



How to Do Business in Nigeria

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

Distributor-Operated Warehouse

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

Signing Up as a Morinda Distributor

- Contact a DOW and verify that they are willing and able to serve potential members of your downline.
- All individuals wishing to sign up as Morinda Distributors in Nigeria will need to use the US distributor application.
- We invite you to send the application to Morinda Access first for filing purposes, in case there is any discrepancy from the original application you submit to the DOW and the application submitted by the DOW. Please send the application by fax to the following number:
Fax: 801-852-5108
- Next, submit the application forms through a Distributor-Operated Warehouse in Nigeria.
- Remember to insert your Personal Sponsor and Placement Sponsor information on the Distributor Application.
- You will need to pay a US\$37.00 non-refundable Morinda signup fee to your DOW accepting the application forms. Please contact the DOW for payment information.
- Expect your official Morinda ID# shortly after submitting your Distributor Application through the DOW. You will receive your ID# from the DOW.

Placing an Order

- Only Tahitian Noni Juice is available for purchase in Nigeria.
- Orders can only be accepted for cases; no single bottle orders can be accepted.
- Commissions are paid on US\$120.00 personal volume.
- The DOW determines the price of a case of juice.
- All money for juice orders should be given to the DOW. The DOW will inform you what form of payment may be used.
- Give your official Morinda Distributor ID# to the DOW for placement of all orders.
- You will receive the case(s) directly from the DOW.
- The DOW places all orders through special Internet access directly into Morinda’s system.

AutoShip

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

Previous Purchase Plan (PPP)

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

Commission Checks

- Direct all commissions inquiries (volume, checks, adjustments, etc.) to Morinda's Commissions Department at commissions@tni.com.
- Commission checks will be paid through Western Union. Please fill out the direct deposit form and give it to your DOW or e-mail it to us at generalinquiries@morinda.com.
- You have the option to receive your commissions in Naira or US currency.

Compliance

- Fax or mail any Placement, Personal Sponsor, or Address changes to Morinda's Compliance Department.
- Contact the Compliance Department for all other policies and procedures at compliance@tni.com.
- Obtain a complete distributor management report by faxing a written request with signature.

Guidelines and Restrictions

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

Contact Information

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