

INDEPENDENT DISTRIBUTOR

The Distributor fee for joining Pure Herbs, Ltd. is \$35.00. A person begins by filling out a Distributor Application Agreement. All applications must be received by fax or mail. We do not take phone applications. An application is a legally binding contract; therefore, we need the signature and social security number of the person filling out the application. Only one application and one name per household/business can be accepted. Upon approval by the company, the applicant becomes a Distributor. Once accepted, the Distributor can, at this time, purchase products directly from the company. Distributors then use, distribute or retail the product. The difference between Distributor Cost and Suggested Retail is about 25%. The Independent Distributor and his/her organization receive a purchase volume discount bonus. Any Distributor can prosper in direct proportion to his/her efforts and business skill. Just keep sponsoring new people and servicing those you have sponsored. Growth and income are virtually unlimited. But remember, herbs are foods. Market them as such. There are no minimum or maximum purchase requirements to maintain your Distributorship. But, if a Distributors' personal purchases equals at least \$100.00 in any month, they then, in addition to profit on retail sales, will receive a purchase volume discount bonus, accordingly, from their upline (the person that sponsored them).

Our marketing plan pays three Distributor levels down.
First level is a person signed up by the original Distributor.
Second level is a person who was signed up by a first level person.
Third level is a person who was signed up by the second level person.

The more Distributors you sponsor, the higher your purchase volume checks can be. Pure Herbs, Ltd. pays three Distributor levels down. Based on the purchases of your three levels, in addition to your own sales, you may receive purchase volume on their sales too. But, to receive any benefits at all, at any level, you must have at least \$100.00 in personal sales per month.

A SIMPLE EXPLANATION OF OUR COMPENSATION PLAN (MULTI-LEVEL MARKETING PLAN)

DISTRIBUTORS:

\$100.00- \$299.99 = 10% purchase volume discount check from your upline Director.

\$300.00-\$599.99 = 15% purchase volume discount check from your upline Director.

\$600.00 & up = 20% purchase volume discount check from your upline Director.

Basic scenarios: \$100.00 = \$10.00 (10% discount check)

\$300.00 = \$45.00 (15% discount check)

\$600.00 = \$120.00 (20% discount check)

DIRECTORS:

If you purchase \$1000.00 of products:

Average retail markup is approximately 25%. Your profit then would be: \$250.00

Pure Herbs, Ltd. Purchase volume discount check would be: \$300.00 (30% of \$1000)

Total profit would then be: \$550.00

By sponsoring other people you can increase your purchase volume discount checks. Even if you are not interested in making a business out of it you can use the discount money to help with cost of purchasing your herbs.

BECOMING A DIRECTOR

Distributors can decide to build a team by sponsoring Distributors that will be a part of their down line. To become a Director, it takes the combined purchases of \$100.00, or more, personal sales, and \$1000.00 group sales for two consecutive months. The Distributors can use the purchase volume of those Distributors they've signed up directly under them, (first level Distributors) to reach this goal. The first day of the third month, you will become a Director. Once you become a Director, your check will come directly from Pure Herbs, Ltd. Directors receive a 30% purchase volume discount bonus, and are also responsible for paying the Distributors under them. As a Director, you will also receive commission on Distributors that become Directors under you.

MAINTAINING DIRECTORSHIP

\$100.00 personal every month.

\$100.00 personal, and the combined sales of the distributors under you, must equal \$1000.00 in sales every other month.

Purchase Volume (PV) is paid on product only! Application fees, renewal fees, shipping fees and 1 oz. plastic spray bottles are not counted toward Purchase Volume PV.

THREE DIRECTOR LEVELS

Commission will be received for three Director Levels under you.

The commission structure for down line who become Directors is:

10% for First Level Directors

First Level is a person signed up by the original Distributor.

5% for Second Level Directors

Second Level is a person who was signed up by a First Level person.

3% for Third Level Directors

Third Level is a person who was signed by the Second Level person.

VEHICLE ALLOWANCE

Unlike other vehicle plans, we make no demands on buying or leasing a vehicle. Yes, a buggy also qualifies as a vehicle. This allowance is yours to use as you wish.

TO QUALIFY FOR VEHICLE ALLOWANCE:

5 First Level Directors	\$300.00
10 First Level Directors	\$500.00
15 First Level Directors	\$600.00
20 First Level Directors	\$700.00
25 First Level Directors	\$800.00
30 First Level Directors	\$900.00
35 First Level Directors	\$1000.00

\$1000.00 is the maximum vehicle allowance. As a Director, each month you will receive a mid-month statement. These are mailed on the 15th of each month. This statement shows your sales and the performance of your downline as of the 14th. With this report you can better service your downline. As a Director, your checks will come from the company. You will also receive a Distributor payment report. This will tell you exactly what to pay each of the Distributors under you. No calculations or extra paper work are necessary. It really is simple & easy.

PURCHASE VOLUME TRANSFERS

As a Director, it is also your responsibility to keep track of the products your Distributors buy directly from you. PV transfers can only be transferred from one Director to another. They must also be over \$50.00. The only time a transfer would go to someone in your own down line is if the transfer will make a Distributor into a Director, or be the first \$1000.00 toward becoming a Director.

THE LAST BUSINESS DAY OF THE MONTH RULE.

All orders and P.V.T. (Purchase Volume Transfers, which refers to products that were ordered by Distributors that you did not sponsor) MUST be called in, faxed or received by mail before 5:30 p.m. E.T., on the last business day of the month. Please keep in mind that during the Holidays the mail service will probably take a little longer. All orders and P.V. transfers after 5:30 p.m. E.T. will automatically go on the next month. A good example of the last business day of the month is if the 30th is a Sunday, the last business day would then be Friday the 28th. Legal holidays are not considered business days. During the summer months we change to E.D.T. (eastern daylight savings time). It is your responsibility to note our time changes. This could be very important to you or your down line, as it is your responsibility, and it will be your responsibility, to correct any problems in your down line, should you fail to adhere to these rules. There are no exceptions.

BOOKS

New Distributors will receive 2 books written by Dr. A. B. Howard, of the Herbal Research Group. "HERBS FOR YOU BUILD BETTER HEALTH NATURALLY" & THE UPDATED "SUPPLEMENT TO THE COPYRIGHTED WORK HERBS FOR YOU BUILD BETTER HEALTH NATURALLY." By: Dr. A. B. Howard. These 2 books contain suggested amounts of herbs to use and more detailed information, as well as an in-depth look at the historically recognized functions of each herb and herbal combinations. These are two excellent and easy to read books.

Rules: You must first become a New Distributor. Immediately after signing up as a NEW DISTRIBUTOR both books will be mailed out to you directly, after receiving your completed application and it has been processed..

These books are valued at \$49.90, and will be yours, just for becoming a new Distributor with Pure Herbs, Ltd. Many join us just to receive these books, a must have in the herb world.

NEWSLETTERS

Pure Herbs publish newsletters every other month. In our newsletters we announce new products, specials, seminars, and new rules and regulations. All new rules and regulations are published in our newsletters before they go into effect. Please, take time to review them; the newsletter holds much valuable information. The seminars listed in our newsletters are Pure Herbs seminars, and are open to everyone.

CALENDARS

Each year in December we send out our Pure Herbs, Ltd. calendar to all our Distributors. Which shows the beauty of the herbs, and it is also a very informative calendar.

HERBS ARE FOOD: RETURN POLICY

Due to F.D.A. regulations regarding food products, Pure Herbs, Ltd. has a no return policy. The exceptions are breakage and manufacturing defects. To return a product, you must receive prior approval. In the case of shipping errors, returned bottles must be as shipped (free of store pricing labels) and returned in a timely manner (with current lot numbers). All items returned with non-current lot numbers, distributor labeling, or two weeks after receipt, will be charged to your account. This policy is necessary as the returned product must be destroyed due to F.D.A. regulations. Remember, herbs are foods, market them as such.

SHIPPING CHARGES: ALL ORDERS HAVE SHIPPING CHARGES

1 ounce and 4 ounce bottles must be shipped separately in U.P.S. approved containers, each is a separate order. So, if you place a 1 ounce and a 4 ounce order at the same time they each have to be shipped as separate orders with separate shipping charges. If only ordering 1/2 ounce bottles, shipping charges apply as below. They can be shipped in 1 ounce bottle orders. But, we cannot put them in 4 ounce bottles orders.

(The products do not have to be all the same herb or combination, just the same size).

Capsules, Creams, Lotions or Tablets can be put in **either** a 1 ounce or 4 ounce box. If only ordering Capsules, Creams or Tablets shipping charges apply as below. If only ordering 1/2 ounce bottles, shipping charges apply as below. They can be shipped in 1 ounce bottle orders. But, we can not put them in 4 ounce bottles orders.

\$99.00 and under \$ 9.50

\$100.00 - \$249.00 \$12.50

\$250.00 - \$499.99 \$15.00

\$500.00 - \$1199.00 \$18.00

\$1200.00 and up \$20.00

There is an additional charge of \$5.00 per order for each **drop-ship**. (Orders sent to anyone other than yourself).

Other people cannot use your Distributor Number.

Also, if you want to ship overnight, second day air, or third day ground you will just incur that cost and not our shipping too, but drop-ship cost still applies.

C.O.D. ORDERS HAVE A FEE OF \$10.50. (Check or Money order only)

Exception: We will ship international and military packages; you must call for charges as they will be at the Distributor's expense. We do not ship into Canada.

PURE HERBS, LTD. HOURS

Please note that Pure Herbs, Ltd. is open Monday through Friday 9:00 a.m. till 5:30 p.m. Eastern Time. At 5:30 p.m. we start our end of the day computer clean-up; so, we lock our doors promptly at 5:30 p.m. and activate our voice mail system for your phone calls. During the summer months we change to E.D.T. (eastern daylight savings time). If you need to place an order and it is not during business hours, please call our voice mail system. Our voice mail system has many options to choose from; make your selection and then leave a detailed message. Always leave your last name, phone number, distributor number, and method of payment (we accept Visa, MasterCard, Discover and American Express, or you can pay by C.O.D., check or money order only). If you have a rotary phone, stay on the line and you will have the opportunity to leave a message at the end. Also, please be aware that when all of our lines are busy you will automatically be transferred to our voice mail system. See: **THE LAST BUSINESS DAY OF THE MONTH RULE.**