



How to Do Business in Guatemala

Congratulations on becoming a Tahitian Noni International Independent Distributor. We assume that you have many questions regarding TNI Access and how you will work as a Tahitian Noni International Distributor in a TNI Access-operated country. The information below is a summary of the simple procedures and guidelines that you will use while maintaining your Tahitian Noni International distributorship.

Distributor-Operated Warehouse

- A Distributor-Operated Warehouse (also referred to as a “DOW”) has a contractual agreement with TNI Access to act on behalf of other Tahitian Noni International distributors as agents for them. They are no different from other Tahitian Noni International distributors except in that capacity. The DOW’s contract with TNI Access is separate and distinct from their Tahitian Noni International distributor activities.
- A DOW is an independent agent and may refuse service to anyone.

Signing Up as a Tahitian Noni International Distributor

- All individuals wishing to sign up as Tahitian Noni International Distributors in Guatemala will need to use the US distributor application, the W-8BEN form, and the Statement of Understanding form. All three documents are located on our website at http://www.tahitiannoni.com/united_states/english/public/company/markets/guatemala/index.html.
- We invite you to send the application to TNI Access first for filing purposes, in case there is any discrepancy from the original application you submit to the DOW and the application submitted by the DOW. Please send the application by fax to the following number:
Fax: 801-852-5108
- Next, submit the application forms through a Distributor-Operated Warehouse in Guatemala. For a list of DOWs, please see the open DOW list on the website at http://www.tahitiannoni.com/united_states/english/public/company/markets/tni_access/list.html.
- Remember to insert your Personal Sponsor and Placement Sponsor information on the Distributor Application.
- You will need to pay a US\$32.00 non-refundable Tahitian Noni International sign up fee that includes a free Starter Kit to your DOW accepting the application forms. Please contact the DOW for payment information.
- Expect your official Tahitian Noni International ID# shortly after submitting your Distributor Application through the DOW. You will receive your ID# from the DOW.

Placing an Order

- Only Tahitian Noni Juice is available for purchase in Guatemala.
- Orders can only be accepted for cases; no single bottle orders can be accepted.
- Commissions are paid on US\$120.00 personal volume.
- Price of a case of juice purchased through a DOW is US\$179.00.

- Please contact the DOW for a price in local currency. Please note that the amount in local currency is subject to change, due to currency fluctuations.
- All money for juice orders should be given to the DOW. The DOW will inform you what form of payment may be used.
- Give your official Tahitian Noni International Distributor ID# to the DOW for placement of all orders.
- You will receive the case(s) directly from the DOW.
- The DOW places all orders through special Internet access directly into Tahitian Noni International's system.
- If you do not receive volume for a case of juice you purchased through a DOW, please first consult the DOW. If no resolution is found with the DOW, please send your concern along with your ID#, name, and the name of the DOW through whom you purchased the case to problem_resolution@tni.com.

AutoShip

- Only the International Previous Purchase Plan is available in Guatemala. Enrollment in this plan will qualify you for Fast Start Bonuses.

Previous Purchase Plan (PPP)

- Distributor Applications must be submitted through the DOW with the AutoShip Option 2 box selected. You will be placed on PPP automatically when checking this box in Guatemala.
- Distributors will need to purchase 1 case of juice each month to remain on this plan. This will count in the same manner as an AutoShip delivery for all purposes of commissions, rebates, and promotions.
- Under this plan, Distributor orders and funds must be registered with Tahitian Noni International through TNI Access by the end of each month.
- Under the PPP Autoship program, no shipments will be automatically generated. Orders must be initiated by the distributors.
- The last day of the month, the AutoShip Department will run a report to show all distributors who are on the AutoShip Previous Purchase Program who have NOT placed an order during the month. These distributors will be removed from the Previous Purchase Plan at that time.

Returns/Credits

- Contact your DOW or TNI Access for information on returning products.
- For damaged products, return the entire case with your Tahitian Noni International ID# to the DOW in exchange for a new case.

Commission Checks

- Direct all commissions inquiries (volume, checks, adjustments, etc.) to Tahitian Noni International's Commissions Department at commissions@tni.com.
- Commission checks will be sent to your DOW and will be available for pick up.
- Checks will be sent in US currency only.

Compliance

- Fax or mail any Placement, Personal Sponsor, or Address changes to Tahitian Noni International's Compliance Department.
- Send in all changes using a Tahitian Noni International Change form, found in the Distributor Manual.
- Refer to the Distributor Manual or contact the Compliance Department for all other policies and procedures at compliance@tni.com.
- Obtain a complete distributor management report by faxing a written request with signature.

Guidelines and Restrictions

- You may not hold large opportunity meetings in Guatemala at this time.
- Advertising is strictly prohibited in Guatemala as well.
- You should not make any health claims regarding products purchased through TNI Access.
- All products are approved for “Personal Use Only”. They should not be resold or retailed in Guatemala.
- You should not act as an agent or employee of TNI Access or Tahitian Noni International.

Contact Information

- If you have any questions regarding these procedures, please e-mail them to generalinquiries@tni.com