



INTERNATIONAL



Marketing Plan

GNLD's Marketing Plan demonstrates how anyone can create a business with quality products and a simple plan for success. There are examples of success stories from GNLD Distributors who have experienced the enormous benefits inherent in owning a GNLD business. You will discover that GNLD greatly rewards Distributors and provides a residual income for lasting financial success.

WELCOME TO GNLD

Welcome to GNLD International - and congratulations on your decision to become part of the GNLD family. You have taken an important step toward taking control of your life.

Since its creation in 1958, GNLD has helped hundreds of thousands of people enjoy a better way of life. Empowered to take charge of their lives with superior products and powerful personal development tools, they have achieved levels of success and financial security they never thought possible. Their dreams have become reality ... and yours can, too!

As the pages that follow will show, GNLD is a unique company. Our heritage is rich and deep and an unending source of pride. The success stories of our Distributors, regular people from all walks of life, are powerful, moving, and inspirational. Our "compensation plan" richly rewards those who do the work, and provides the average person with their best chance for

financial success and security. And our products, "Based in Nature and Backed by Science," deliver powerful, scientifically proven benefits that people want and no other company can offer.

As a GNLD Distributor, all of these things and many more are yours. You have the tools of your own personal empowerment. You have the opportunity to take charge of your life, while at the same time helping others to become empowered to take charge of their lives. By helping them achieve their dreams, you can turn your dreams into reality, as so many others have before you.

Once again, welcome to the family of GNLD - People Empowering People!



Roger Uys
President and CEO
GNLD International



WE ARE THE PEOPLE OF GNLD...

PEOPLE EMPOWERING PEOPLE

Empowering people to take responsibility for their Health, Self Improvement, and Financial Independence.

In the area of Health, we empower people with knowledge and scientifically proven products.

In the area of Self Improvement, we empower people with training, person-to-person support, and simple, time-proven tools that allow you to succeed.

In the area of Financial Independence, we empower people by providing the keys to controlling your income and quality of life.



THE GNLD PHILOSOPHY

What's Right

Since 1958, all GNLD business actions have been guided by the powerful concept of What's Right:



For the Customer

At GNLD, we insure that each product we manufacture meets the highest level of quality possible today,

and that all of our products truly meet the needs of people everywhere.

For the Distributor

The GNLD opportunity is designed to allow anyone, regardless of previous experience or training, to own his or her own business. Even more



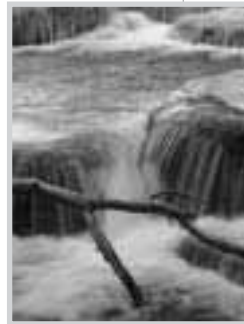
important, with a GNLD business, *the sky is the limit*. You can build your business as big as your individual ambition, talent, and energy permit.

For the Company

GNLD's longevity and consistent growth for more than four decades is proof that the company is built on sound business practices. Long-term planning with an eye toward future growth governs all company decisions.

For the Environment

Since 1958, GNLD has manufactured and distributed low-dose, low-burden, biodegradable household cleaners that are gentle on the environment.



For the Community

GNLD is proud of the many ways we support community programs that bring help and a little joy to people less fortunate. Through our Children's Opportunity Program, GNLD supports a wide variety of service organizations dedicated to helping the least empowered, the most underprivileged of the world's children.

GNLD'S FOUNDATION VALUES

GNLD maintains an unshakable commitment to our foundation values, and these foundation values guide everything we do. They bind us all together as a team, and attract people to us who share similar beliefs. For each of us, they represent a heritage that must be preserved each day and in every action we take. These values are:

Absolute Integrity in Everything We Do or Say

At GNLD, "What's Right" and the Golden Rule are more than just nice ideas... they are at the core of how we operate our business.

People are #1 in Everything We Do

We believe that the first step toward accomplishing any great goal is to focus on the dreams and goals of others, and the greatest satisfaction

comes from seeing others reach for their dreams... and achieve them.

Products that Work

An important difference that keeps GNLD head and shoulders above the rest are our products — products that work, and create customers that use them for a lifetime. With over four decades of leadership in developing and manufacturing the highest quality products, GNLD will always deliver leading-edge products that meet the needs of people everywhere.

Equal Opportunity for All

Regardless of sex, race, age, culture, politics, religion, or level of education or training, GNLD offers the opportunity for a better life — even the life of your dreams.

Long-Range Vision

GNLD has been sharing high-quality products, prosperity, and freedom since 1958. Because corporate decisions are based on a long-range, global perspective of success, GNLD's vision transcends fads and trends to guarantee our growth and stability for decades to come.

As a member of the GNLD family, these values work for YOUR benefit... and work through you for the benefit of everyone you meet. GNLD is simply the best opportunity for people today to take charge of their own lives and achieve freedom and financial independence.

DIRECT SALES & NETWORK MARKETING

Direct Sales

Before there were stores, mail-order catalogs, the Internet, or computerized telemarketing, people took their merchandise directly to their customers. Today, direct sales is an increasingly popular way to sell products because direct sales is just that—direct.

One big advantage of direct selling is that it provides the means for you to create a viable business of your own. Direct sales eliminates the “middleman” and puts more profit directly in your hands. Thousands of people each day choose to be in business for themselves through direct sales. However, which business they choose can determine their long-term success or failure.

A Look at the Direct Sales Industry

- Direct sales companies accounted for global retail sales of nearly \$100 billion last year.
- Nearly 40 million people are engaged in direct sales globally, doing business in 125 countries.

Who's Going into Direct Sales

In many parts of the world, the “traditional” single-income family has all but disappeared. Either both spouses are compelled to work, or a single parent is responsible for the entire household. In both cases, children may be reluctantly left in the care of others. A career in direct sales is an attractive solution to this modern dilemma. Of course, parents aren't the only ones benefiting from direct sales careers. Others entering the direct sales workforce include:

- People who are tired of working for others and want the freedom and independence of their own business
- People who need extra income to finance a college education, a down-payment on a home, remodeling, new furniture, travel, or a new car
- People who want to supplement their fixed incomes.

Let's face it, beginning a new business venture can be expensive and risky. Most new businesses don't begin to turn a profit for two to five years, if at all. Because of this, most people believe they could never afford to start a business of

their own. But with GNLD, you can. Anyone can!

GNLD's Network Marketing Advantage

There are many different kinds of direct sales businesses. You may be familiar with door-to-door sales (Avon, etc.), or even party-plan sales (Tupperware, etc.). Network marketing is simply another form of direct sales.

The great advantage of GNLD's network marketing system is that it allows you to not only reap the rewards of product sales to customers, but also to teach others to do the same—and then earn commissions on their sales! In addition, you're able to offer each person you work with a chance to be their own boss, too, as well as an unparalleled opportunity for security, tax advantages, and the prospect of a sizeable, flexible income—with only a small investment of time and money to start. As those in your growing network succeed, so do you!

With GNLD, Network Marketing is as simple as **Using the Products and Talking to People.**



GNLD: A BETTER WAY OF LIFE

As an independent GNLD Distributor, you can take charge of your life and carve out your own road to success! With all the advantages a GNLD business offers, you'll never want to settle for *just a job* again. Everyone with whom you share the GNLD opportunity could also become the owner of their own business! There are as many reasons for owning an independent GNLD business as there are Distributors. Here are just a few:

Education

Whatever your level of education, you have an equal chance of success with GNLD. If you are willing to listen and learn, and you have a desire to succeed, then there are no limits to what you can achieve with your business.

Age

Every age is the perfect age for starting a GNLD business!

Pay

Being your own boss gives you total control of your time and income. If you want to earn more, you work more. Your income matches your effort.

Promotion

With your own business, you promote yourself! There's no ceiling on your potential in GNLD.

Recognition

GNLD offers recognition for every achievement. There are many awards, prizes, bonuses, and rewards as you build your own GNLD business.

Time

The best thing about owning your own GNLD business is the freedom and control you have over your time. You have the flexibility to set your schedule to suit your family's needs. You decide when you want to work—and when you don't!

Vacation

With GNLD, you can take your vacations to suit your own schedule. Even better, you can earn travel incentives to luxurious destinations and experience a lifestyle others only dream of.

Job Security

With GNLD, your future is in your hands, not in the hands of others.

Retirement

In GNLD, you can earn a substantial income and retire early, or continue to enjoy the GNLD friends you make and exciting travel for as long as you like. The choice is yours!

Assets

In GNLD, your business is a financial asset you can count on.

Many GNLD Distributors have been able to pass their GNLD businesses on to their sons and daughters, providing them with a secure future.

Some GNLD Distributorships are in their 4th generation!

Stability

The stability of a network marketing company can often be measured by its ability to endure in the marketplace. GNLD has been providing health, personal, and home-care products since 1958 and has steadily grown in size and reputation.

Integrity

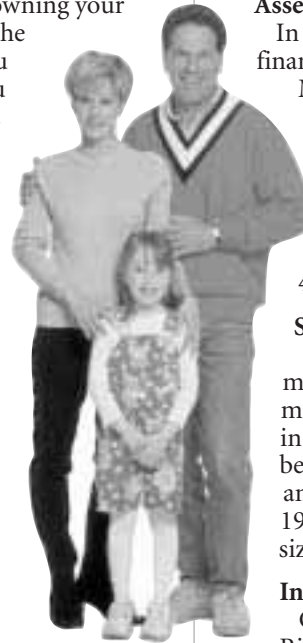
GNLD's philosophy of "What's Right" is based on the Golden Rule. We guarantee the quality and integrity of our products and our marketing plan because we truly believe that this is the only way to guarantee long-term success in business and in life.

Unique Products

No other network marketing company can claim the scientific, research-based product development and quality assurance, in both raw materials and manufacturing that GNLD can.

Global Business Support Structure

GNLD is in the business of making dreams come true. So helping people realize their potential is of paramount importance. That's why we developed the Global Business Support Structure (GBSS): a step-by-step support system that provides each new Distributor with both corporate and fellow-Distributor support, plus all of the tools and training you need to ensure your success. No matter where you are or where you want to go within the GNLD global markets, we'll be there to help you!



Factors	Job	Your Own GNLD Business
<i>Education</i>	<i>Major Factor</i>	<i>Not a Factor</i>
<i>Age</i>	<i>Major Factor</i>	<i>Not a Factor</i>
<i>Pay</i>	<i>Boss Decides</i>	<i>You Decide</i>
<i>Promotion</i>	<i>Boss Decides</i>	<i>You Decide</i>
<i>Recognition</i>	<i>Not Often</i>	<i>Often</i>
<i>Time</i>	<i>Boss Decides</i>	<i>You Decide</i>
<i>Vacation</i>	<i>Boss Decides</i>	<i>You Decide</i>
<i>Security</i>	<i>Major Concern</i>	<i>Not a Concern</i>
<i>Retirement</i>	<i>Mandatory</i>	<i>You Decide</i>
<i>Asset</i>	<i>None</i>	<i>Value</i>

THE WORLD OF GNLD

Have you always wanted to explore the Caribbean? Do you dream of opening a business in France? With a GNLD business, you can! We are part of a global support structure that you can draw from to help you expand in your own town, or around the world!

With markets already established in North America, Africa, Australia,



Europe, and Asia Pacific, GNLD Distributors not only have more than 50 markets worldwide in which to take their businesses, they can be assured that the same steady foundation on

which they've built their organizations will remain constant with GNLD.

With more than 4 decades of experience, profitability, and longevity, GNLD is here to stay. Recent numbers from company profits, sales, and projected growth show that GNLD will continue to enjoy a long, prosperous future. What other career path offers

your independent business a global support structure? What other business can be started simply by picking up your phone? What other opportunity lets you set your own hours, offers unlimited income and travel opportunities, and

**MORE THAN
4 DECADES**

**MORE THAN
50 COUNTRIES**

**A \$1.25
TRILLION
MARKET!**

still allows you to run your business *your way*? *GNLD is the answer.*

Your GNLD future offers unlimited access with options for you, which include a tested and proven business formula. From our Business Kits to our Opportunity Meetings, from Conventions to Leadership Schools, we hand you a working action plan easily put into motion.

The GNLD opportunity means different things to different people. It may mean maintaining a certain lifestyle, being able to pay for an education, buying a new car, boat, or house, etc. But to all, it is the opportunity to advance to whatever level you choose based solely upon your own efforts, to build a business as large or as small as you want, to earn a little for a little work, or with more effort, to earn the income you have dreamed about and a chance for the family to work together as a team. It is the opportunity to have the freedom to choose and do what you've always wanted to do. *The GNLD opportunity knows no bounds!*

Hundreds of multi-million dollar businesses are going to be built in the years ahead in GNLD and you can build one of them.

It takes a dream for a better life, a vision for a successful business of your own, and the disciplined, focused effort to realize your goals through self-improvement and helping others to succeed. Renew your commitment to yourself, your family, and your goals for financial security. As a part of the global GNLD family, you can help us to make a positive difference in people's lives around the world!



GNLD's Global Headquarters in Fremont, California

GNLD'S COMMITMENT TO YOUR FUTURE

While GNLD International already ranks #1 in rate of worldwide expansion, our ultimate goal is to become the largest, most respected network marketing company in the world. Thus, we are constantly poised for expansion. With Distributorships established in more than 50 global markets, GNLD is one of the fastest growing business opportunities in the world! Each year hundreds of thousands of people join us as GNLD Distributors worldwide.

A Commitment to Your Future

In an industry where hundreds of new companies come and go each year, GNLD provides our Distributors with a rock-solid foundation upon which to build their future.

Since 1958, GNLD has provided a challenging and exciting business enterprise to people all over the world. Operating on the simple premise of sharing the benefits of our products and opportunity and encouraging others to do the same, Distributors everywhere have learned that financial independence can be a reality. It all starts with the desire to improve your life.

When you make the commitment to take charge of your future, GNLD will show you how. Our proven program guides you toward financial independence and personal freedom. What's more, GNLD provides a total value opportunity through our unique combination of global access and support, superior products, people who care, and a long-range business plan that's based on solid goals and purpose.

GNLD has established itself as a major force in the network marketing industry. GNLD will continue to expand into new and exciting markets around the world.



GNLD is a Member of the Direct Selling Association AND the Council for Responsible Nutrition

GNLD is a member of the DSA in many countries around the world and the American Council for Responsible Nutrition.



The DSA protects and serves both its member companies and their independent business people in order to ensure the highest levels of business ethics and service to consumers. The CRN, which represents manufacturers of nutritional supplements, is dedicated to enhancing the health of the American public through responsible nutrition.



GNLD: A PLAN FOR SUCCESS

With GNLD, every dream is within reach!

If you want a beautiful new home, financial independence, and chances to travel internationally, you can earn them. Successful Distributors who are living their dreams will show you how.

No one will limit your potential; your business can grow as large and profitable as you can dream.

Prosperity won't come overnight; you'll need to roll up your sleeves and put in the level of effort that matches your goals.

But anything worth having is worth working for.

Whatever you want, GNLD is prepared to help you get it!



What Makes GNLD's Marketing Plan so Exceptional?

No competition.

No other plan offers a higher return on your efforts. There are no limits to how wide or how deep you build your business.

Realize immediate profits! You'll earn profits the minute you share your first product!

Easy to explain.

People can see how the plan works right away, and how simple it is to make money. You do the work, you get the pay.

GNLD's Marketing Plan promotes strong, consistent growth. Time and energy you invest today become income you can count on — month after month, now and for your future. Consistent effort brings consistent rewards.

Build a long-term asset.

Distributors in GNLD have been in business since 1958 and are passing strong, profitable businesses along to their children and grandchildren.

Easy to expand internationally.

You can build in more than 50 markets around the world! You may not know someone in a foreign country, but someone you meet will. A global plan makes international expansion easy! Some Distributors currently operate businesses in more than 10 different countries!

Let's Go!

The GNLD Marketing Plan is laid out on the following pages. In no time, you'll be well versed in how the plan works, and you'll be ready to tap into its unlimited income potential. If you have questions, feel free to draw upon the expertise of your upline sponsors and GNLD's Global Business Support Structure — step-by-step leadership development and business growth training. Let's get started!



BUILDING YOUR GNLD BUSINESS

IT'S SIMPLE AND IT'S FUN!

■ *Use the Products*

■ *Talk to People*

You're already using GNLD's superior products and learning more about their benefits every day.

Your sponsor and others are helping you to realize how simple and fun it is to build a GNLD business.

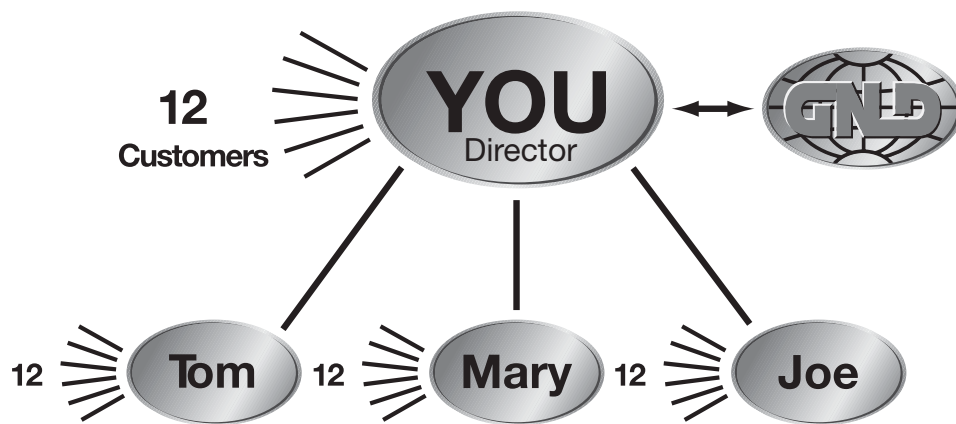


Now all you do is help other people to experience GNLD.

DIRECTOR: YOUR KEY TO SUCCESS

A GNLD Director is a Distributor who has built a business well positioned to achieve his or her goals. This simple business empowers you to build an unlimited income to realize the lifestyle of your dreams!

You're using the full range of GNLD products, you're sharing the products with other people, and you're introducing new people everyday to the GNLD opportunity. It takes about 50 good customers to build a Director-size business. To demonstrate a balanced business, we illustrate a Director Model like this:



- You have 12 customers.
 - You have introduced 3 other people into GNLD who also have 12 customers.
- Including your Distributors and yourself, you have 52 people actively involved in your GNLD network.

In our illustration, we assume each customer is using 100 Points worth of product. New customers may start with less than this, but regular customers often use much more. Talk to Distributors you've met and you'll find that 100 Points is a good guideline.

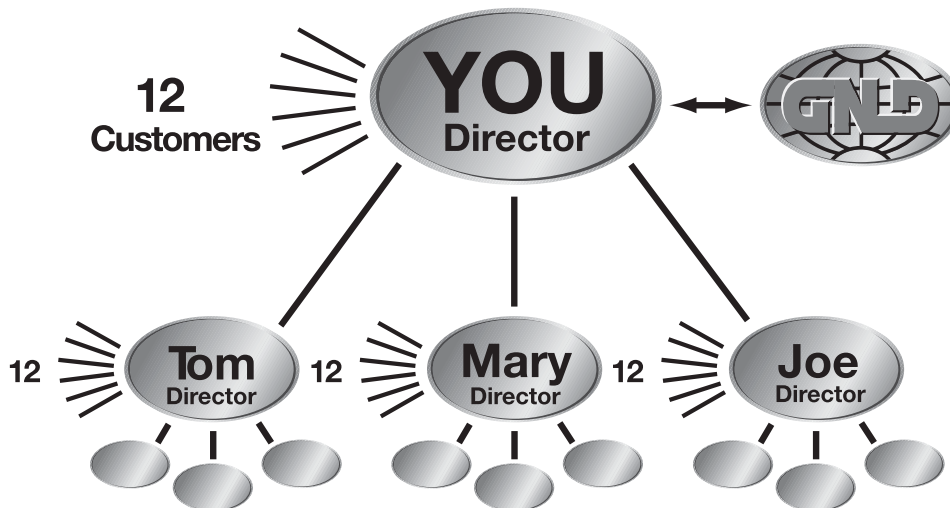
A Director-size business built in this way would earn approximately A\$25,000 or NZ\$30,000 per year!

You're doing Part-Time work and earning Full-Time pay!

The illustration above is designed to simplify the explanation of how a GNLD business is built. Actual average incomes for GNLD businesses of various size are highlighted on page 21.

THE POWER OF DUPLICATION

As your Distributors also build their businesses to Director-size, you double your income without doubling your work. That's the Power of Duplication!



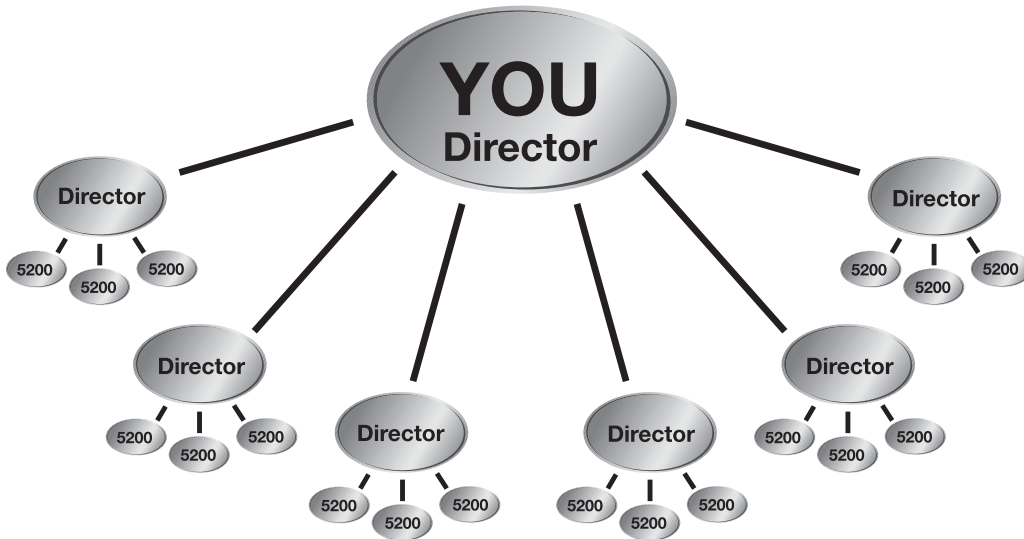
Remember that each of the Directors above has developed their own network of 50 customers, so that each of you are maintaining a Director-size business averaging approximately 5,200 Points per month.

Our illustration still shows you servicing just 12 customers directly. Realistically, Directors at this level routinely enjoy a much larger personal customer base.

A GNLD business structured like this would earn approximately A\$45,000 or NZ\$55,000 per year!

The illustration above is designed to simplify the explanation of how a GNLD business is built. Actual average incomes for GNLD businesses of various size are highlighted on page 21.

As you continue to develop new Directors, and each of your Directors grows their own business to achieve a A\$45,000 or NZ\$55,000 income like yours, your organization might grow to look like this:



Using the Power of Duplication, in this illustration you have now helped a total of 6 Directors to each help 3 others to achieve a Director-size business.

A GNLD business structured like this would earn approximately A\$160,000 or NZ\$200,000 per year!

The illustration above is designed to simplify the explanation of how a GNLD business is built. Actual average incomes for GNLD businesses of various size are highlighted on page 21.

GNLD'S MARKETING PLAN:

MAKING IT WORK FOR YOU

How You Earn Money

As you can see from the previous illustrations, there are many ways to earn income from your GNLD business:

- You earn **Retail Profits** selling directly to your customers.
- When you achieve Manager & Senior Manager you earn **Sales Volume Bonuses** as you start other Distributors into your network.
- When you achieve Director you earn **Leadership Bonuses** as you develop Directors in your organization through the power of duplication.
- And you earn **premiums, bonus cash, travel rewards**, and more through GNLD's annual sales plan incentives.

In the pages that follow, we'll take you through the steps to growing your GNLD business from new Distributor to President's Team member!



GNLD Distributor



Let's Get Started: Become a GNLD Distributor...

save on products and start earning profit

To become a GNLD Distributor is very simple. You just complete a Distributor Application Form, with the person who introduced you (your sponsor), and submit your application to GNLD with your Application Fee.

As a new GNLD Distributor, your "Welcome" includes:

1. Your Distributor ID Card and Personal Identification Number. These are important for placing orders and sponsoring other Distributors.
2. Your Distributor Recognition pin. Your new Distributor pin is our way of welcoming you into the GNLD family.
3. Your Distributor Kit or Registration Pack. You may receive this Kit directly from your sponsor when you complete your application, or it may be shipped to you by the Company. Your sponsor will explain this when you complete your Distributor Application.



Benefits:

By maintaining an active GNLD Distributorship, you enjoy many benefits, including:

- You purchase GNLD products at wholesale cost. This is a saving of at least **25%** off the normal Retail Price.
- You can earn retail profit when you share GNLD products with other people:
Example:

Retail Price:	\$56.00
Your Cost:	- 42.00
Your Profit:	\$14.00 = 25%
- You receive regular communications from the company, including GNLD's Lifestyle magazine and "GNLD News".
- You participate in Distributor training.
- You have access to our exclusive "Distributor Only" section of GNLD's website. At "Distributor Only" you will find a wealth of information and support for your business, including free product literature and other useful tools.
- You have access to sales reports and team bonus processing from GNLD.
- You participate in GNLD's Marketing Plan.

Your next step is Manager, where you begin enjoying Bonuses based on your Sales Volume!



Step 1: Achieve Manager

and start earning bonuses.

GNLD's Manager recognition signifies that you are now "in business" and can start earning bonuses from the GNLD Marketing Plan. You have taken the first step on your way to becoming a GNLD Director.

Manager Qualification

There are two (2) ways to qualify:

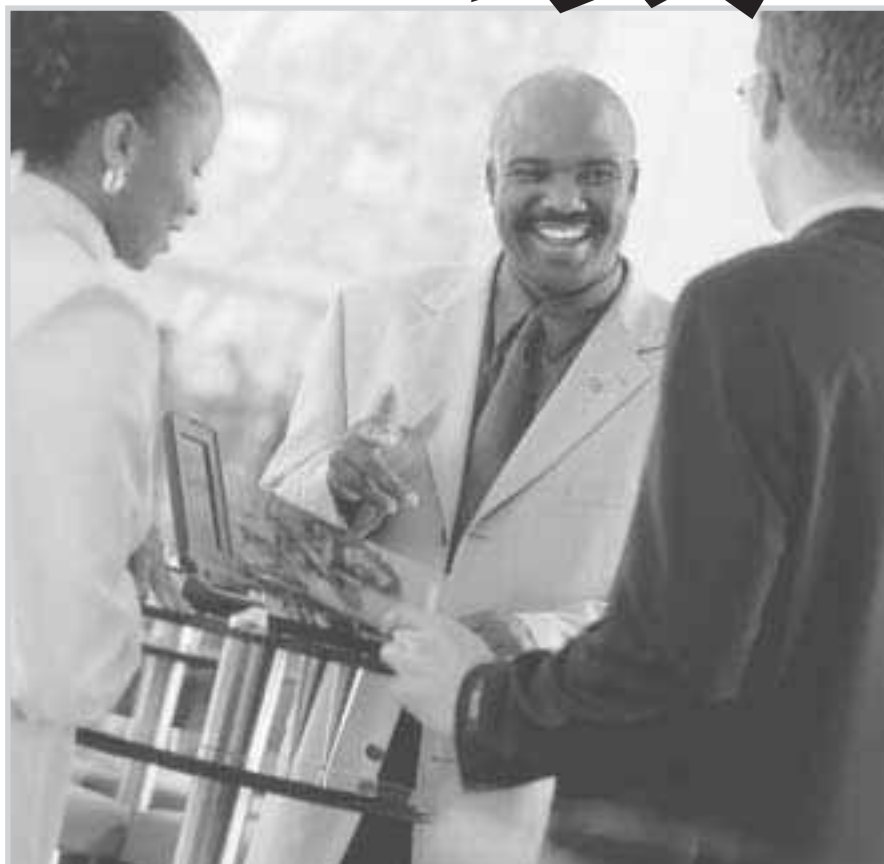
1. Accumulate volume from your orders plus the orders of Distributors you sponsor for a total of **500 PV** (Point Value) **in one month**, with at least 100 Personal PV from your own orders;

or

2. Place a **single order** directly with GNLD for at least **250 PV**. This is the best and simplest way to achieve Manager. With this order, you immediately qualify for at least a 3% Sales Volume Bonus.

Benefits:

- Receive ALL the benefits of a GNLD Distributor, **plus** ...
- Receive a "Manager" pin in recognition of your achievement.
- Earn monthly Sales Volume Bonuses of from 3-5% (see SVB chart)
- Attend special GNLD sales meetings and team training.



As a Manager, you start earning bonuses in the GNLD Marketing Plan!

Sales Volume Bonus (SVB)

The more product you and your Distributors purchase and either use or sell, the more income you can make through Sales Volume Bonuses.

Beginning with the month you become a Manager, you are eligible to earn a SVB whenever you accumulate 250 QPV (Qualifying Points Value) or more in one month.

Your SVB is calculated each month using the percentages in the chart below.

A minimum of 100 Personal PV (from your own orders) is required to earn a Sales Volume Bonus.

SALES VOLUME BONUS			
When your monthly QPV reaches	Your monthly bonus is	Approximate value based on actual average bonuses paid	
		Australia	New Zealand
Over 4,000	20%	A\$1,800	NZ\$2,000
2,000	15%	A\$500	NZ\$550
1,000	10%	A\$200	NZ\$220
500	5%	A\$60	NZ\$66
250	3%	A\$20	NZ\$22

GNLD SENIOR MANAGER



Step 2: Achieve Senior Manager

and be recognised when you start to qualify towards Director.

GNLD's Senior Manager recognition signifies that your GNLD business has now grown to the point where you can start qualifying to become a Director. It marks the beginning of your Director Qualifying Period.

What does this mean? You are on the road to success with GNLD!

Thereafter, qualifying at Senior Manager level as a "**Qualified Senior Manager**" (QSM), with over 1,000 accumulated QPV in a month including at least 100 Personal PV, guarantees a monthly Sales Volume Bonus of at least 10%!

Senior Manager Qualification *

It's simple:

Accumulate volume from your orders plus the orders of Distributors you sponsor for a total of 1,000 QPV in one month, with at least 100 Personal PV from your own orders.



Continuing in your 'Director Qualifying Period' as a Senior Manager

Your Director Qualifying Period commences when you first achieve Senior Manager; and you should aim to achieve your Director qualification within six months.

However, provided you have at least 100 Personal PV from your own orders each month, you can continue in your Director Qualifying Period for as long as it takes to achieve Director.

Should you not have 100 personal PV in any month, you will need to again achieve the level of a **Qualified Senior Manager** (QSM) with a total accumulated volume of 1,000 QPV in one month (including 100 Personal PV) to re-start your Director Qualifying Period.



Benefits:

- Receive ALL the benefits of a GNLD Manager, *plus ...*
- Receive a "Senior Manager" pin in recognition of your achievement.
- Earn Sales Volume Bonuses of 10% or more, as a QSM (see SVB chart, page 15).
- Attend Senior Manager Seminars and other leadership events.
- *You're on your way to Director!*

GNLD DIRECTOR



Step 3: Achieve Director

and open up a world of income opportunities.

GNLD's Director recognition allows you to start receiving a substantial income. Directors are also able to qualify for GNLD's special sales training programs. These informative, fun and rewarding events bring you face-to-face with GNLD's top World Team leaders, and form the foundation of your successful business.

Director Qualifications

GNLD's Director qualifications include two simple steps:

1. Be a GNLD Senior Manager.
2. Start your qualifications period with a month as a Qualified Senior Manager (1,000 QPV or more). Accumulate 10,000 QPV in a 6 month window with at least 100 Personal PV each month and 4,000 QPV in your last month of qualifying.



SALES VOLUME BONUS

When your monthly QPV reaches	Your monthly bonus is	Approximate value based on actual average bonuses paid	
		Australia	New Zealand
Over 4,000	20%	A\$1,800	NZ\$2,000
2,000	15%	A\$500	NZ\$550
1,000	10%	A\$200	NZ\$220
500	5%	A\$60	NZ\$66
250	3%	A\$20	NZ\$22

REVISED



Benefits:

- All Senior Manager benefits *plus* . . .
- Receive a prestigious "Director" pin
- Recognized at GNLD's annual Convention and *GNLD publications*
- Earn the maximum Sales Volume Bonus (20%)
- Earn Leadership Development Bonuses
- Earn Special Director incentives including travel to GNLD functions, meetings, and Conventions
- Can participate in GNLD's Car Bonus program (see Emerald Director on page 19)

GNLD Directors On the Road to Success



“GNLD has made a substantial difference to our health...even our doctors are impressed. The financial aspect of this business is very beneficial and is better than most superannuation funds. The warehouse and distribution facilities of GNLD are nothing short of brilliant and the products are without question the most superior on the market.”

- John and Kay Patchett
Director

“I love having fun, and having a GNLD business has given me many opportunities to do just that. I have already enjoyed travelling and meeting new friends around the world with GNLD. But most of all I enjoy sharing with others the solutions that GNLD provide to enrich their health and lifestyle”.

- Fiona Lange
Director



“I am enormously and eternally grateful to my happy clients who get well, solve their health challenges, maximise their life options and then bring along their families and friends to see me.”

- Diana Gelle
Director

“Our success is no secret! It is all about taking the products to achieve a healthier lifestyle and then sharing this opportunity with family and friends – generally anyone wanting better health,” “As Directors, our future dreams and goals have changed. We would like to make GNLD our full time business, especially for the financial, travel and lifestyle benefits, for ourselves and our family’s future.”

- Maysie and Janine Kenrick
Director



GNLD EMERALD DIRECTOR



Step 4: Achieve Emerald Director

by qualifying consistently

Emerald Director is an exciting goal for every GNLD Director. Emerald Director status reflects consistency in maintaining a growing Director business. Emerald Directors maintain their special recognition status by continuing to achieve Qualified Director status at least one time in their most current three-month period.

Emerald Director Qualification

GNLD's Emerald Director qualifications include two simple steps:

1. Be a GNLD Director.
2. Achieve 3 consecutive months as a Qualified Director with at least 4,000 QPV each month.

To maintain Emerald Director, simply achieve Qualified Director status with 4,000 QPV at least once in the last 3 months.



Tip for new Directors:

The month that you achieve Director counts as the first month toward Emerald Director. This means you have only two additional Qualified Director months to achieve before being recognized as an Emerald Director!

Director Car Bonus

This special incentive is a cash bonus awarded to consistent Directors continuing to build their business! Whether you see yourself in a prestigious luxury automobile, powerful sports car, or rugged sport utility vehicle, this bonus drives home exciting new possibilities!

How can I earn a Director Car Bonus?

1. Be a Qualified Director with at least 4,000 QPV in each of the prior 3 months.
2. Have at least 5,000 QPV.

DIRECTOR CAR BONUS		
QPV	Monthly Bonus	
	Aus	NZ
20,000	\$1,600.00	\$1,800.00
15,000	\$1,200.00	\$1,350.00
10,000	\$800.00	\$900.00
5,000	\$300.00	\$350.00

"I've always wanted a luxury car and the GNLD Car Bonus has made it possible for me to now own one"

*Carolyn Lange
Sapphire Director*

Benefits:

- Director benefits *plus* . . .
- Receive a prestigious Emerald Director pin
- Earn the highest Sales Volume Bonuses (20%)
- Earn Monthly Car Bonuses
- Earn Leadership Development Bonuses
- On the path to GNLD's Leadership School
- You're in position to qualify for Sapphire Director and World Team benefits, including exciting travel incentives.



GNLD Emerald Directors Reaping the Rewards of Success!



“In the first 12 months of starting our business we have won cash prizes totalling \$1,750 and holidays to the value of \$4,000. We are very thankful to GNLD for giving us this opportunity to realise our dreams.”

- Lucy & John Lush
Emerald Director

“GNLD beat the competitors hands-down, because of the “wholefood” philosophy and unmatched scientific background. Nobody asked me to join; I asked to be signed up! Once we knew the products were the best and GNLD’s business opportunity could allow ordinary people to become financially free, we knew it was up to us to make it work. Nothing can stop enthusiasm and we grew as we started doing.”

- Werner and Teresa Pohl
Emerald Director



“We initially became involved with GNLD because of our health, but then saw the potential to develop our own business. Since then we have been able to increase our income, travel more, meet and help many people, many of whom have become close friends.”

- Andy & Corrine Snoswell
Emerald Director

“GNLD has changed my life in many ways. The GNLD products sit with my belief in supplements that are wholefood based – and the results speak for themselves! The GNLD business has also given me more freedom and flexibility in my professional life. It has also given me a new vision of how to help people take control of their physical and financial wellbeing.”

- Katha Jones and Mladen Ivosevic
Emerald Director



GNLD WORLD TEAM

Step 5: Achieve Sapphire Director and above

and make your dreams come true.

Achieving Director level alone shows you have built a business of your own. But it is in helping others to do the same - to become Directors themselves, that demonstrates that you are a true leader. That is what "World Team" is all about.

And as you develop more Directors, your recognition level - and your financial rewards - increase each step of the way!

World Team Qualification

Simply qualify as a GNLD World Team Member by developing a Director in your successline, and then together accumulating at least 10,000 Group PV per month for three months in a six-month period.

Of course, joining the GNLD World Team is just the beginning! As your team grows, you're invited to reach even higher levels of World Team success. GNLD's World Team features 11 recognition levels.

Qualifications for each level are based on the combination of Director "legs" in your successline and your total Group PV.

Benefits:

- Director and Emerald Director benefits *plus*
- Receive the appropriate recognition pin
- Qualify to attend both local and international World Team events.
- Receive special one-on-one mentoring with company executives.
- Qualify for special World Team incentives, including the President's Awards.
- Achieve much higher income levels.
- Take a more active role in leadership and training.

WORLD TEAM INCOME CHART

"EARNINGS POTENTIAL FROM BONUSES ONLY"

Unlimited
Earnings!

Excludes any retail profits (from product sales), special business incentives, travel rewards or other allowances."

Recognition Levels within the GNLD Payment Plan	Qualification		Australia		New Zealand	
	No. of Qualified Director Legs	Total Group Volume (GPV)	Calculated Minimum * Annualised Bonuses	Actual Average ** Annualised Bonuses	Calculated Minimum * Annualised Bonuses	Actual Average ** Annualised Bonuses
5-Diamond Director	18	500,000	A\$ 642,600	From 4-Ruby Director and above, as a President's Team Member, many additional incentives propel actual earnings way beyond the minimums shown.	NZ\$ 810,000	From 4-Ruby Director and above, as a President's Team Member, many additional incentives propel actual earnings way beyond the minimums shown.
4-Diamond Director	16	400,000	A\$ 520,000		NZ\$ 655,500	
3-Diamond Director	14	300,000	A\$ 397,400		NZ\$ 501,000	
2-Diamond Director	12	250,000	A\$ 332,500		NZ\$ 419,100	
1-Diamond Director	10	200,000	A\$ 258,300		NZ\$ 325,600	
5-Ruby Director	8	150,000	A\$ 174,700		NZ\$ 220,200	
4-Ruby Director	6	100,000	A\$ 115,400	A\$ 226,160	NZ\$ 145,500	NZ\$ 253,417
3-Ruby Director	5	50,000	A\$ 56,500	A\$ 181,899	NZ\$ 71,200	NZ\$ 202,738
2-Ruby Director	4	30,000	A\$ 36,200	A\$ 94,881	NZ\$ 45,700	NZ\$ 106,502
1-Ruby Director	3	20,000	A\$ 24,200	A\$ 58,051	NZ\$ 30,600	NZ\$ 64,999
Sapphire Director	1	10,000	A\$ 13,200	A\$ 48,964	NZ\$ 16,600	NZ\$ 54,803
Director	-	4,000 QPV	A\$ 4,900	A\$ 22,106	NZ\$ 6,200	NZ\$ 24,762

To Reach a Higher World Team Level

Develop and maintain the indicated number of Qualified Level Director Legs and the indicated Total Group PV for three months out of a six-month period—and reach a whole new level! (See chart)

To Maintain Your World Team Recognition Level

Once you have achieved a particular World Team recognition level, you maintain your status by achieving the same results for at least three months out of the subsequent 12-month period.

* Calculated Minimum

Annualised Bonuses are based on the absolute minimum-sized business required to reach the particular Recognition Level - where you purchase only 100 points of product yourself, each month."

** Actual Average

Annualised Bonuses reflect actual average monthly bonuses (annualised) paid to GNLD Distributors in the South Pacific region and in the Philippines, at that Recognition Level, from October 2004 to September 2005. As can be seen, these are much higher than the calculated theoretical minimums."

LEADERSHIP DEVELOPMENT BONUSES

Wow, those GNLD World Team incomes are very exciting!

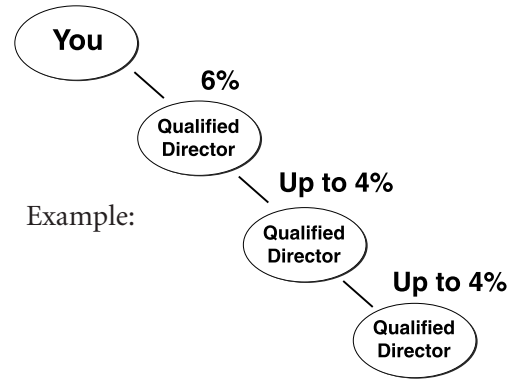
How do they do it? Once again, it's the Power of Duplication! Duplicating your efforts by helping others can create extraordinary business growth - and amazing residual income!

Here's How It Works:

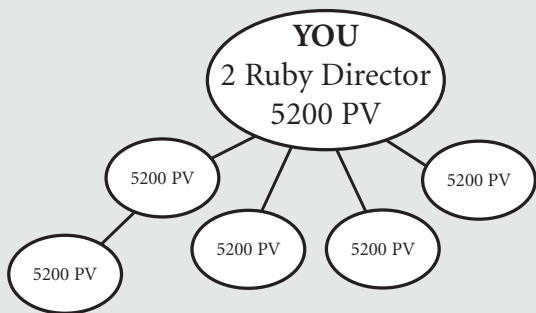
When you help others to grow their own Director-size GNLD business, they begin earning top-of-the-chart Sales Volume Bonuses - and your earnings on their volume shift to Leadership Development Bonuses.

This is how GNLD rewards your leadership role in developing your network of Director-size businesses.

You earn these Leadership Development Bonuses on 3 levels of Directors: As you advance up the World Team, your Bonus percentages grow to 6% on your First-Level Directors, 4% on your Second-Level Directors, and 4% on your Third-Level Directors.



Example:



Imagine you are achieving a Director-size business each and every month. You're accumulating 5,200 PV of product turnover through your retail and wholesale network, and thus qualifying for a full 20% Sales Volume Bonus and a Monthly Car Bonus!

Now, imagine that others you've introduced to GNLD are doing the same. Here is how you profit:

Australia

You earn 6% on your first level

Director* 5,200 PV x \$1.93 BV per Point

= 10,036 Bonus Volume
x 4 Directors
40,144 Bonus Volume

6% First Level LDB = \$2,408

+ You earn 4% on your 2nd Level

4% on 10,036 BV = \$401

Total LDB per month \$2,809

New Zealand

You earn 6% on your first level

Director* 5,200 PV x \$2.43 BV per Point

= 12,636 Bonus Volume
x 4 Directors
50,544 Bonus Volume

6% First Level LDB = \$3,032

+ You earn 4% on your 2nd Level

4% on 10,036 BV = \$505

Total LDB per month \$3,537

Leadership Development Bonus	Qualified Director Legs	Group PV	1st level	2nd level	3rd level
4 Ruby plus			6%	4%	4%
3 Ruby Director	5	50,000	6%	4%	4%
2 Ruby Director	4	30,000	6%	4%	3%
1 Ruby Director	3	20,000	6%	3%	2%
Sapphire Director	1	10,000	6%	2%	1%
Director			5%	2%	1%

The computation above is an example of just the Leadership Development Bonus earnings of a 2 Ruby Director. Basic Director income and incentives are not included.

Live the Lifestyle of Your Dreams!

GNLD World Team Members: Empowering themselves - and many others - to take charge of their lives.



GNLD is not only the best science, they also work in people. I feel so good and I experience great results it is normal to recommend GNLD to my family, friends and clients. My strategy today is to help as many people as possible to get back to good health."

- Denise Oertel
1-Ruby Director

Our GNLD business pays us another income, so that Michelle can choose to stay at home with our children and watch them grow" For me, the essence of GNLD is making life magical. Building a brighter future for your children, helping even one person change their life for the better. GNLD is the magical wand we all can wave and make our dreams happen!"

- Arthur and Michelle Babilis
Sapphire Director



GNLD PRESIDENT'S TEAM

Your next major step: Achieve President's Team

help yourself by helping others—the bigger you build, the more you earn.

President's Team Qualification

Qualifications for each level are based on the combination of Qualified Director 'Legs' in your successline and the total Group PV in your network (Refer chart page 21).

Achieve the level three (3) times in six months and you earn the relevant title.

Benefits:

In addition to World Team benefits:

- Receive appropriate Recognition Pin.
- Earn Network Development Bonuses.
- Qualify for Diamond Director Bonuses.
- Qualify to attend both local and international World Team events.
- Quality for special incentives, including the prestigious Founder's Award.
- Achieve significantly higher income levels.
- Become more involved in international leadership and training.
- PLUS much, much, more.

What is a Network Development Bonus?

As you continue to take advantage of the Power of Duplication, adding new Directors and helping your successline develop Directors in their successlines, you will achieve 4 Ruby Director (President's Team) and begin earning your Network Development Bonus.

4 Ruby Directors and above earn their Network Development Bonuses on their entire successline organizations, through unlimited levels down to and including the next Director of the same pay status. As a Diamond Director you earn ½% bonus even on the Directors in the successline of the first Diamond Director of the same or *higher* status as you.

PRESIDENT'S TEAM NETWORK DEVELOPMENT BONUS

	Legs/ Group	Team	4 Ruby	5 Ruby	1 Diamond	2 Diamond	3 Diamond	4 Diamond	5 Diamond
5 Diamond Director	18/500,000	3%	2.5%	2%	1%	.5%	.5%	.5%	.5%
4 Diamond Director	16/400,000	3%	2.5%	2%	1%	.5%	.5%	.5%	.5%
3 Diamond Director	14/300,000	3%	2.5%	2%	1%	.5%	.5%	.5%	.5%
2 Diamond Director	12/250,000	3%	2.5%	2%	1%	.5%	.5%	.5%	.5%
1 Diamond Director	10/200,000	2%	1.5%	1%	.5%	.5%	.5%	.5%	.5%
5 Ruby Director	8/150,000	1%	.5%	.5%					
4 Ruby Director	6/100,000	.5%	.5%						

You

6% LDB + 3% NDB = **Up to 9%**

1st Level
Director

4% + 3% NDB = **Up to 7%**

2nd Level
Director

4% + 3% NDB = **Up to 7%**

3rd Level
Director

Up to 3% NDB

4th Level
Director

With GNLD, there is no limit on your income!

You help yourself by helping others—the bigger you build, the more you earn!

For more detailed examples of earnings resulting from these outstanding Bonuses, please see GNLD World Team Annual Income chart on page 21.

GNLD Empowers YOU to take charge of your life!

GNLD President's Team Members: making their dreams their reality.



“In 1987 we joined GNLD because Bruce had experienced greater and more sustained energy from Formula IV and NouriShake. As we shared these benefits with others, a business sprang up so quickly that we were racing to keep up with the expansion which resulted from people telling their friends. Today our GNLD business spans the globe.”

- Dr Bruce and Joan Dewe
5 Ruby Director

“I could see the benefits in using quality nutritional products, scientifically proven to improve health while building a business with significant bonuses in the form of a passive income. I joined immediately and got started right away. Little did I know this was a decision that would turn my life around. I simply couldn't experience fantastic holidays and trips if I didn't have a business that gave me my time back, and an income that allows me to enjoy the wonderful lifestyle I am blessed with.”

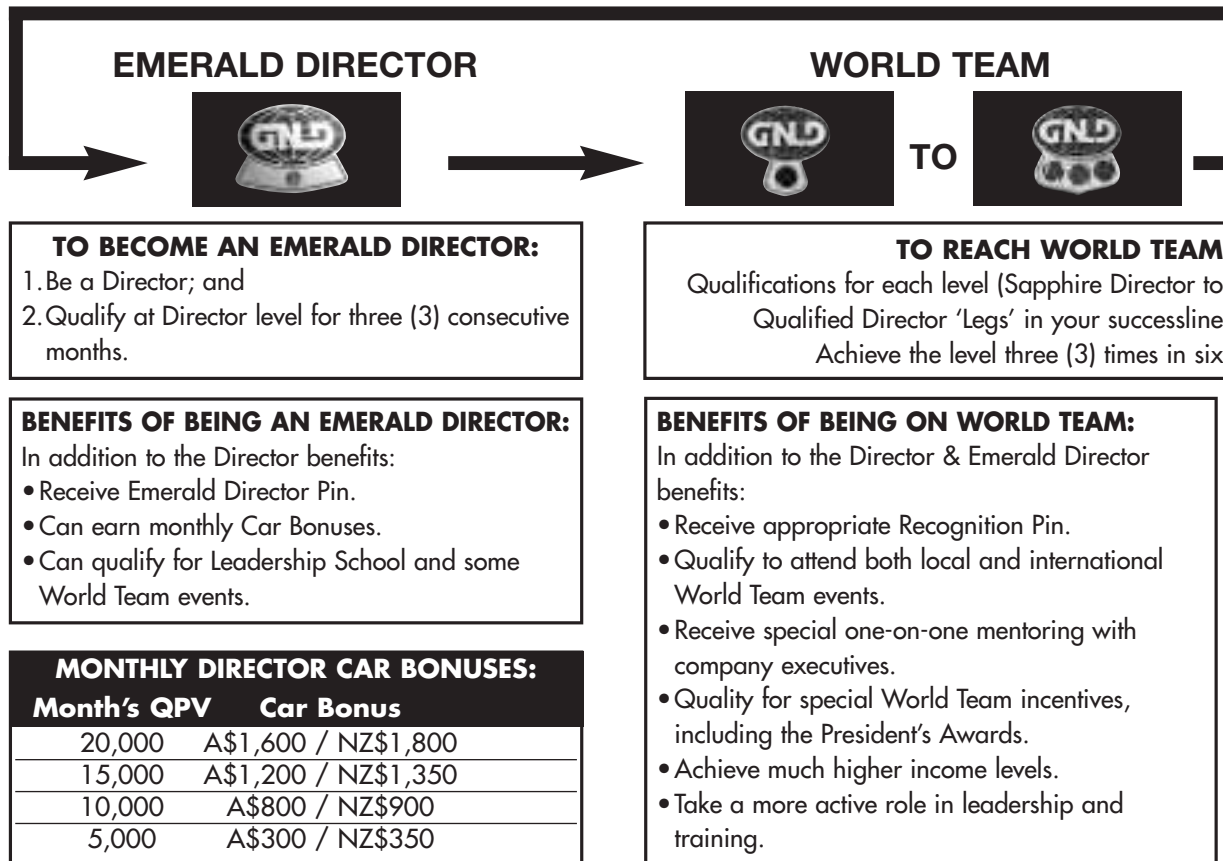
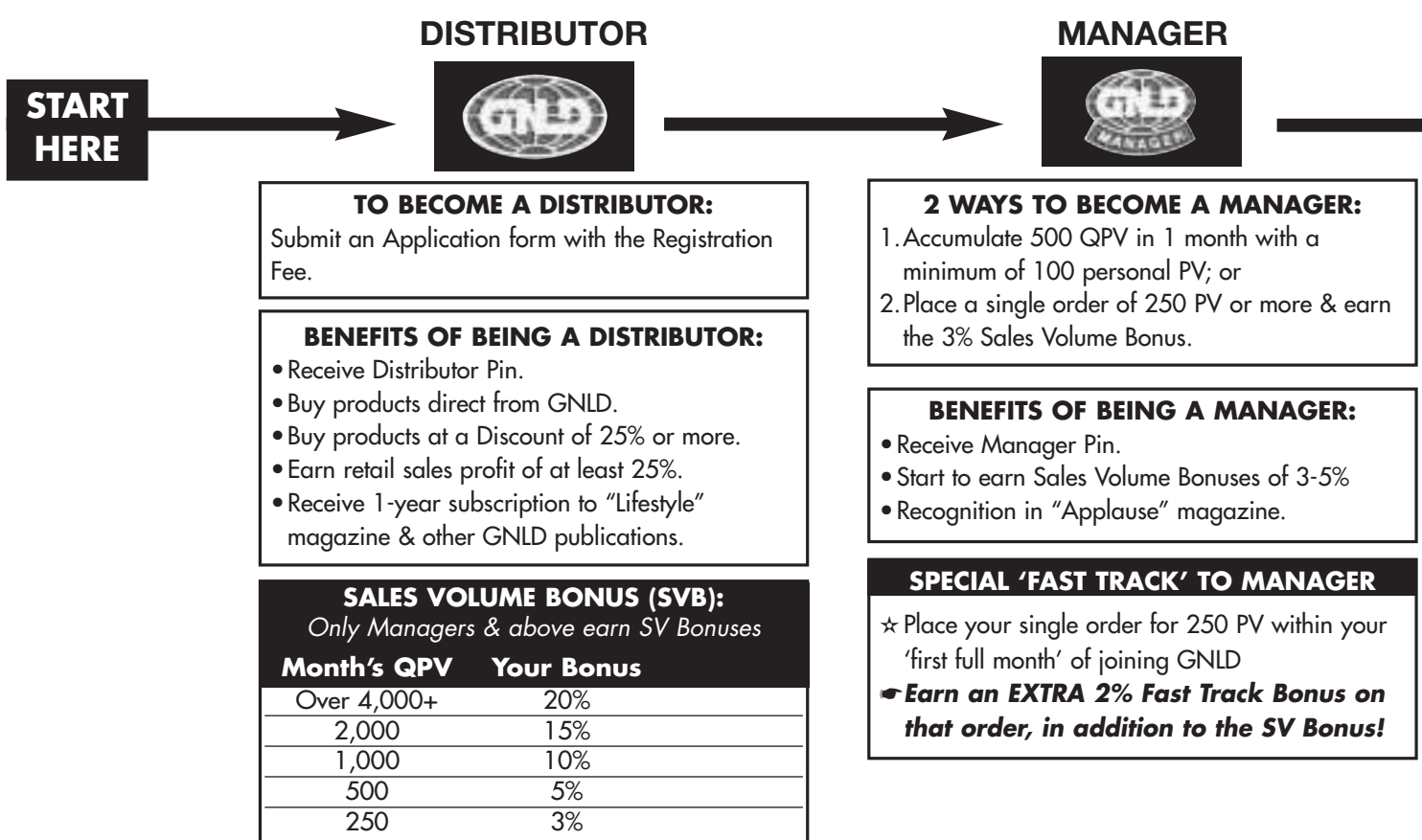
- Doreen Rose
4 Ruby Director



“We had recommended and researched numerous brands of supplements until we heard of GNLD back in November 1986. We were impressed with how the nutritional process was explained in an easy to understand way as well as the scientific research GNLD undertakes for all their products. Its a fantastic business and although we have reaped rewards personally there is still no greater satisfaction than seeing the wonderful improvement in the health, personal development and wealth of people who we have introduced to GNLD.”

- Trevor & Jackyln Savage
4 Ruby Director

THE GNLD SUCCESS PLAN



SENIOR MANAGER



DIRECTOR



TO BECOME A SENIOR MANAGER:

1. Accumulate 1,000 QPV in 1 month with a minimum of 100 personal PV; or
2. As a NEW Distributor, take the 'Fast Track' to Director, as outlined below.

BENEFITS OF BEING A SENIOR MANAGER:

- Receive Senior Manager Pin.
- Earn Sales Volume Bonuses of 10-15%
- Attend special GNLD meetings & events
- Can achieve Director.

SPECIAL 'FAST TRACK' TO DIRECTOR

- ★ Place a single order for 500 PV or 1,000PV within your 'first full month' of joining GNLD
- ☛ **Earn an EXTRA 5% Fast Track Bonus on that order, in addition to the SV Bonus!**
- ☛ **Plus receive 500 or 1,000 Personal Qualification Points credit that month towards your Director qualification.**

TO BECOME A DIRECTOR:

1. Be a Senior Manager; and
2. Accumulate 10,000 QPV within 6 months with at least 100 personal PPV each month. Your final month must have at least 4,000 QPV.

BENEFITS OF BEING A DIRECTOR:

- Receive Director Pin.
- Earn Maximum Sales Volume Bonus
- Can earn Leadership Development Bonuses.
- Recognition in publications & at annual convention
- Attend special GNLD meetings & events
- Can earn World of Champions points, medals and incentives.
- Can earn other special incentives including travel to GNLD events, convention, etc

PRESIDENT'S TEAM



TO



or PRESIDENT'S TEAM:

Diamond Director) are based on the combination of and the total Group PV in your network (Refer chart). months and you earn the relevant title.

BENEFITS OF BEING ON PRESIDENT'S TEAM:

- In addition to World Team benefits:
- Receive appropriate Recognition Pin.
 - Earn Network Development Bonuses.
 - Qualify for Diamond Director Bonuses.
 - Qualify to attend both local and international World Team events.
 - Quality for special President's Team incentives, including the prestigious Founder's Award.
 - Achieve significantly higher income levels.
 - Become more involved in international leadership and training.
 - PLUS much, much, more.



INTERNATIONAL

WORLD TEAM QUALIFICATIONS

Level	Legs/Group PV
Sapphire	1/10,000
1-Ruby	3/20,000
2-Ruby	4/30,000
3-Ruby	5/50,000

PRESIDENT'S TEAM QUALIFICATIONS

Level	Legs/Group PV
4-Ruby	6/100,000
5-Ruby	8/150,000
1-Diamond	10/200,000
2-Diamond	12/250,000
3-Diamond	14/300,000
4-Diamond	16/400,000
5-Diamond	18/500,000

YOUR SUCCESS IS UP TO YOU!



INTERNATIONAL

www.gnld.com.au www.gnld.co.nz