

**POLICY AND PROCEDURE FOR ORABELLA DIRECT SELLING
RESELLER**

1. SIGN-UP KITS/PACKAGE FOR NEW;

1.1 RESELLER

To be an Orabella Reseller, the applicant needs to purchase Reseller or Membership Kit and sign the membership form online.

2. LEVEL UP POSITION

2.1 RESELLER LEVEL UP TO DISTRIBUTOR POSITION

A Reseller should have minimum purchase of P30,000 (net of reseller discount) monthly, for three consecutive months or P90,000 (net of reseller discount) accumulative for 3 months and 12 new recruits monthly or 36 recruits accumulative for 3 months to level up the position from Reseller to Distributor.

2.2 DISTRIBUTOR TO FRANCHISEE POSITION

A Distributor should have minimum purchase of P75,000 (net of distributor discount) monthly, for three consecutive months or P225,000 net of distributor discount accumulative for 3 months and 15 new recruits monthly or 45 recruits accumulative for 3 months to level up the position from Distributor to Franchisee.

3. MAINTAIN THE POSITION

3.1 RESELLER

Inactive Resellers for 1 consecutive year will be deleted from the system.

4. PRODUCT DISCOUNT

POSITION	DISCOUNT
RESELLER	25%

5. DISTRIBUTOR AND FRANCHISEE AREA

The Franchisee/Distributor shall maintain the area/location he/she proposed or presented at the time of his/her application to become a Franchisee/Distributor. No change of area/location will be allowed without the prior approval of Orabella Direct Selling, Inc.

- 5.1** If the recruit Reseller of Distributor in their area Level Up the position – from Reseller to Distributor, the Level Up Distributor needs to:
- 5.1.1** Look for other nearby areas to sell Orabella products
 - 5.1.2** Will directly buy to Franchisee in the area. If there's no Franchisee, the Level Up Distributor will directly buy to Orabella HQ.
- 5.2** If the recruit Distributor of Franchisee in their area Level Up the position – from Distributor to Franchisee, the Level Up Franchise needs to:
- 5.2.1** Look for other nearby area to sell Orabella products
 - 5.2.2** Will directly buy to Orabella HQ.

Take note: even if your recruits Level Up and meet your position, you are still entitled to receive sponsorship and overriding bonuses from your recruits.

6. **REBATES AND COMMISSIONS THROUGH POINTS**

6.1 THROUGH POINTS

Orabella Rebates and Commissions are in “POINTS” and will be based on our system or what we called “Member’s Portal”.

1 point is equal to 1 peso if convertible to product while, 1 point is equal to P0.50 cents if convertible to cash.

6.2 RESELLER

You need to be an Active Reseller to claim your points. A Reseller will be given one month (1st day to last day of the month) to be an Active Reseller or purchase a minimum of Php2,000.00 (net of discount) to claim the points.

Cut-off period: 1st day – last day of the month (calendar)

To convert the points to products, visit your Distributor or Franchisee’s store to claim it.

Encashment of less than P100 is not allowed. The points will be added on to the next month’s points

Orabella Direct Selling Inc.

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For the points convertible to cash, every second Friday of the following month is the encashment. Please take note that the service fee will be shouldered by the member.

7. STANDARD RETAIL PRICE

The company sets the standard retail price of every item that they are selling out in the market. Franchisees, Distributors and Resellers must follow the standard retail price of our products and must sell on the right platforms.

Please be reminded that our agreements require that everyone must observe the standard retail price. Failure to comply with the rules on the SRP would merit the cancellation of contract and membership.

8. RETURNS / MISSING ITEMS LIST

Franchisees and Distributors shall inspect the products at the time of the delivery.

Return of unused damaged or defective and missing products should be reported within seven (7) days from the time of delivery. For this purpose, and, after the lapse of seven (7) days, the products delivered shall be considered complete and in good condition and without any damage or defect. Hence, only faxed or emailed Returns List sent within seven (7) days from the time that they received the items shall be accepted.

Marketing tools, Promotional items and Marketing giveaways are not subject for return nor merchandise exchange.

9. MEMBER COMPLAINT AND SUGGESTION

The Franchisee/Distributor binds himself/herself to address all members' complaints and suggestions. He/she then shall report to the company all members' complaints, including the action taken or being undertaken by the Franchisee/Distributor to address said concerns. All suggestions shall likewise be forwarded to the company for consideration.

By signing below, you agree to the above policies and procedure of Orabella Direct Selling Inc.

FULLNAME AND SIGNATURE

DATE