	Y	Y	First	0.00
Julie May	Y	Y	Y	0	90.00
Samantha Lewiston	Y	Y	Y	0	90.00
Martin Downs	N	N	Y	0	0.00
Total: 180.00				9d	

9a "Quality Customer Score" The Quality Customer Score is the percentage of your personal customers enrolled in the past five months (the current month plus the previous four months) who continue to be Preferred Customers.

9b Your customer must place an order for the next three months. No Backup orders or Select Packs qualify as placing an order.

9c Your customers must have purchased a Business Kit during their month of enrollment. This area indicates if they have purchased a Business Kit

9d You are paid on your second, third, and so forth. Therefore, your first "Quality Enrollment" becomes your enabling enrollment which allows you to earn the bonus on your additional quality enrollments.

How to use:

9. Quality Customer Bonus

- After quality enrolling one Preferred Customer in a month, you will earn RM90 for every additional Preferred Customer you quality enroll. Therefore, you earn RM90 for your second new quality customer, third new quality customer, and so forth each month.
- When you have a Quality Customer Score of 75% or above, you will be paid in the month of enrollment. Those who have a Quality Customer Score of less than 75%, you will be paid after the customer has remained active for three months.
- A quality enrolled customer will need to meet the following requirements:
 - Purchase a Business Kit
 - Be active in the month of enrollment
 - No Backup Order or Select Pack within the first 3 months

Leadership Pools

PREFERRED CUSTOMER ACTIVITY	NOV	DEC	JAN	FEB
TOTAL ORGANIZATION PREFERRED CUSTOMERS	1,513	1,556	1,634	1,600
LESS NOV ROLLUPS	0	0	0	0
LESS DEC ROLLUPS		0	0	0
LESS JAN ROLLUPS			11	11
LESS FEB ROLLUPS				0
PREFERRED CUSTOMERS LESS ROLLUPS	1,513	1,556	1,623	1,589
NET GROWTH IN PREFERRED CUSTOMERS		43	67	-34
NOV TO DEC NET GROWTH		42		
DEC TO JAN NET GROWTH		67		
JAN TO FEB NET GROWTH	+	-34		-34
3 MONTH TOTAL NET GROWTH MONTHS	/	75		-34
		3		3
ORGANIZATION GROWTH FACTOR		25.00		-11.33
LEADERSHIP POINTS EARNED CALCULATION	DEC	JAN	FEB	
LEADS, APPOINTMENTS AND PRESENTATIONS FOR YOUR PERSONAL ENROLLEES	6	6	3 (MAXIMUM 40)	
OTHER APPOINTMENTS AND PRESENTATIONS	23	55	23	
OTHER LEADERSHIP POINTS	0	20	20	
LEADERSHIP POINTS EARNED	29	81	46	
DEC LEADERSHIP POINTS EARNED		29		
JAN LEADERSHIP POINTS EARNED		81		
FEB LEADERSHIP POINTS EARNED		46		
TOTAL LEADERSHIP POINTS MONTHS		156		
		/	3	
AVERAGE LEADERSHIP POINTS LEADERSHIP POINT MULTIPLIER	X	52.00 (MAXIMUM 100)		
		2		
AVERAGE LEADERSHIP POINTS AFTER MULTIPLIER		104.00		
LEADERSHIP BONUS CALCULATION				
ACTIVE STATUS FACTOR (EXECUTIVE DIRECTOR)	X	2.00		
	X	3		
	X	25.00		
	+	104.00		
LEADERSHIP BONUS POINTS		254.00		
LEADERSHIP POOL BONUS		5,364.48		
LEADERSHIP BONUS PAID (Maximum or Guarantee)		5,364.48		

How to use:

10. LEADERSHIP POOLS

- Growth in Preferred Customers (10a) is a great way to measure how your organization is doing.
- Melaleuca Leadership Pools reward you for growing your business.
- 9c shows you how your Leadership Points were earned. It is important that you help other Marketing Executives by doing presentations for their new enrollees. Remember, only 40 Leadership Points can come from your own personal enrollments.
- You earn Leadership Points by: 1. Enrolling a personal customer = 3 Leadership Points 2. Doing a presentation = 2 Leadership Points 3. Selling a *Career* or *Value Pack* = 1 Leadership Point
- You can also earn 10 Leadership Points by helping a Personal Enrollee reach Director or above.
- You Must have an organization retention rate of 90% or higher to participate in Leadership Pools

10a This section of your report shows your net Preferred Customers. Rollups into your organization are excluded.

10b This is calculated by taking the greater of the average Organization Net Preferred Customer (PC) Growth for the previous three months or the current month's PC Growth divided by three.

10c This section shows your Leadership Points and how you earned those points.

10d Any Marketing Executive who earns a three month average of 50–100 Leadership Points will receive two times the Leadership credit earned.

10e "The Pool Formula" is: (Status Factor x Organization Retention Factor x Net Preferred Customer Growth) + Average Leadership Points.

10f Your Status Factor can be found in the Leadership Pools section of Melaleuca's Compensation Plan

11 Career/Value Pack Commission

----- CAREER/VALUE PACK COMMISSION -----

CTY	PREFERRED CUSTOMER	PREFERRED	AMOUNT
MAL	LAURA KIM	22/2/2010	125.00
TOTAL			125.00

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A Marketing Executive may earn the Career/Value Pack Commission if they are designated as the "Assist" on the Independent Marketing Agreement form of a new Marketing Executive who is not their personal customer.

How to use:

11. CAREER/VALUE PACK COMMISSION

- You can earn RM125 on the Value Packs and RM200 on the Career Packs purchased by their new customers in the customer's first two months following the month of enrollment.

12 Organization Returns

----- SCHEDULE IX ORGANIZATION RETURNS -----

NAME	REF#	PROD PTS RETURNED	AMOUNT RETRACTED
ALICE MONG	8829210	35.00	3.68
KEVIN SANTOS	8828885	35.00	3.68
BRUCE LING	8828662	35.00	3.68

			11.04
			=====

12a Name of your customer who returned product.

12b Reference number for the return.

12c Number of Product Points returned.

12d Amount being deducted from current month's commissions.

How to use:

12. ORGANIZATION RETURNS

- If your customers have returned products to Melaleuca, call them and find out why. Resolve their concerns.

13 Commission and Bonus Summary

***** COMMISSION AND BONUS SUMMARY *****

PRODUCT INTRODUCTION COMMISSION	34.00
ORGANIZATION COMMISSION	9,232.55
PACESETTER BONUS	750.00
LEADERSHIP DEVELOPMENT BONUS	250.00
QUALITY CUSTOMER BONUS	180.00
DIRECTOR POOL I	5,364.48
CAREER/VALUE PACK COMMISSION	125.00
RETRACTIONS	-11.04

SUB-TOTAL	15,924.99
DATA PROCESSING FEE	-159.25

TOTAL COMMISSION AND BONUS EARNED	15,765.74
YOUR CUMULATIVE EARNINGS	RM 642,375.09

13a The summary of all commissions and bonuses found throughout your business report.

13b Displays you total cumulative earns since enrolling in Melaleuca.

How to use:

13. COMMISSION AND BONUS SUMMARY

- This section summarizes all commissions and bonuses that were paid to you in the month.
- The data processing fee is the fee charged to calculate, process and send your monthly Business Report.

