



RICHWAY



Unique and Lucrative Sales  
**COMPENSATION  
PLAN**

*HOW YOU CAN CREATE AN ONGOING RESIDUAL INCOME  
FROM THE BINARY SYSTEM*



**RICHWAY & FUJI BIO INC.**

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[www.richwayandfujibio.com](http://www.richwayandfujibio.com)



## COMMISSION & BONUSES

### ▶ **Personal Purchase Volume (PPV):**

PPV is the sum of the bonus volume from your personal orders.

### ▶ **Personal Business Volume (PBV):**

PBV is the sum of the bonus volume from your personally sponsored customer orders.

### ▶ **Group Business Volume (GBV):**

GBV is the sum of the bonus volume from your personal orders and all personally sponsored customer orders.

### ▶ **Business Volume (BV):**

BV is the assigned value of a product for the purpose of qualification and calculation of commissions and bonuses.

(Please visit the Richway & Fuji Bio Website to view the Compensation Chart for BV information)

# RICHWAY & FUJI BIO INC. COMMISSION & BONUSES

## SALES COMMISSION

Richway & Fuji Bio offers a diverse selection of fine merchandise at competitive prices. Independent Sales Associates (ISA) may earn a substantial sales commission from the Personal Business Volume of Richway & Fuji Bio products to the ultimate consumer.

## PRODUCT CERTIFICATE BONUS

Product Certificates are another form of bonuses awarded to ISA's that can be used towards products for your business - or yourself! These certificates act similarly to gift certificates and are issued to ISA's who directly sponsored a customer's order, which is eligible for Personal Business Volume.

- ▶ When you have at least 5 Product Certificates you can trade them in for a Richway & Fuji Bio product.

**Any difference in amount can be paid for in cash.**

- ▶ Product Certificates can be transferred to another ISA by endorsing it.
- ▶ No credit or change will be given on any unused value of the certificate.
- ▶ Email and fax order submissions accepted (hard copies are no longer required).
- ▶ Refer to the Product Certificate Terms and Conditions for more information.

## BINARY BONUS

Binary Bonus is determined by the number of points made within each leg of the ISA's organization. Once you reach the level of Gold Executive (ISA) or higher, you are eligible to earn Binary Bonuses.

Each Business Center has a Binary Bonus payment of \$400, \$800 or \$1200. However, there is NO limit to how many Business Centers you can have. Therefore, you can earn an unlimited amount of Binary Bonuses!

## SPONSOR 2 GOLD BONUS

Training and growing ISA's is the foundation of our business. Anytime you sponsor 2 Partner (ISA)'s into Gold (ISA)'s you will earn a \$400 Product Certificate. This Program is available to Emerald Executive (ISA)'s or higher.

## GOLD EXECUTIVE LEVEL BONUS

When you become a Gold (ISA) you will earn an additional \$200 Product Certificate.

## EMERALD EXECUTIVE LEVEL BONUS

When you become an Emerald (ISA) you will earn an additional \$200 Product Certificate.





## DIAMOND EXECUTIVE LEVEL BONUS

When you become a Diamond (ISA) you will earn an additional \$400 Product Certificate.

## ROYAL FAMILY LEVEL BONUS

When you become a Royal Family (ISA) you will earn an additional \$1,000 Product Certificate and a \$2,000 Cash Bonus.

## AUTOMOBILE ALLOWANCE PROGRAM

This program allows you to get your dream car and have Richway & Fuji Bio help pay for it. The Automobile Allowance Program is available to Diamond Executive (ISA)'s or higher.



## OFFICE SUPPORT PROGRAM

Have you been dreaming of having an office space to conduct meetings, train fellow ISA's, and set up demo products? With our new Office Support Program it is easy and simple to do. This program is available to Diamond Executive (ISA)'s and Royal Family (ISA)'s. Home offices do not qualify for this program.



## ROYAL FAMILY BONUS POOL

The Royal Family Bonus Pool is a great profit sharing opportunity for Royal Family (ISA)'s who qualify.

## \$3,000, \$6,000, \$8,000 AND \$10,000 DIAMOND CLUB CASH BONUS

A Diamond Club Member who directly sponsors two (2) Diamond Executive (ISA)'s, sixteen (16) Gold Executive (ISA)'s, eight (8) Emerald Executive (ISA)'s or four (4) Diamond Executive (ISA)'s may qualify to take the \$3,000, \$6,000, \$8,000 or \$10,000 Special Bonus Challenge.



## COMMISSION & BONUSES

### SPECIAL DISCOUNT FOR THE PROFESSIONAL BIOMAT

#### ► Veteran Discount

In honor of our nation's veterans, we are offering \$100 off a Professional Biomat to all veterans who served our country.

#### ► Health & Wellness Discount

To help with their profession, licensed medical and health and wellness practitioners can receive \$100 off a Professional Biomat.

\* The Veteran Discount and Health & Wellness Discount cannot be combined.

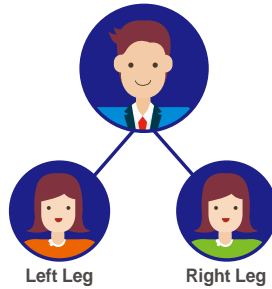
# BINARY COMPENSATION MODEL

## WHAT IS A BINARY COMPENSATION SYSTEM?

A Binary System is a network marketing configuration that features a Business Center and a left and right leg. As the business grows, any future Business Centers will originate from the legs. These new Business Centers will then have two legs, and it will continue to grow this way. Richway & Fuji Bio's Binary System is unique in that it offers an unlimited down-line for unlimited sales growth, meaning there is no cut-off point for future Business Centers. Through the use of the Binary System, our plan provides an opportunity for residual income.

## WHAT IS A BUSINESS CENTER?

A Business Center is an individually owned binary structure that accrues points for residual income. Each Business Center has a left and right leg. You are established into Richway & Fuji Bio's existing binary configuration through the placement of Business Centers. Your sponsor will place you within their marketing organization, just as you will place your customers and ISA's that you sponsor within your marketing organization. Once these placements are made, they are permanent.

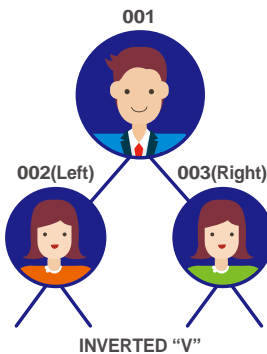


## HOW IS A BUSINESS CENTER OBTAINED?

Whenever you sell or purchase \$500 worth of eligible merchandise (\$500 in Personal Purchase Volume/Personal Business Volume), a Business Center will be added to your Marketing Organization.

## HOW IS A BUSINESS CENTER PLACED IN THE BINARY STRUCTURE?

As an ISA, it is completely up to you where you want to place a new Business Center. The very first Business Center is called "Number 001." All future Business Centers will be named "Number 002, 003" and so on and can be placed on either the right or left leg. The shape of the binary structure looks like an inverted "V". When you place your order, just let us know where you would like the Business Center to go. If you are unsure, you can write "Best Placement" in the placement box on the order form by doing this, our office will decide on the best placement for your new Business Center. Orders submitted without placement will be placed in either the (1) Customer's 001 Business Center's best place (for existing customers) or (2) the Sponsor's 001 Business Center's best place (for new customers). Please be aware that all placements are permanent, and there can be only one ISA and one purchaser per transaction.



## WHAT IS A BINARY POINT?

A Binary Point is a bonus payment factor that accrues upward in individual Business Centers. For every \$500 worth of eligible products sold by the ISA, one (1) Binary Point will be placed in the ISA's Marketing Organization.

Binary Points go upward into each and every Marketing Organization to which the Business Center is connected. These points accumulate

and can be cashed in when they reach the target amount. Binary Points benefit active Business Centers. If the Business Center is not active for 180 days, any remaining points will be reset to zero.

## DETAIL OF A BINARY BONUS

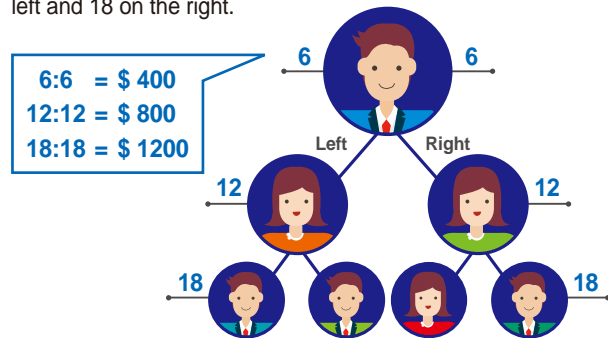
Binary Bonus is based on the networking business plan Richway & Fuji Bio offers. It motivates the growth of the marketing organization by generating residual income. Binary Bonus is paid when a fixed amount of Binary Points accrue on the left and right side of an individual Business Center. Whoever owns that Business Center will receive a Binary Bonus based on their level of achievement (i.e. Gold Executive (ISA), Emerald Executive (ISA), Diamond Executive (ISA), and Royal Family (ISA)).

## ATTAINABLE BINARY BONUS, PER BUSINESS CENTER, PER WEEK:

**Gold Executive (ISA)** receive a Binary Bonus of \$400 per Business Center per week when points reach a minimum of six on the left and six on the right.

**Emerald Executive (ISA)** receive a Binary Bonus of \$400 per Business Center per week when points reach a minimum of six on the left and six on the right, or will receive a higher Binary Bonus of \$800 per Business Center per week when points reach a minimum of 12 on the left and 12 on the right.

**Diamond Executive (ISA)** receive a Binary Bonus of \$400 per Business Center per week when points reach a minimum of six on the left and six on the right, or will receive a higher Binary Bonus of \$800 per Business Center per week when points reach a minimum of 12 on the left and 12 on the right, or will receive a higher Binary Bonus of \$1,200 per Business Center per week when points reach a minimum of 18 on the left and 18 on the right.



## BINARY POINT RESET

Business Centers that have been inactive for 180 days (6 months) will have its Binary Points on both left and right legs reset to zero. An active Business Center is one that has had a Binary Point change (left or right leg) within the 180 day period. An inactive Business Center is one that has NOT had a Binary Point change (left or right leg) within the 180 day period. Once there has been a change in Binary Points in a Business Center, another 180 days is extended to that Business Center. Because of this additional 180 days policy, the minimum reset term is 6 months, and the maximum reset term is 12 years.

\* **We highly recommend** placing your orders through the Richway BackOffice ([www.richwaybackoffice.com](http://www.richwaybackoffice.com)) or placing your orders a few days in advance in case issues arise (declined charges, incorrect placement, missing documentation, etc.) to avoid missing the weekending cutoffs and binary point reset dates. Richway will not be held responsible for the missing of weekending cutoffs and binary point reset dates in these instances.



# BINARY COMPENSATION MODEL



## WHAT HAPPENS WHEN A PRODUCT IS SOLD?

When a product is sold, the sale generates:

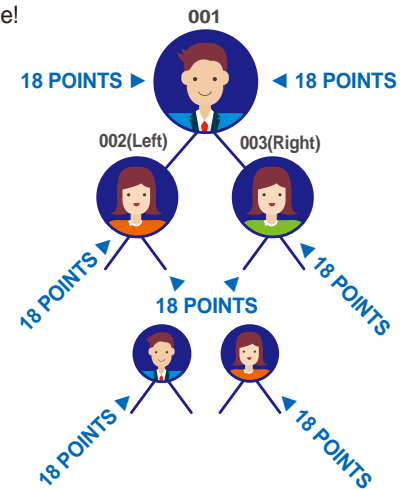
- ▶ Product delivered to the purchaser
  - ▶ Sales Commission to the ISA\*
  - ▶ Product Certificate to the ISA\*
  - ▶ Sharing Binary Points(s) to all of the purchaser's corresponding up-line\*
  - ▶ Every \$500 in Personal Purchase Volume/Personal Business Volume makes a new Business Center, and it will be added to the purchaser.
- \* Some products are not eligible for Commissions, Bonuses and/or Binary Points. Please refer to the Compensation Chart for more information.

## MULTIPLE BUSINESS CENTERS = MULTIPLE STREAMS OF INCOME

An ISA may earn Binary Bonus pay on multiple Business Centers within the same week. There is no limit to your income!

### EXAMPLE:

A Diamond Executive (ISA) owns three Business Centers, all of which reach at least 18/18 points. This ISA would be paid on all three centers  
 $3 \times \$1,200.00 = \$3,600.00$  per week.



## CUTOFF TIME

### FOR USA OFFICE:

- ▶ Weekly submissions for **Offline\* orders** end on **FRIDAYS AT 5:59 AM** Hawaii Standard Time.
- ▶ Weekly submissions for **Online\* orders** end on **SATURDAYS AT 11:59 PM** Hawaii Standard Time.

### FOR EUROPE OFFICE:

- ▶ Weekly submissions for **Offline\* orders** end on **FRIDAYS AT 3:59 PM** CET and CEST (Central European Time and Central European Summer Time)
- ▶ Send orders by email or fax:  
[richwayeuopen1@gmail.com](mailto:richwayeuopen1@gmail.com) or 31-(0)20-659-6142

**Compensation and bonuses are normally sent out 2 weeks after the weekend cutoff date in which it was processed.**

- \* **OFFLINE** = Orders submitted through mail, email, fax, shopping carts, replicated websites, etc.
- \* **ONLINE** = Orders submitted through the Richway Back Office ([www.richwaybackoffice.com](http://www.richwaybackoffice.com)) only.

Cutoff times are subject to change at any time. Any changes will be announced on our website.

\* **We highly recommend** placing your orders through the Richway BackOffice ([www.richwaybackoffice.com](http://www.richwaybackoffice.com)) or placing your orders a few days in advance in case issues arise (declined charges, incorrect placement, missing documentation, etc.) to avoid missing the weekend cutoffs and binary point reset dates. Richway will not be held responsible for the missing of weekend cutoffs and binary point reset dates in these instances.



# COMPENSATION PLAN ACHIEVEMENT LEVELS

## RICHWAY & FUJI BIO INC.

The income an Independent Sales Associate is eligible to earn through the Richway & Fuji Bio sales Compensation Plan increases as their business grows and higher levels are attained. Retailing Richway & Fuji Bio's fine line of high quality merchandise is the most integral part of building an ISA's business. The Richway & Fuji Bio business is based primarily upon the retail sale of merchandise to the ultimate consumer. ISA's may achieve the following levels based upon the retailing performance of their business.



# ACHIEVEMENT LEVELS

## 1 INDEPENDENT (ISA)

We make it very easy to join our lucrative and innovative company. You just need to be sponsored, complete the Independent Sales Associate Agreement, and purchase a Lifetime Membership for \$80.00.

### Once approved, you qualify for the following:

- ▶ May earn a 4% Sales Commission of Personal Business Volume
- ▶ May earn 4% worth of Product Certificates of Personal Business Volume
- ▶ May sponsor other Independent Sales Associates

## 3 GOLD EXECUTIVE (ISA)

Gold Executive (ISA)'s are leaders and know how to build a team. You become a Gold Executive (ISA) when you have \$3,000 or more in Group Business Volume after achieving Partner (ISA).

### Gold Executive (ISA)'s qualify for the following:

- ▶ \$200 Gold Level Achievement Product Certificate
- ▶ May earn a 5% Sales Commission of Personal Business Volume
- ▶ May earn 5% worth of Product Certificates of Personal Business Volume
- ▶ May sponsor other Independent Sales Associates
- ▶ May earn \$400 in Binary Bonus per Business Center, per week
- ▶ May have an unlimited amount of Business Centers
- ▶ May qualify for Emerald Executive Level

## 5 DIAMOND EXECUTIVE (ISA)

Diamond Executive (ISA)'s have a proven track record and are well on their way to the top. You become a Diamond Executive (ISA) when you directly sponsor 2 Emerald (ISA)'s.

### Diamond Executive (ISA)'s qualify for the following:

- ▶ \$400 Diamond Level Achievement Product Certificate
- ▶ May earn a 15% Sales Commission of Personal Business Volume
- ▶ May earn 8% worth of Product Certificates of Personal Business Volume (10% for Diamond Club Members)
- ▶ May sponsor other Independent Sales Associates
- ▶ May earn \$400 in Binary Bonus per Business Center, per week
- ▶ May earn \$800 in Binary Bonus per Business Center, per week
- ▶ May earn \$1,200 in Binary Bonus per Business Center, per week
- ▶ May have an unlimited amount of Business Centers
- ▶ May qualify for the Automobile Allowance Program
- ▶ May qualify for the Office Support Program
- ▶ May qualify for Royal Family Level
- ▶ May join the Diamond Club for additional benefits, including a \$3,000, \$6,000, \$8,000 and \$10,000 Special Cash Bonus opportunity and special promotional items.

### TO BE A ROYAL FAMILY (ISA)

Sponsor four (4) ISA's to become Diamond Executive (ISA).  
\$14,400 or more in Binary Bonuses within 12 weeks.

## 2 PARTNER (ISA)

To become a Partner (ISA), you need to have 3 Business Centers. By becoming a Partner (ISA) you have taken the first step in investing in the growth of your business.

### PARTNER (ISA)'S QUALIFY FOR THE FOLLOWING:

- ▶ May earn a 4% Sales Commission of Personal Business Volume
- ▶ May earn 4% worth of Product Certificates of Personal Business Volume
- ▶ May sponsor other Independent Sales Associates
- ▶ May qualify for Gold Executive Level

## 4 EMERALD EXECUTIVE (ISA)

Emerald Executive (ISA)'s have a proven track record and are well on their way to the top. You become an Emerald Executive (ISA) when you directly sponsor 2 Gold (ISA)'s

### Emerald Executive (ISA)'s qualify for the following:

- ▶ \$200 Emerald Level Achievement Product Certificate
- ▶ May earn a 10% Sales Commission of Personal Business Volume
- ▶ May earn 8% worth of Product Certificates of Personal Business Volume
- ▶ May sponsor other Independent Sales Associates
- ▶ May earn \$400 in Binary Bonus per Business Center, per week
- ▶ May earn \$800 in Binary Bonus per Business Center, per week
- ▶ May have an unlimited amount of Business Centers
- ▶ May qualify for Diamond Executive Level

## 6 ROYAL FAMILY (ISA)

There is nothing better than being a Royal Family (ISA). These ISA's are enterprising individuals who are the pinnacle of success. To be a Royal Family (ISA) is very challenging. You first need to sponsor four (4) ISA's to become Diamond Executive (ISA). Then, you need to achieve \$14,400 or more in Binary Bonuses within 12 weeks. Those who can accomplish this become Royal Family (ISA).

### Royal Family (ISA)'s qualify for the following:

- ▶ \$1,000 Royal Family Level Achievement Product Certificate
  - ▶ \$2,000 Royal Family Achievement Cash Bonus
  - ▶ May earn a 20% Sales Commission of Personal Business Volume
  - ▶ May earn 8% worth of Product Certificates of Personal Business Volume (12% for Diamond Club Members)
  - ▶ May sponsor other Independent Sales Associates
  - ▶ May earn \$400 in Binary Bonus per Business Center, per week
  - ▶ May earn \$800 in Binary Bonus per Business Center, per week
  - ▶ May earn up to \$1,200 in Binary Bonus per Business Center, per week
  - ▶ May have an unlimited amount of Business Centers
  - ▶ May qualify for the Automobile Allowance Program
  - ▶ May qualify for the Office Support Program
  - ▶ May join the Diamond Club for additional benefits, including a \$3,000, \$6,000, \$8,000 and \$10,000 Special Cash Bonus opportunity and special promotional items
  - ▶ Participation in the Royal Family Bonus Pool
- The Royal Family Bonus Pool provides ISA's with a profit sharing opportunity. The Royal Family Bonus Pool is calculated by taking 1% of the company's gross sales for 1 year. This amount is then divided by the total number of Royal Family Members according to their Binary Bonus volume. For each subsequent year a Royal Family (ISA) sponsors four (4) new Diamond Executive (ISA)'s, they will continue to benefit from the Royal Family Bonus Pool.





# RICHWAY AUTOMOBILE ALLOWANCE PROGRAM

## LET RICHWAY & FUJI BIO PUT YOU IN YOUR DREAM CAR!

The Richway & Fuji Bio Automobile Allowance was created with you in mind. Why “you”? Because it is you who decides all of the factors, you determine what kind of car you would like, and you determine how much you want to spend. This Program is available to Diamond Executive (ISA)’s and Royal Family (ISA)’s.

### HOW DOES THE PROGRAM WORK?

First, fill out and send in your application. Then, participants become “car qualified” by earning any Binary Bonuses for twelve (12) consecutive weeks. Once you qualify to participate in this exciting program, you select your car, pick your options, and choose your purchase plan. Go ahead and purchase or lease your new car. We will automatically issue your check and send it to you directly each month.

### CALCULATING YOUR ALLOWANCE

The amount of your monthly automobile allowance is determined by the factors below:

- ▶ The purchase price of the automobile.
- ▶ The performance of your business.

In order to participate, you must first purchase or lease a new vehicle at a minimum cost of \$20,000. The vehicle may be any type you desire – a car, a van, or even a boat. You decide what type of vehicle will provide you with the best image, and give you the most advertising mileage for your business.

The maximum payment amount you may earn each month is determined by the actual purchase price of your new car plus ten (10) percent. The extra ten (10) percent is added by Richway & Fuji Bio to help cover taxes, licenses, insurance, finance charges, and maintenance costs.

To calculate your maximum monthly payment amount, this sum is divided by sixty (60) months, but may not exceed \$1,000 per month.

Your actual payment amount earned each month is based on the performance of your business. At the end of each month, you simply multiply the amount of Binary Bonuses received during that month by ten (10) percent, or the maximum monthly payment amount calculated above, whichever is less.

The following example illustrates how the program works using a new vehicle with a cost of \$42,000.



ACTUAL VEHICLE COST:	\$42,000	\$42,000
	<u>x 10%</u>	<u>+ 4,200</u>
	\$4,200	\$46,200

\$46,200 divided by 60 months = \$770

#### EXAMPLE:

If you receive \$7,500 in Binary Bonuses in a given month, your actual payment amount earned would be \$750, or ten percent of \$7,500. If you received \$7,950 in Binary Bonuses in a given month, your actual payment earned would still be \$770. It would not be \$795 because the maximum payment allowed in this example is \$770.

Then based upon your performance, Richway & Fuji Bio will issue your payment every month. As you drive down the road with confidence and the look of success, you will attract the attention of many new prospects, and it will also motivate those in your down-line to duplicate your efforts and successes over and over again. In other words, you are providing a visible and powerful advertisement of just how successful you are.





# OFFICE SUPPORT PROGRAM

## LET RICHWAY & FUJI BIO PUT YOU IN YOUR OFFICE RENTAL!

Have you been dreaming of having an office space to conduct meetings, train fellow ISA's, and set up demo products? With our new Office Support Program, it is easy and simple to do. This program is available to Diamond Executive (ISA)'s and Royal Family (ISA)'s. Home offices do not qualify for this program.

### HOW DOES THE PROGRAM WORK?

First, fill out and send in your application. Then, participants become "Office rent qualified" by earning any Binary Bonuses for twelve (12) consecutive weeks. Once you qualify to participate in this exciting program, you may rent your new office. We will automatically issue your check and send it to you directly each month.

### CALCULATING YOUR ALLOWANCE

The amount of your monthly office rent payment is determined by the factors below:

- ▶ Monthly rent amount of the office.
- ▶ The performance of your business.

In order to participate, you must lease a new office.

The maximum payment amount you may earn each month is determined by the actual rent amount and may not exceed \$1,000 per month.

Your actual payment amount earned each month is based on the performance of your business. At the end of each month, you simply multiply the amount of Binary Bonuses received during that month by ten (10) percent, or the maximum monthly payment amount calculated above, whichever is less.

### ELIGIBILITY:

Diamond Executive (ISA) or higher may apply for either the Office Support Program or the Automobile Allowance Program.





## THE DIAMOND CLUB

**T**he Diamond Club is an optional program available to Diamond Executive (ISA)'s and Royal Family (ISA)'s. By joining the club you are entitled to receive:

- ▶ Ability to purchase demo products at 50% off (one of each item per year of membership).
- ▶ Upgrade and receive up to 10% Product Certificates for Diamond Executive (ISA)'s and 12% Product Certificates for Royal Family (ISA)'s.
- ▶ Be eligible to take the Diamond Club Special Bonus Challenge for \$3,000, \$6,000, \$8,000 and \$10,000.

### DIAMOND CLUB JOINING BONUS

When you become a Diamond Club Member you will earn an additional \$400 Product Certificate for the Alkal-Life 7000sL.

### TAKE THE CHALLENGE! THE DIAMOND CLUB SPECIAL BONUS

Diamond Club Members have the opportunity to make even more money by taking the Diamond Club Special Bonus Challenge. Diamond Club Members have the choice of taking the \$3,000, \$6,000, \$8,000 and \$10,000 Special Bonus Challenge. To take the Diamond Club Special Bonus Challenge, you will have to submit a completed application form prior to beginning the challenge. Upon completion of the challenge, you may resubmit a completed application to begin with a new set of 2 Diamond (ISA)'s, 16 Gold (ISA)'s, 8 Emerald (ISA)'s or 4 Diamond (ISA)'s at any time.



\$3,000 \$6,000 \$8,000 \$10,000



**THE DIAMOND CLUB**  
CASH BONUS

**\$3,000 CASH BONUS CHALLENGE**

**2 DIAMOND ISA'S:** A Diamond Club Member who directly sponsors two (2) Diamond Executive (ISA)'s will qualify to take the \$3,000 Special Bonus Challenge. This challenge lasts for 12 consecutive weeks. For every Binary Bonus you make (in the 001 Business Center), you will get an additional bonus (see chart below). The challenge begins after your application has been accepted. Please note, if there is a week with no Binary Bonus awarded to you the challenge ends.

NUMBER	WEEK	ADDITIONAL PAYMENT
01	1st Binary Bonus plus	\$100
02	2nd Binary Bonus plus	\$100
03	3rd Binary Bonus plus	\$100
04	4th Binary Bonus plus	\$200
05	5th Binary Bonus plus	\$200
06	6th Binary Bonus plus	\$200
07	7th Binary Bonus plus	\$200
08	8th Binary Bonus plus	\$200
09	9th Binary Bonus plus	\$200
10	10th Binary Bonus plus	\$200
11	11th Binary Bonus plus	\$300
12	12th Binary Bonus plus	\$1,000
<b>TOTAL</b>	<b>12 WEEKS</b>	<b>\$3,000</b>

**\$6,000 CASH BONUS CHALLENGE**

**16 GOLD ISA'S:** A Diamond Club Member who directly sponsors sixteen (16) Gold Executive (ISA)'s will qualify to take the \$6,000 Special Bonus Challenge. This challenge lasts for 12 consecutive weeks. For every Binary Bonus you make (in the 001 Business Center), you will get an additional bonus (see chart below). The challenge begins after your application has been accepted. Please note, if there is a week with no Binary Bonus awarded to you the challenge ends.

NUMBER	WEEK	ADDITIONAL PAYMENT
01	1st Binary Bonus plus	\$100
02	2nd Binary Bonus plus	\$200
03	3rd Binary Bonus plus	\$200
04	4th Binary Bonus plus	\$200
05	5th Binary Bonus plus	\$200
06	6th Binary Bonus plus	\$200
07	7th Binary Bonus plus	\$300
08	8th Binary Bonus plus	\$300
09	9th Binary Bonus plus	\$300
10	10th Binary Bonus plus	\$1,000
11	11th Binary Bonus plus	\$1,000
12	12th Binary Bonus plus	\$2,000
<b>TOTAL</b>	<b>12 WEEKS</b>	<b>\$6,000</b>

**\$8,000 CASH BONUS CHALLENGE**

**8 EMERALD ISA'S:** A Diamond Club Member who directly sponsors eight (8) Emerald Executive (ISA)'s will qualify to take the \$8,000 Special Bonus Challenge. This challenge lasts for 12 consecutive weeks. For every Binary Bonus you make (in the 001 Business Center), you will get an additional bonus (see chart below). The challenge begins after your application has been accepted. Please note, if there is a week with no Binary Bonus awarded to you the challenge ends.

NUMBER	WEEK	ADDITIONAL PAYMENT
01	1st Binary Bonus plus	\$100
02	2nd Binary Bonus plus	\$200
03	3rd Binary Bonus plus	\$300
04	4th Binary Bonus plus	\$400
05	5th Binary Bonus plus	\$500
06	6th Binary Bonus plus	\$600
07	7th Binary Bonus plus	\$700
08	8th Binary Bonus plus	\$800
09	9th Binary Bonus plus	\$900
10	10th Binary Bonus plus	\$1,000
11	11th Binary Bonus plus	\$1,000
12	12th Binary Bonus plus	\$1,500
<b>TOTAL</b>	<b>12 WEEKS</b>	<b>\$8,000</b>

**\$10,000 CASH BONUS CHALLENGE**

**4 DIAMOND ISA'S:** A Diamond Club Member who directly sponsors four (4) Diamond Executive (ISA)'s will qualify to take the \$10,000 Special Bonus Challenge. This challenge lasts for 12 consecutive weeks. For every Binary Bonus you make (in the 001 Business Center), you will get an additional bonus (see chart below). The challenge begins after your application has been accepted. Please note, if there is a week with no Binary Bonus awarded to you the challenge ends.

NUMBER	WEEK	ADDITIONAL PAYMENT
01	1st Binary Bonus plus	\$100
02	2nd Binary Bonus plus	\$200
03	3rd Binary Bonus plus	\$300
04	4th Binary Bonus plus	\$400
05	5th Binary Bonus plus	\$500
06	6th Binary Bonus plus	\$600
07	7th Binary Bonus plus	\$700
08	8th Binary Bonus plus	\$800
09	9th Binary Bonus plus	\$900
10	10th Binary Bonus plus	\$1,000
11	11th Binary Bonus plus	\$1,500
12	12th Binary Bonus plus	\$3,000
<b>TOTAL</b>	<b>12 WEEKS</b>	<b>\$10,000</b>

# BUILDING A STRONG BUSINESS

## THERE ARE THREE BASIC KEYS TO BUILDING A STRONG RICHWAY & FUJI BIO NETWORK.

- 1) RETAIL SALES
- 2) SPONSORSHIP
- 3) TRAINING AND SUPPORTING YOUR DOWN-LINE

Your personal example is one of the vital keys to being a successful Richway & Fuji Bio leader, and you can learn to lead. Your people will be motivated to put forth greater effort through individual attention. Take the time to share techniques you have found to be the most successful, so your new ISA's may benefit from them.

### 1 WORKING IN DEPTH

Depth is synonymous with security. Security is one of the things we strive for in life and in our business. This can only be accomplished through working in depth. This means to train your ISA's and assist them in sponsoring new people immediately after joining your network.

#### a) As a leader, you must:

- ▶ Support, encourage and recognize the success of others.
- ▶ Know how to motivate others to action.
- ▶ Use creativity and imagination.
- ▶ Possess a genuine self-confidence.
- ▶ Exercise and inspire initiative.
- ▶ Lead by example.
- ▶ Be goal-directed and self-motivated.

#### b) Find your leaders

To build a large, strong organization, it is important that you find and motivate potential leaders in your network. Look for people with the qualities of a leader listed above. Who in your network is a potential leader?

### 2 FOLLOW UP

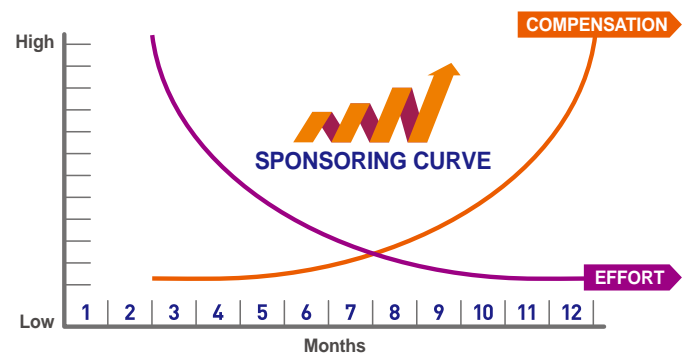
Set your follow-up appointment within the next 48 hours. This is the period of time when excitement is greatest. Teach them about our products and the Richway & Fuji Bio system. This is the most significant contribution you can make to your new ISA's future. Get them on track. What you do will be duplicated by your down-line, while they are working the business. Set a good example! This step does not replace the new ISA from attending any corporate training available. They will get more out of the training as a result of you completing this process. You can establish your new ISA's goals by asking the following questions:

- 1) What would you like the business to provide for you?
- 2) How much money would you like to earn each year?
- 3) How soon would you like to be earning that amount?
- 4) How many hours are you committed to putting into your business each week to get these results?
- 5) Are you serious about your goals?

### 3 TIME COMMITMENT

Most people begin working the Richway & Fuji Bio business on a part-time basis. People who want to become full-time usually have a specific income goal they want to reach and maintain before becoming full-time. One essential key to becoming successful with Richway & Fuji Bio is making a commitment to working a specific number of hours per week on a consistent basis. If you can only spend five hours each week, make a commitment to that number. It is possible to build a business in just five hours a week, but be

aware that the more time you are able to spend, the faster you will build your organization. Initially, the most important activity besides spending time learning the business will be exposing the business and product to as many people as possible. See the illustration of the "sponsoring curve" in this section. As you can see, in the first few months of building your business, your main focus and activities will be showing the business to others. At this time, your income will be low. As you continue to build your business with a strong retailing base, your efforts to personally sponsor individuals will lessen, and your income will increase. Your efforts will be more focused at this time on supporting your down-line. In the beginning stages of building your business, you will do a lot that you will not get paid for. After a period of time as your organization grows, you will get paid for your ability to supervise instead of your personal effort. It is the opposite in conventional business. If your efforts decrease, so does your income!



### 4 ESTABLISHING YOUR NETWORK

Since you have made the decision to join the business, it is inevitable that you are already thinking of several people that you want to share the business with. Make sure to attend any training sessions available. Bring your newly sponsored ISA's as well. You do not want a new ISA to become discouraged because they "blew it" with their first few contacts by not knowing what to say. There are three basic spheres of contacts with which you will begin to build your business:

1. Close friends and family
2. Acquaintances and business associates
3. Strangers

The simplest way to build your business is to start with your close friends and family. Others like to start with people they know well with powerful personalities. It's really up to you. Most importantly, we recommend that you do not pre-judge anyone.

Expose the business to everyone and let him or her decide for themselves whether this opportunity is for them. View this as "your million-dollar business" and who you would want on your board of directors. Sponsor "up" even though it will be easier to talk to people who are below you. Turn to your sponsor or up-line for help if necessary.

Remember, when talking to prospective ISA's, you only want to arouse their curiosity. Do not expose the business until you can show them the entire Richway & Fuji Bio program. The biggest problem new ISA's experience is that they reveal too much. They get too excited and give their prospect just enough information to think they know it all, then frequently, they don't show up for an appointment. The more you reveal, the higher the chances that they will not show up. You will get more comfortable with the invitation as time goes on.



# INSTRUCTIONS FOR COMPLETING THE CUSTOMER ORDER FORM

## TO ELIMINATE UNNECESSARY DELAYS, RICHWAY & FUJI BIO SUGGESTS THE FOLLOWING:

- ▶ Complete the form carefully, and follow all instructions.
- ▶ Have your sponsor or up-line review the form for errors before sending it to Richway & Fuji Bio.
- ▶ Sponsors should be available for questions should an issue arise.

## 1 SIMPLE AND EASY INTERNET ORDERS

- ▶ [www.richwayandfujibio.com](http://www.richwayandfujibio.com)
- ▶ [www.richwaybackoffice.com](http://www.richwaybackoffice.com)

2015, 20th Edition  
THE RICHWAY GROUP

**RICHWAY FUJI BIO**

1314 South King Street, Suite 520, Honolulu, HI 96814 USA · TEL: (808) 589-2800 · TOLL-FREE: (855) 338-6410 · FAX: (808) 597-1651

MD Number

PLEASE TYPE OR PRINT LEGIBLY

**Customer Information**  CUSTOMER ORDER FORM  New Customer check  Existing Customer check

Richway ID (Complete if Existing Customer)  Name (Last) (First) (Middle Initial)

E-mail address   Check this box, Sign up for Richway's free e-mail newsletter!  
Be the first to hear about exclusive offers, deals, new products/services, and more!

Address (Street Number, Name, Apt Number)  City

State  Zip Code  Contact Telephone Number with Area Code

\*By entering your e-mail address, you will receive tracking information for your order

**Sponsor Information**

Richway ID  Name (personal/business) (Last) (First) (Middle Initial)

E-mail address  Contact Telephone Number with Area Code

\*Orders cannot be shipped to APO/FPO/PO Box addresses \*If a credit card is used, orders must be shipped to the cardholder \*Any changes to the shipping address after the order has been processed will incur a \$25 charge. Additional charges may apply dependent upon the type of change requested.

**Placement Information**  IMPORTANT:  Existing Customer orders submitted without placement will be automatically placed in the Customers/Enrollee's best place.  
 New Customer orders submitted without placement will be automatically placed in the Sponsor/Enrollee's best place.  
 Multiple orders submitted at the same time without placement will be processed in sequential order.

Richway ID  Name (Last) (First) (Middle Initial)

Number of Accounts  Each \$500 value Richway Product will be one Business Center.

Extension Number (This is the number connected to upline's Business Center)   Left check  Right check

**Order Information**

ITEM NO.	DESCRIPTION	UNIT PRICE	QUANTITY	AMOUNT
1				
2				
3				
4				
5				
6				

Subtotal

Sales Tax ( % )

Shipping & Handling (Delivery within 14 days)

Total Payment Due

Complete if billing address is different from shipping address

Cardholder Billing Address:

City  State  Zip Code

Richway & Fuji Bio Inc. Guarantee: Richway & Fuji Bio Inc. will accept packages: a, 7 days from initial date of receipt for 100% refund b, 8-14 days from initial date of receipt for 70% refund c, 15-30 days from initial date of receipt for 50% refund d, 31 days or more, there is no refund. All refunds are less shipping and handling fees. Customers are responsible for return shipping charges.

**Credit Card Payment**

Credit Card Number   Visa/MC  Amex  Discover  Other ( )  Expiration Date  Approval Code

Cardholder Name:  Authorized Signature:

Customer's Signature:  Date: / /

*I hereby certify that I have read and agree to the terms and conditions of Richway's refund policy and take full responsibility for any errors in the completion of this form.*

©Richway & Fuji Bio Inc. Routing: White-Corporate Office / Yellow-Sponsor / Pink-Applicant  
If the application is written on a copy of this form, complete the application before reproducing three (3) copies and sign the respective copies. After signing each copy, indication of Corporate Office, Sponsor or Applicant copy should be marked on the top right of each copy and sent to each marked destination.

- Write the shipping address in which you would like the order to be shipped (No AFO/FPO/PO Box addresses).
- Sponsor's name (personal or business), Richway ID number under which you earned Business Centers are to be placed.
- Fill in the Independent Sales Associate's Richway ID number under which you earned Business Centers are to be placed.
- Fill in the specific amount of Business Centers earned.
- Fill in the specific Business Center Number under which your earned Business Centers are to be placed. Then mark left or right for the leg under which you wish these Business Centers are to be placed.
- Calculate the product subtotal.
- Calculate the sales tax by multiplying the subtotal by the correct sales tax percentage (if applicable).
- Calculate the total payment due by adding the sales tax (if applicable) and the shipping and handling totals.
- Complete if the billing address is different from the shipping address.
- Check to ensure that the form has been completed correctly. Sign and date the Customer Order Form once completed.

# UNDERSTANDING THE CUSTOMER ORDER FORM

## 1 BUSINESS CENTER NUMBERS

Business Center Numbers are assigned to each Business Center in the Sales Compensation Plan. You earn a Business Center for every \$500 in Personal Purchase Volume/Personal Business Volume you generate. The first purchase increment you earn will be 001 Business Center, then 002 Business center and so on. If you purchase \$1,500 in Business Volume, you earn three Business Centers and your extension numbers will be 001 through 003. If you generate \$3,500 of Personal Business Volume, you earn seven sales increments, and your extension numbers will be 001 through 007 through an inverted "V" shape.

## 2 PLACEMENT EXTENSION

When you sponsor someone into the business, you must tell the company where you would like that individual placed by listing the appropriate placement information on the form, the section entitled "Placement Information," along with the placement extension number (the Business Center directly above where you wish to have the new Business Center placed). This is not always your name or your sponsor's name. Make sure you understand this, because it can create a great deal of confusion. You may personally sponsor someone, and place them under someone else in your down-line instead of directly under you. Business Centers are placed under your desired down-line. Richway & Fuji Bio will place the sales increments according to what you have written. We also encourage you to draw a layout on a form. More than three (3) Business Centers will be shaped in an inverted "V" formation per order. You can write

"Best Placement" in the placement box and our office will choose the best place to increase your income. If no placement information is included with the order, our offices will decide where to place it. If a new customer's order is submitted with "Best Placement" or submitted without placement, it will be placed according to the sponsor's 001 Business Center. If an existing customer's order is submitted with "Best Placement" or submitted without placement, it will be placed according to the customer's 001 Business Center. Once these placements are made, they are permanent.

## 3 ORDERING

When ordering your products, indicate the product name/description, cost, tax (if applicable), and appropriate shipping and handling charges.

## 4 PAYMENT

Money orders, cashier's checks, cash, VISA/MasterCard, American Express, Discover and wire transfers are acceptable forms of payment for Richway& Fuji Bio orders. Be sure that you have added the sales tax (if applicable) and shipping/handling charges.

## 5 PAYMENT FOR EUROPE

Bank Wire and PayPal is available for orders placed with Richway Europe B.V. in Europe.

## INSTRUCTIONS FOR COMPLETING THE INDEPENDENT SALES ASSOCIATE AGREEMENT FORM

These instructions are for the sponsor (enroller) to advise to their enrollee.

- ▶ Fill in your Richway ID No. if you were pre-registered or previously active. Fill in the MD No. (if you have a Managing Director). Fill in the Richway Invoice (RI) No. by generating an RI No. from our website (<http://www.richwayandfujibio.com/welcome/index.php/printable-order-form>).
- ▶ Complete the following registrant information. Your Tax ID No. is required to successfully register and receive compensation. Your email address is also required to gain access to the Richway Back Office.
- ▶ Complete the following sponsor information. This is the name of the person/business that introduced you to Richway& Fuji Bio.
- ▶ Complete the following placement information only if you are a new applicant that has not purchased a Richway product. Enrollees should check with their sponsor if unsure.
- ▶ Complete the following lifetime membership registration fee payment information.
- ▶ Read the Terms and Conditions on the last page. Check to ensure that the form has been completed correctly. Sign and date the ISA Agreement Form once completed.
- ▶ Sponsors may sign up new ISA's at the Richway Back Office ([www.richwaybackoffice.com](http://www.richwaybackoffice.com)). However, they are still required to submit a signed copy of the Independent Sales Associate Agreement form to Richway& Fuji Bio to be approved.

## HYPERWALLET'S PAYLUTION PAY PORTAL



The Paylution Pay Portal is an international payment system which we use to transfer commissions and bonuses to ISA's. With Paylution Pay Portal, you can opt to be paid via direct deposit, prepaid card load, wire transfer, Western Union cash pickups or any combination of these based on your personal preference. Payments are timely and efficient with its real-time wallet and card loading, giving you the ability to access money while traveling 24/7 through web or mobile interfaces.

## HOW TO GET STARTED:

1. Submit your Richway member account name (personal or company name), email address associated with this account, and an ID/username of your choice to [paylution@richwayusa.com](mailto:paylution@richwayusa.com). Requests for registrations must be sent from the email address you wish to register. Once this has been received, your Pay Portal will be created automatically prior to the next commission payout.  
**\*NOTE: ALL ACCOUNTS MUST HAVE A UNIQUE EMAIL ADDRESS AND ID/USERNAME. THE EMAIL ADDRESS YOU WISH TO REGISTER MUST BE IDENTICAL TO THE EMAIL ADDRESS FROM WHICH IT WAS SENT.**
2. You will receive a welcome email from [notifications@paylution.com](mailto:notifications@paylution.com) notifying you that your Pay Portal is ready for activation. Follow the instructions in this email to activate your account.
3. Once your account has been activated, log in and choose your cash out options.





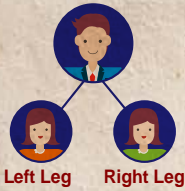
THE RICHWAY GROUP

# RICHWAY RESIDUAL INCOME

## From a One-time Effort

AN EXAMPLE OF HOW YOU CAN CREATE AN ONGOING RESIDUAL INCOME FROM A ONE-TIME EFFORT:

Simply sponsoring one person on the left leg and one person on the right leg.



RICHWAY & FUJI BIO INC.



# T.E.A.M.

## Together Everyone Achieves More!

**An example of how you can create an ongoing residual income from a one-time effort:**

Simply sponsoring one person on the left leg, and one person on the right leg.

As a leader in the network marketing industry, Richway & Fuji Bio has established a strong ethical standard in all Richway & Fuji Bio Independent Sales Associates around the globe.



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**SHAOXING RICHWAY TRADING CO., LTD.** ROOM 2703, ZHONGYANG BUILDING, YUMIN ROAD, KEQIAO DISTRICT, SHAOXING, ZHEJIANG, CHINA 312000 TEL: +86-575-8110-1350 FAX: +86-575-8110-1370

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