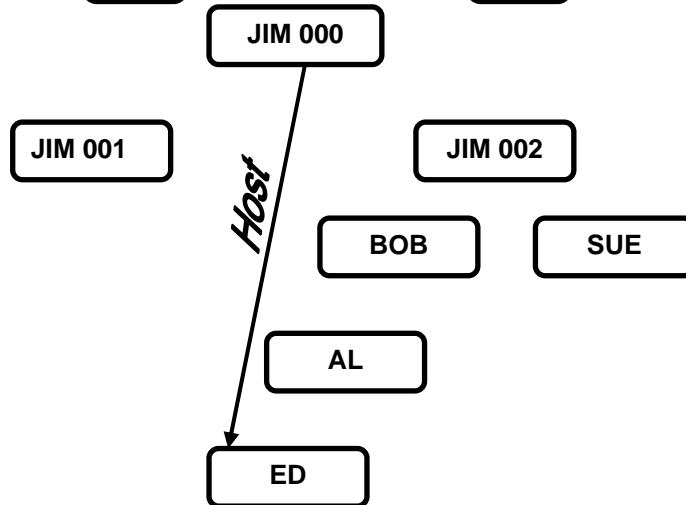


APPLICATION "DO'S" AND "DON'TS"

| FAST TRACK TO PROCESSING | SURE ROAD TO PROBLEMS |
|---|--|
| <p>DO -- Make sure only the Applicant/Host fill out the IMD Agreement and the Benefits Application.</p> <p>DO -- Make sure the "Host" and "Placement" lines are filled in by the Host only.</p> <p>DO -- Be sure that only the Host sends in the Applications and funds. Use a courier that will give you a tracking number.</p> <p>DO -- Fill out every blank on the Applications with the exceptions of the Business Entity, Business Phone, and Fax Phone sections, which are optional.</p> <p>DO -- Pull Genealogy Report prior to placing a sale to get specific Placement name, ID number, and pay point number. List a "L" or "R" for left or right placement.</p> <p>DO -- Make sure Placement name is in Host's downline.</p> <p>DO -- Make sure if you host a husband and wife separately that they have the same Host, but are not in each other's downline.</p> <p>DO -- Print the name of the authorized company officer or representative who will serve as the contact person when the Application is in a company name.</p> <p>DO -- List a valid SS number or FID number on every Application (for tax purposes).</p> <p>DO -- List only the name that belongs to the SS number or FID number.</p> <p>DO -- List at least one phone number where an Applicant can be reached if there are any questions. This will prevent delays and confusion in entering</p> <p>DO -- Type or print Application information VERY CLEARLY to prevent incorrect information or delays at data entry.</p> <p>DO -- Have the APPLICANT'S original signature on any documents that require it.</p> <p>DO -- HOST AND APPLICANT must initial ANY mistakes that are corrected on the Application.</p> <p>DO -- Use the Power Play Method and National System for Success.</p> | <p>DON'T -- Let any other person fill out the Applications other than the Applicant/Host.</p> <p>DON'T -- Let any other person fill out the "Host" and "Placement" lines other than the Host.</p> <p>DON'T -- Let any other person send in the Applications and the funds. Use a courier that does not give you a tracking number.</p> <p>DON'T -- Leave blanks; your Application will not be processed. It will be sent back to the Host.</p> <p>DON'T -- When completing "Placement's" ID number, and -001 or -002 do not exist, they are invalid, please use -000.</p> <p>DON'T -- Make placement's outside of Host's downline.</p> <p>DON'T -- Have different Hosts for husband and wife, or place in a line with each other.</p> <p>DON'T -- Fill in a company name without listing a contact person.</p> <p>DON'T -- List an invalid SS number or FID number on any Application.</p> <p>DON'T -- List multiple names on Applications, even if it is a couple working the business together.</p> <p>DON'T -- Neglect to list valid and active phone numbers with area code.</p> <p>DON'T -- Abbreviate addresses, cities or leave anything on Application up to interpretation.</p> <p>DON'T -- Sign anyone's name other than your own.</p> <p>DON'T -- Allow anyone but the Host and Applicant to initial any changes on the Application.</p> <p>DON'T -- Show original Commission/Bonus checks or copies of Commission/Bonus checks to anyone.</p> |
| <p>The Applications may not be processed and may be returned to the Host if not completed correctly. Remember this is your business and it is solely the Host's responsibility to be sure that the paper work is filled out properly.</p> | |

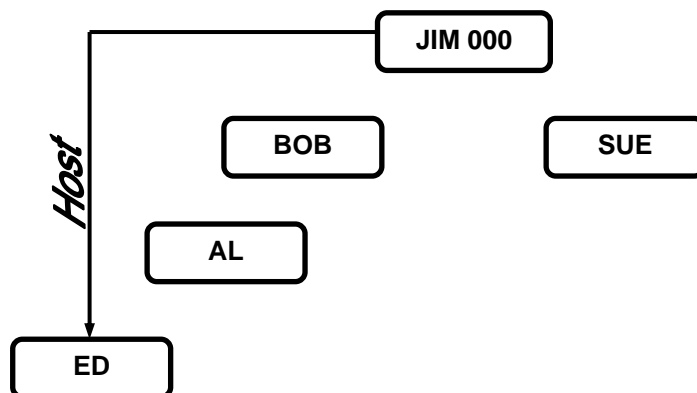


DETAILS OF LEFT [L] AND RIGHT [R] PLACEMENT



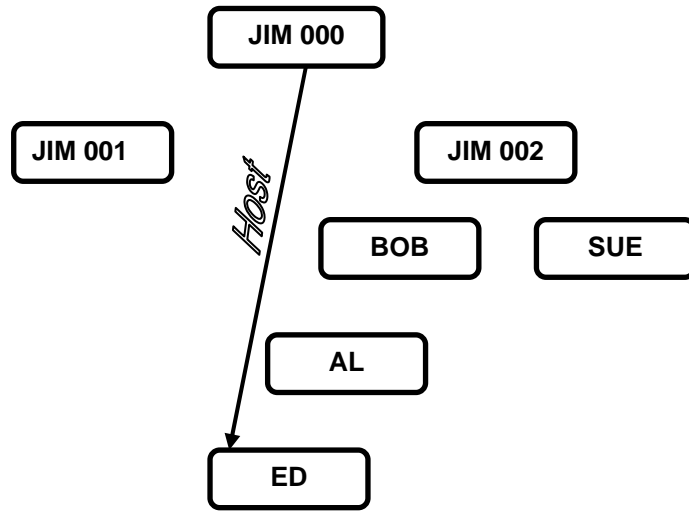
In the example above, Jim is a Bronze Presidential Director hosting ED and wants to place ED on the left side of AL. He will put AL as the placement and designate [L] on the placement line or he could put JIM 002 [L] and the computer will search for the deepest spot on the left side of the JIM 002 which in this case would be below AL's left side. Jim could place ED on AL's right side if there was a hosting on AL's left side. To do this he would put AL on the placement line with an [R]. Note that if there was no hosting on AL's left side, the computer will automatically place ED on AL's left, even though the placement line said [R].

If JIM was not a Bronze Presidential Director, the diagram would look like this (below):



The placement terminology would remain the same except JIM would not have a 001 or a 002

The following illustrations show how this works un the Product Program.



Once JIM places ED's sale in the Benefit Package binary, Ed is in the same position in the Product Program and JIM could give ED his volume. If JIM is on Autoship and he does not change the volume placement, the computer will automatically place the volume on the weakest side, but not in depth.