

[GETTING STARTED GUIDE]

marketsingapore® | SHOP•COM™

CONGRATULATIONS!

THE DECISION TO BECOME AN INDEPENDENT UNFRANCHISE® OWNER AND BUILD A MARKET SINGAPORE® UNFRANCHISE BUSINESS CAN BE ONE OF THE MOST EMPOWERING AND REWARDING ENDEAVOURS YOU'LL EVER UNDERTAKE.

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SENIOR INDEPENDENT UNFRANCHISE OWNER INFORMATION:

Sponsor: _____

Email: _____

Phone: _____

Certified Executive Coordinator: _____

Email: _____

Phone: _____

Advisory Council Member: _____

Email: _____

Phone: _____

Local Seminar Coordinator: _____

Email: _____

Phone: _____

QUALIFICATION DATE (Q-DATE): _____

AS WITH A TRADITIONAL FRANCHISE, THE KEY TO SUCCESS WILL BE YOUR ABILITY TO EFFECTIVELY IMPLEMENT A TESTED AND PROVEN BUSINESS PLAN. This business plan consists of standardised, coordinated and systematic actions. These actions, completed in a timely manner, can result in fundamentally sound and consistent growth within your sales and distribution organisations.

The *Getting Started Guide* has been prepared as a recommendation to help you quickly start the building of your Market Singapore UnFranchise Business. You should refer to the Market Singapore *UnFranchise Manual* whenever you need more detailed information. Implement and complete the *Getting Started Guide*, and encourage the UnFranchise Owners you sponsor to do the same.


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OFFICIAL COMPANY WEBSITE: marketsingapore.com.sg

KEY TELEPHONE NUMBERS:

UnFranchise Services/Preferred Customer Hotline 65-6568 2678


UnFranchise Services Fax 65-6836 5708

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All currency herein is quoted in Singapore dollars unless otherwise indicated.

SECTION 01: DEVELOPING YOUR UNFRANCHISE® BUSINESS

FOLLOWING THESE GUIDELINES WILL BE ONE OF THE KEY SUCCESS FACTORS IN DEVELOPING YOUR UNFRANCHISE BUSINESS.

COMMITMENT: I AM MAKING A ONE-YEAR COMMITMENT TO MY UNFRANCHISE BUSINESS

I WILL:

- Commit to following this 12-month proven business plan.
- Commit 8 to 15 hours per week to complete the tasks and activities outlined in this plan.
- Purchase a ticket(s) to the next scheduled Global Meeting, Training and Seminar System (GMTSS) and event (Local Seminar, Annual Convention, Leadership School, World Conference or International Convention).
- Implement the Shopping Annuity® and Convert Spending Into Earning™. Visit UnFranchise.com to complete the online Shopping Annuity Assessment and become a Shopping Annuity Member.
- Review the Master UnFranchise Owner Programme and become a Master UnFranchise Owner.
- Listen to a minimum of two audios each week from the UnFranchise Media app.
- Learn and practise the Basic 5 fundamentals of the business.

1. ENTER IMPORTANT DATES IN YOUR CALENDAR FOR:

UnFranchise Business Presentations (UBP):
(dates) _____

New UnFranchise Owner Trainings (NUOT)
(dates) _____

Basic 5 Trainings (B5):
(dates) _____

Executive Coordinator Certification Trainings (ECCT)
(dates) _____

Local Seminars:
(dates) _____

Annual Convention:
(dates) _____

Leadership School:
(dates) _____

World Conference:
(dates) _____

International Convention:
(dates) _____

2. RESULT-PRODUCING ACTIVITIES:

Create a Possibilities List. Consider people you have the best relationships with who may have an interest in the products, the business and/or online shopping. *(List your top 10 possibilities below.)*

1. Name: _____
Phone: _____
Email: _____

2. Name: _____
Phone: _____
Email: _____

3. Name: _____
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Email: _____

4. Name: _____
Phone: _____
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9. Name: _____
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Email: _____

10. Name: _____
Phone: _____
Email: _____

Schedule a call workshop with a senior business partner to make calls to expose the business and/or products:
(dates) _____

SECTION 01: DEVELOPING YOUR UNFRANCHISE® BUSINESS

(CONTINUED)

Product Preview/Wellness Event/SG.SHOP.COM Overviews:
(dates) _____

Home Business Presentations (HBP):
(dates) _____

Register a minimum of five Preferred Customers on AutoShip:
(dates) _____

DEVELOP YOUR ANSWER TO "WHAT IS IT?"

Developing an answer to "What is it?" is necessary to discuss Market Singapore® | SG.SHOP.COM™ efficiently and effectively with your new possibilities and prepare you to talk naturally, sincerely and confidently about the company. It is recommended that you refer to the Prospecting/ Recruiting/Sponsoring section of the Basic 5 audio, online training and/ or the *UnFranchise Manual* for further details and instruction. **EXAMPLE:** Market Singapore is a global Product Brokerage and Internet Marketing company that specialises in One-to-One Marketing. **EXAMPLE:** The Shopping Annuity®. A revolutionary programme which enables people to convert their spending into earning. Have you ever heard of it?

TOOLS TO EXPOSE THE BUSINESS:



2 on 1 Meeting



1 on 1 Meeting



Home Business Presentation



3-Way Call



Online Videos



Social Media



Invite Friends Tool



Webinars



Exclusive Product Catalogue



UnFranchise Business Presentation



Mobile



GMTSS



MeetON



Shopping Advisor



Shopping Annuity® Online Assessment

SECTION 02: YOUR WHY AND GOAL STATEMENT

TO BE EFFECTIVE, YOUR GOALS MUST BE SPECIFIC, MEASURABLE AND WRITTEN. TAKE A FEW MINUTES AND WRITE DOWN WHAT YOU WOULD LIKE TO ACCOMPLISH. FOR ADDITIONAL INFORMATION ON DEVELOPING A GOAL STATEMENT, REFER TO THE APPLICABLE SECTION IN THE BASIC 5 AUDIO, ONLINE TRAINING AND/OR THE *UNFRANCHISE MANUAL*. YOU MAY WANT TO SEEK SOME ADVICE FROM YOUR SPONSOR AND/OR SENIOR BUSINESS PARTNERS IN THIS AREA TO ENSURE YOUR GOALS ARE PROPERLY ESTABLISHED.

A. MY WHY: THE PRIMARY REASONS WHY YOU ARE BUILDING AN UNFRANCHISE BUSINESS

Create "My Why" (Two-Minute Commercial). A "Two-Minute Commercial" is a testimonial explaining the real reason why you are building the business, accompanied by an appealing description of the business. All UnFranchise Owners should have a sense of purpose. It's that motivation that is going to sustain and maintain you through the highs and lows of the business.

B. PERSONAL GOALS

- 1. DECIDE WHAT YOU WANT.** Determine the things or lifestyle you desire to have.

- 2. WHEN DO YOU WANT IT?** Set target dates for the achievement of each goal.

- 3. DETERMINE WHAT YOU ARE WILLING TO GIVE** the business in the way of time, effort and sacrifice in order to obtain your goal.

SECTION 02: YOUR WHY AND GOAL STATEMENT

(CONTINUED)

4. **DEVELOP A DETAILED PLAN OF ACTION.** Determine what you must do each year, each month, each week and each day to achieve your goal. This business is built most effectively one day at a time, working consistently. Simply satisfy the daily tasks and activities (see below) in the detailed plan of action in order to ensure the achievement of the weekly, monthly and annual goals.

5. **WRITE IT OUT.** (Steps 1-4) in a 50- to 100-word statement and read it twice daily. Fine tune it each week or month until it is in line with reality. The repeated reality checks will keep you focused and on your way to achieving your goals.

- Add/cultivate two possibilities daily
- Call one to three prospects from your Possibilities List daily to schedule at least two appointments per week to evaluate the business to see if they know the right people
- Promote business and/or products – social media
- Present the UnFranchise® Business (show the Plan) twice per week
- Follow up with a prospect and/or customer
- Invite two people to earn Cashback or visit SG.SHOP.COM
- Listen to an audio or watch a video
- Use Market Singapore® products daily
- Read your Goal Statement

C. BUSINESS GOALS & OBJECTIVES

(Develop an action plan with your sponsor or senior business partner)

1. COMMISSION INCOME

I will commit _____ hours per week to my UnFranchise Business.

I will commit _____ nights/days per week to my UnFranchise Business.

I will personally sponsor two qualified UnFranchise Owners (to activate) by (target date) _____.

I will reach the Coordinator level (receive first S\$375.00 commission) by (target date) _____.

I will reach the Executive Coordinator level (receive S\$1,875.00 in commissions) by (target date) _____.

I will earn annual commissions of S\$_____ by (target date) _____.

I will register a minimum of 10 Preferred Customers online by (target date) _____.

2. PERSONAL USE‡

Personally purchase and use ≥ 200 BV* worth of product monthly after one month. Personally purchase and use ≥ 10 IBV[†] from Market Singapore's products monthly and purchase ≥ 5 IBV from Partner Stores for a total of 15 personal IBV.

Establish a customer base of ≥ 10 purchasing ≥ 30 BV and ≥ 20 IBV (includes customer referrals) of product monthly after three months.

‡For additional information on growth and development refer to the Master UnFranchise Owner (UFO) criteria.

3. **RETAIL SALES:** Each UnFranchise Owner in your organisation should be creating ≥ 500 BV and ≥ 200 IBV each month. (≥ 200 BV Personal and ≥ 300 BV Repeat Sales)

Teach, manage and support each UnFranchise Owner on your team to achieve this goal.

Teach each UnFranchise Owner on your team how to maximise the Shopping Annuity® on SG.SHOP.COM.

4. **EARN \geq S\$375 (BV) MONTHLY AND \geq S\$375 (IBV) EVERY OTHER MONTH** from the Management Performance Compensation Plan (MPCP) within three to six months of implementing this plan. (Equates to you plus three UnFranchise Owners on the left and three UnFranchise Owners on the right of a Business Development Centre [BDC] each creating 500 BV and 200 IBV monthly) — Base 10, Seven Strong

5. **EARN \geq S\$750 (BV) AND \geq S\$375 (IBV) MONTHLY** from the MPCP after eight months of implementing this plan. (Equates to six UnFranchise Owners on the left and six UnFranchise Owners on the right of a BDC each creating ≥ 500 BV and ≥ 200 IBV monthly)

6. **EARN \geq S\$1,125 (BV) MONTHLY AND \geq S\$1,125 (IBV) EVERY OTHER MONTH** from the MPCP after 10 months of implementing this plan. (Equates to nine UnFranchise Owners on the left and nine UnFranchise Owners on the right of a BDC each creating ≥ 500 BV and ≥ 200 IBV monthly)

7. **EARN \geq S\$1,875 (BV) AND \geq S\$1,875 (IBV) MONTHLY** from the MPCP after 12 months of implementing this plan. (Equates to 12 UnFranchise Owners on the left and 12 UnFranchise Owners on the right of a BDC each creating ≥ 500 BV and ≥ 200 IBV monthly)

The examples of income shown for each of the Independent UnFranchise Owners are not intended to be representative of the earnings of any specific class of Market Singapore®'s UnFranchise Owners, nor are they intended to represent that any given UnFranchise Owner will earn income in that amount. Rather, the income figures testify to the results which have been accomplished by UnFranchise Owners who have devoted time, talent, hard work, and a willingness to follow the proven UnFranchise Business Plan in building their Market Singapore businesses. The success of any Market Singapore UnFranchise Owner will depend upon the amount of hard work, talent and dedication which he or she devotes to the building of his or her Market Singapore business.

*BV = Business Volume
†IBV = Internet Business Volume

SECTION 02: YOUR WHY AND GOAL STATEMENT

(CONTINUED)

ESTABLISHING A FOUNDATION – BASE 10, SEVEN STRONG

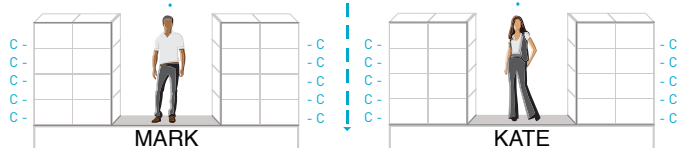
1. Personally purchase and use ≥ 200 BV + ≥ 15 IBV in product monthly after one month.



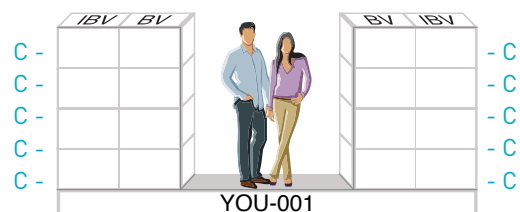
≥ 200 BV/Month

Complete the Home Shopping List

3. Activate by personally sponsoring one qualified Independent UnFranchise® Owner in your left and right organisation each implementing “Base 10.”



2. Establish a repeat Customer Base of ≥ 10 customers purchasing ≥ 30 BV and ≥ 20 IBV monthly within 1–3 months.

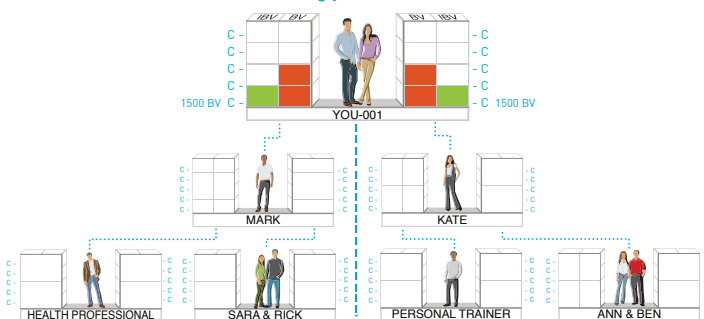


≥ 200 BV/Month

C = Customer purchasing ≥ 30 BV + ≥ 20 IBV monthly
= 300 BV + 200 IBV

Personally purchase and use ≥ 200 BV + ≥ 15 IBV in product monthly after one month.

4. Earn $\geq \$375$ (BV) monthly and earn $\geq \$375$ (IBV) every second month within 3–6 months of starting your business.



SECTION 03: FOLLOW-UP APPOINTMENT

THE FOLLOW-UP APPOINTMENT SHOULD BE SCHEDULED 3 TO 7 DAYS FROM THE DATE THE BUSINESS WAS ESTABLISHED.

1. DEVELOPING ATTITUDE AND KNOWLEDGE

- Review “Your Why”
- Review your answer to “What is it?”
- Review Possibilities List and determine how to approach new prospects
- Determine Top 10 possibilities and the best approach for each
- Discuss what you have learned from listening to audios and watching videos
- Review UnFranchise.com
- Review SG.SHOP.COM site functionalities (eGifts, Shopping Advisor, etc.)

- Review marketsingapore.com.sg corporate information site
- Follow and “Like” Market Singapore® and SHOP.COM™ on social media
- Download the Company’s mobile applications

2. REVIEWING GOAL STATEMENT WITH BUSINESS PARTNER

- Review Goals and Goal Statement
- Review Plan of Action — Daily, Weekly and Monthly tasks

3. RETAILING — INCREASING YOUR PERSONAL USE AND GROUP SALES VOLUME

Personal Use: You must be a product of the products you are recommending. Review your Possibilities List for potential customers. Identify 10 of those potential customers and expose them to the Company’s exclusive products and the SG.SHOP.COM site.

SECTION 03: FOLLOW-UP APPOINTMENT

(CONTINUED)

- Replace products you are currently purchasing monthly from someone else's business with products from your business (use Shopping Annuity® Online Assessment, the Shopping Advisor and/or Home Shopping List to identify)
- Host a Product Preview/SG.SHOP.COM overview with your team within the first month of starting your business
- Introduce your customers to your site:
SG.SHOP.COM/_____
- Ensure all customers register as Preferred Customers from your SG.SHOP.COM site
- Continue to introduce customers to your SG.SHOP.COM site through the "Invite Friends" tool

4. PROSPECTING, RECRUITING AND SPONSORING: BASIC METHODS FOR EXPANDING YOUR ORGANISATION

Possibilities List: Develop a Top 10 List. The Top 10 List is the group of individuals that you will initially expose the products, business and/or SG.SHOP.COM to.

VIDEO/WEBINAR APPROACH: There are several basic tools provided by Market Singapore® for Independent UnFranchise® Owners to use, such as the "UnFranchise Business Plan" videos (available as webinars or online). These tools allow you to prospect the greatest number of people efficiently and effectively. More importantly, these tools for prospecting people can be used by anyone regardless of their knowledge level about this business. With the video/webinar approach, you must only learn two things: how to set the appointment and how to follow up.

- a. **EVALUATION APPROACH EXAMPLE:** "John, I just started a business that I am working part time with some associates. We are really excited about its potential and are looking to expand in the (John's geographic location) area. John, your name came to mind as someone who might have an interest in what we are doing or might know the right people for our expansion. Either way, you could help us by evaluating the business. I would like to provide you some information that gives a general overview. You may or may not be interested, but you may know someone who would be."

RESPONSE: Moderate to high level of interest — schedule a three-way call or appointment to show the business plan (two-on-one meeting, HBP*, UBP+ or webinar).

RESPONSE: Little interest — use the video presentation to generate referrals and introduce the SG.SHOP.COM site.

- b. **FOLLOW-UP:** Send the About Market Singapore® | SHOP.COM™ PDF or other online business support tools, the day after scheduling the appointment. Set a time to call your prospect immediately after they have watched the video/webinar.

RESPONSE: Moderate to high level of interest from videos/webinar — schedule a two-on-one appointment, UnFranchise

Business Presentation (UBP) or schedule additional online video/webinar presentation (prospect at a distance).

RESPONSE: Minimal interest from videos/webinar — try to set a two-on-one appointment or conference call to get referrals, introduce Market Singapore products and the SG.SHOP.COM site (in this order).

5. FOLLOW-UP & THE ABCs OF BUILDING DEPTH — IMPLEMENTING A DUPLICATABLE SYSTEM

Personal Responsibilities: People will do what you do. The ABC Pattern starts with you performing the following minimum daily, weekly and monthly activities. Conduct ABC/Trial Run meetings (one-on-one, two-on-one, Home Business Presentations and webinars).

Objective: Move one ABC level per week in a new person's location and bring the team and/or Senior Partner(s) with you to help/support. At each HBP or UBP the primary objective is to schedule follow-up appointments.

Organisational Responsibilities: Measure, monitor, adjust and control the tasks and activities being performed by your personally sponsored UnFranchise Owners and those UnFranchise Owners you are personally working with and mentoring. Schedule a time to review their progress in implementing their action plan.

- Complete NUOT, B5 and ECCT
- Purchase a ticket(s) to the next scheduled Global Meeting, Training and Seminar System (GMTSS) and event (Local Seminar, Annual Convention, Leadership School, World Conference or International Convention)
- Conduct Home Business Presentations
- Conduct Product Preview/SG.SHOP.COM overview
- Implement Base 10, Seven Strong with organisation
- Have regularly scheduled Call Workshops
- Expose the business on a regular basis
- Listen to audios and watch videos (creating a culture of learning every day)
- Perform result-producing activities every day: Use and share Market Singapore's products and the SG.SHOP.COM site, share the business opportunity (implement and share the Shopping Annuity) and attend events and sell tickets (education)
- Complete the Shopping Annuity Online Assessment

*HBP = Home Business Presentation
+UBP = UnFranchise® Business Presentation

SECTION 04: HOME ASSESSMENT

REPLACE THE PRODUCTS YOU CURRENTLY PURCHASE WITH THE CORRESPONDING MARKET SINGAPORE PRODUCTS.

CREATE A SHOPPING ANNUITY® BY CONVERTING YOUR SPENDING INTO EARNING THROUGH YOUR UNFRANCHISE® BUSINESS AND SHOP.COM™.

COMPLETE THIS SIMPLE EXERCISE TO ENSURE THAT YOU TRANSFER THE MONEY YOU ALREADY SPEND TO YOUR OWN BUSINESS.

CLEANING NEEDS, KITCHEN/BATHROOM

- Snap™ All-Purpose Natural Concentrate (SG6209)
- Snap™ Dishwashing Liquid (SG6203)
- Snap™ Essentials Kit (SG6945)

LAUNDRY

- Snap™ Free & Clear Fabric Softener (SG6229)
- Snap™ Triple Enzyme 3X Laundry Detergent (SG6200)/ Snap™ Free & Clear Laundry Detergent (SG6228)

STEALTH RADAR

- Stealth Radar Shield™ (SG16006)

BODY CARE

- Royal Spa™ Imperial Blend Bath & Shower Gel (SG12012)
- Royal Spa™ Smooth As Silk Hydrating Lotion (SG12000)/ Lumière de Vie® Intensive Hand & Body Crème (SG12205)
- Ultimate Aloe® Gel (SG1070)

COSMETICS

- Motives® 8-Piece Deluxe Brush Set (SG46MBR)/ Motives® 15-Piece Pro Brush Set (SG49MBR)
- Motives® Pressed Blush (varies)
- Motives® Pressed Bronzer (SG300MB)
- Motives® Complexion Perfection Face Primer (SG301FP)
- Motives® Shimmer Powder (varies)/Motives® Shimmer Sticks (varies)
- Motives® Color Correction Quad-Light to Medium (SG200CCW)
- Motives® 3-in-1 Contour, Bronze and Highlight Kit (SG101MSD)
- Motives® Crème Concealer (varies)
- Motives® Pressed Eye Shadow (varies)
- Motives® Essential Brow Kit (SG100MBK)
- Motives® Mineral Waterproof Eyebrow Pencil (varies)
- Motives® Mineral Gel Eyeliner (varies)
- Motives® Lip Crayon (varies)
- Motives® Double Take Lipstick Duo-Royally Red (SG30DTD)
- Motives® All Day Liquid Mattes-Dragon Fruit (SG111DLS)/ Guava (SG112DLS)
- Motives® Mineral Lip Shine (varies)
- Motives® Moisture Rich Lipstick (varies)
- Motives® Long-Wear Liquid Concealer (varies)
- Motives® Liquid Powder Mineral Foundation with SPF 15 (varies)
- Motives® Maven Mattes (varies)
- Motives® Lip Candies (varies)
- Motives® 10 Years Younger Makeup Setting Spray (SG301FS)
- Motives® Makeup Remover Towelettes (SG01MEMT)
- Motives® Lustrafy High-Definition Mascara (varies)
- Motives® Mineral Dual Foundation (varies)
- Motives® Fiber Lush Mascara (SG100MFM)
- Motives® Luminous Translucent Loose Powder (varies)
- Motives® Filter HD Powder (SG360HDP)

FACIAL/SPECIALTY SKINCARE

- Lumière de Vie® Illuminating Fading Fluid (SG12203)/ Lumière de Vie® Super Crème (SG12214)/Cellular Laboratories® Re-Birth Serum (SG11191)
- Skintelligence Alpha 24™ Triple Revitalizing Complex (SG1275)
- Lumière de Vie® Facial Cleanser (SG12207)/Cellular Laboratories® Facial Cleanser (SG11203)/Lumiere de Vie Micellar Cleanser (SG12216)
- Cellular Laboratories® De-Aging Moisturizing Day Crème SPF 20 (SG11195)/Cellular Laboratories® De-Aging Crème (SG11190)
- Lumière de Vie® Volcanic Exfoliating Mask (SG12202)/Cellular Laboratories® De-Aging Lifting Facial Masque (SG11202)
- Lumière de Vie® Eye Balm (SG12200)/Cellular Laboratories® De-Aging Eye Crème (SG11194)
- Pentaxyl® (SG11150)
- Lumière de Vie® Needle-Free Serum (SG12212)

- Lumière de Vie® Intense Rejuvenation Crème (SG12201)/Timeless Prescription Face Firming Moisturizer with MDI Complex (SG11124)
- Lumière de Vie® Toner (SG12208)/Cellular Laboratories® De-Aging Toner (SG11200)
- Lumière de Vie® Pore Minimizing Serum (SG12215)

HAIR CARE

- Royal Spa™ Chamomile Shampoo (SG12003)
- Fixx Solution-Oriented Products® Thick Hair Shampoo & Conditioner (SG12508)
- Royal Spa™ Ultra III Shampoo (SG12006)/Fixx Solution-Oriented Products® Argan Oil Shampoo (SG12502)
- Royal Spa™ Tri-Protein Plus Conditioner (SG12015)/Fixx Solution-Oriented Products® Argan Oil Conditioner (SG12500)
- Fixx Solution-Oriented Products® Argan Oil No Frizz (SG12504)
- Fixx Solution-Oriented Products® Volumizing Boost Spray (SG12516)
- Fixx Solution-Oriented Products® Argan Oil Intensive Hair Mask (SG12525)
- Royal Spa™ Awapuhi Mousse (SG12021)

WEIGHT MANAGEMENT

- TLS™ CORE Fat & Carb Inhibitor (SG6462)
- TLS™ Green Coffee Plus Garcinia Cambogia (SG6426)
- TLS Tonalin™ CLA (SG6428)
- TLS™ Nutrition Shakes (SG6390 Creamy Vanilla/SG6391 Chocolate Delight)
- TLS™ Journal (SG6561)

HEALTH AND NUTRITION

- Isotonix® OPC-3™ (SG13009)/Isotonix® Maximum ORAC (SG13039)
- Isotonix® Vitamin C (SG13033)/Isotonix® Bromelain Plus (SG13986)
- Isotonix® Multivitamin without Iron (SG13053)/ Isotonix® Magnesium (SG12989)
- Isotonix® OPC-3™ Beauty Blend (SG13997)
- Curcumin Extreme™ (SG13145)/Timeless Prescription Oxygen Extreme™ (SG6101)
- Isotonix® Digestive Enzymes (SG13022)/NutriClean™ Advanced Fibre Powder (SG13279)/NutriClean™ Probiotics (SG13282)/Ultimate Aloe® Powder (SG12810 Natural/SG12860 Strawberry Kiwi)/Ultimate Aloe® Juice (SG1280 Natural/SG1282 Cranberry Apple/SG1285 Strawberry Kiwi)
- Prime Feminene™ Female Support Formula (SG13156)
- Prime MPC™ (Maximum Prostate Care) (SG13158)
- Isotonix® Coenzyme Q10 (SG13011)/Heart Health™ Essential Omega III Fish Oil with Vitamin E (SG13852)
- Isotonix® Calcium Plus (SG13020)/Prime™ Joint Support Formula by Isotonix® (SG13081)
- Isotonix® Vision with Lutein (SG13042)/Prime™ Astaxanthin Cardio and Visual Vitality Formula (SG14500)
- Isotonix® Advanced B-Complex (SG13057)
- Isotonix® Açai Advanced Energy (SG13059)

CHILDREN'S SUPPORT

- DNA Miracles OPC-3™ Chews (SG6902)
- DNA Miracles™ Chewable Probiotics (SG6940)
- DNA Miracles™ Natural Foaming Wash & Shampoo (SG6932)
- DNA Miracles™ Natural Hydrating Baby Lotion (SG6930)/DNA Miracles™ Natural Diaper Cream (SG6931)/DNA Miracles™ Natural Soothing Ointment (SG6933)/DNA Miracles™ Natural 3-Piece Value Kit (SG6934)

PET CARE

- PetHealth™ Pad & Paw Balm (SG5618)
- PetHealth™ Hypoallergenic Shampoo (SG5612)

CAR CARE

- Friction Free 3000™ Engine Treatment (SG6530)

POSSIBILITIES LIST: It has been proven that the average person knows approximately 300 people. Create a possibilities list of at least 100 people to whom to expose the business using the evaluation, referral or direct approach. Create the habit of contacting at least one to two people per day in order to present the business to a minimum of two qualified prospects per week. By creating this habit, it will result in presenting the business to 104 qualified prospects per year (2 x 52) in an effort to personally partner (sponsor) a minimum of eight UnFranchise® Owners per year.

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 Email: _____

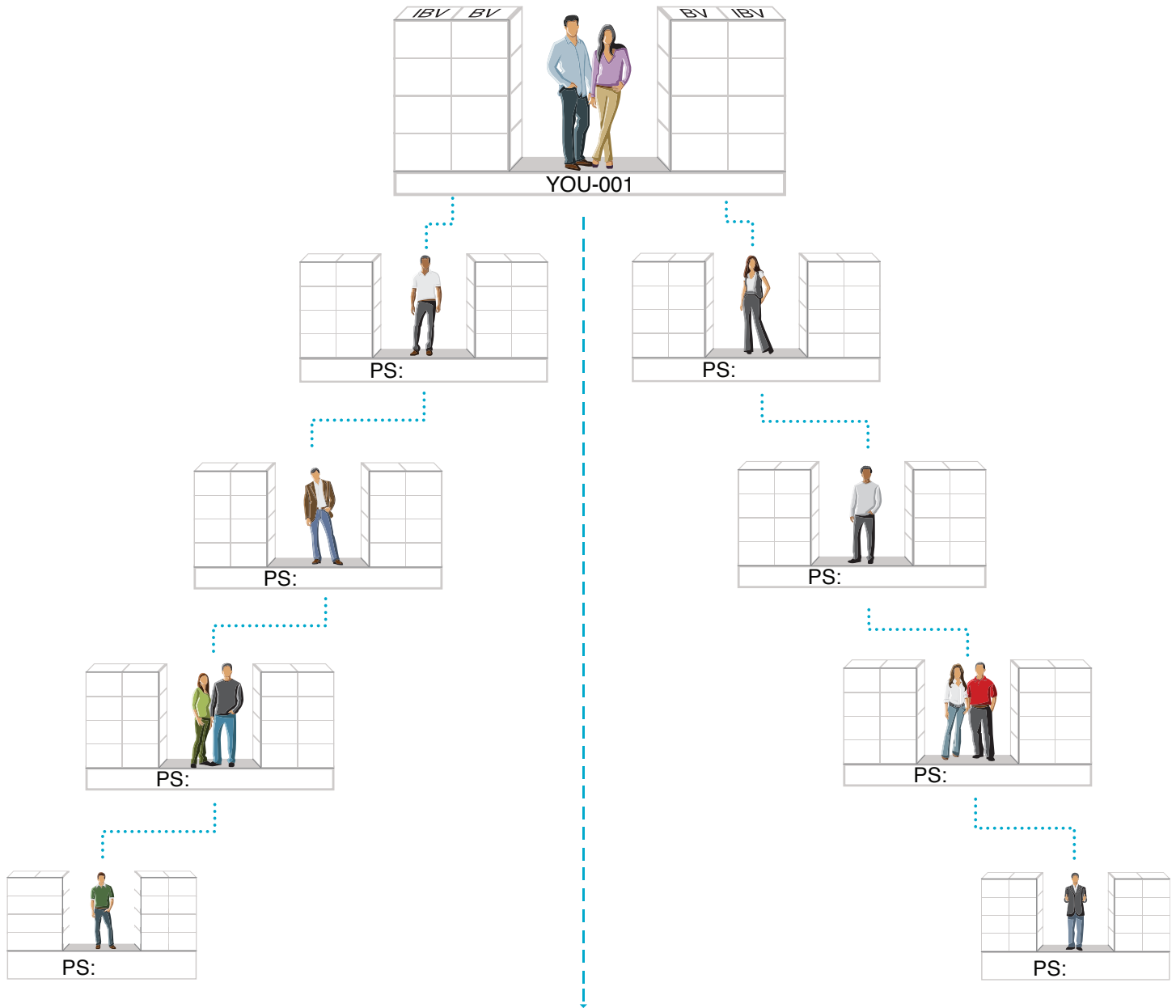
Name: _____
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ORGANISATIONAL CHART

GOAL: PERSONALLY SPONSOR A MINIMUM OF FOUR UNFRANCHISE® OWNERS PLACED IN YOUR LEFT ORGANISATION AND FOUR UNFRANCHISE OWNERS IN YOUR RIGHT ORGANISATION.



KEY: PS: Personally Sponsored UnFranchise Owner

MASTER UNFRANCHISE® OWNER (UFO) CRITERIA

CALENDAR QUARTERLY QUALIFICATION* VERIFICATION AND VALIDATION FORM INSTRUCTIONS
CALENDAR QUARTERS: JANUARY – MARCH, APRIL – JUNE, JULY – SEPTEMBER OR OCTOBER – DECEMBER

(Check one): Initial Requalification

Note: All qualification criteria must be satisfied within the Calendar Quarter in which you are applying. Online submission is due by the 28th day past the quarter end date.

Name: _____

UnFranchise ID#: _____

Calendar Quarter Beginning Date: _____

Calendar Quarter Ending Date: _____

- Completed the Shopping Annuity® Online Assessment
- Have a subscription for the UnFranchise Management System (UFMS)
- Purchased a total of 1,500 BV/IBV from Market Singapore exclusive products for the respective quarter. These product purchases must be from your paying UnFranchise ID or from a personally registered Preferred Customer's paying ID.

Order#: _____ Date: _____

Order#: _____ Date: _____

Order#: _____ Date: _____

Order#: _____ Date: _____

- Generate S\$1,875 worth of Partner Store purchases between you and your customers. These Partner Store purchases must be from your paying UnFranchise ID and/or from a registered Preferred Customer's paying ID.

Order#: _____ Date: _____

Order#: _____ Date: _____

Sponsored a minimum of two qualified and active UnFranchise Owners

Name: _____

UnFranchise ID#: _____

Name: _____

UnFranchise ID#: _____

TRAINING REQUIREMENTS

- Attended or conducted one New UnFranchise Owner Training
Trainer Name: _____

Date: _____

Location: _____

- Attended or conducted one Basic 5 Training
Trainer Name: _____

Date: _____

Location: _____

- Attended or conduct one Executive Coordinator Certification Training per year
Trainer Name: _____

Date: _____

Location: _____

- Ticket Requirements:
Three Market Singapore® Annual Convention Tickets purchased with own paying ID
Order No.: _____

AND/OR

- Three Market Singapore® Leadership School Tickets purchased with own paying ID
Order No.: _____

UNFRANCHISE LEVEL/INCOME CONSISTENCY REQUIREMENTS

- Score greater than or equal to 50% on the Basic 5 Diagnostic Test
Documentation Attached _____ (initials)

AND/OR

- Earn a minimum of S\$1,125 in BV/IBV commissions from one BDC per quarter
Commission total \$ _____

* Complete the Master UFO Online Submission here:
[UnFranchise.com > My Organization > Reports > Management > Master UFO Programme](#)

