



I. Introduction

Welcome to our company.

Your decision to join the big family of Akuna distributors is a step out on the way that leads to health and success. This way has already been chosen by thousands of people around the world and by cooperating with our company you can get the confidence to reach your goal. We know that everyone works mainly for themselves and the welfare of their loved ones, nevertheless on this way you are not dependent on your own strength only but you count on our support and the support of the big family of Akuna distributors. Before you start reading the next lines please allow us to share one big wisdom with you:

„The best way to foresee the future is to cause it. “

Wishing you health and success

Health & success

II. Way of cooperation and business relations

With Akuna you can choose one of the four types of cooperation:

- customer without the Agreement on Business Cooperation - Customer
- distributor – Independent Consultant
- distributor – Manager, where one of the six managerial positions can be reached:
 1. Leader L
 2. Division Leader DL
 3. Regional Network Director RND
 4. National Network Director NND
 5. International Network Director IND
 6. Vice President VP

The relationship between a distributor and the company is a voluntary contractual relationship. This means that online registration of an independent consultant serves as the conclusion of a Business Cooperation Agreement (hereinafter referred to as Agreement) with which you have secured yourself certain rights and entitlements, but also accepted certain commitments that you will fulfill as well as the company will fulfill its obligations to you. All company distributors have equal rights and obligations in relation to the company that are defined by the compensation plan, this Manual and the contractual Terms and Conditions that are equal for all distributors. It does not matter the amount of turnover achieved, the size of their networks or their position. The Business Terms and Conditions can be amended or supplemented by Akuna. By the rights and obligations arising during the validity of the previous version of the terms and conditions are not affected. Akuna has the right to change the terms and conditions to a reasonable extent unilaterally. Any change will always be properly and visibly announced on Akuna website www.akuna.shop (hereinafter referred to as company website) before it comes into effect whilst the amended terms and conditions come into effect on the 15th day from their publication. A distributor has the right to reject the changes and to terminate the Agreement for this reason within 15 days of the notice period which starts on the day of the notice delivery to Akuna. However, the Distributor's conduct under the terms and conditions of the currently effective business terms is always considered to be a consent to their content or change.

II. Way of cooperation and business relations

What you are entitled to:

- Act as an independent distributor of the company
- Buy and sell products to customers and your business partners
- Use all discounts that you are entitled to
- Claim faulty goods as described in the Terms and Conditions
- Present business opportunity and get new distributors and customers
- Raise other legitimate claims to the benefits guaranteed by the company under the relevant conditions and require their performance.
- On the managerial position make other legitimate claims of your business partners
- Get all rewards that you are entitled to in relevant term and in full amount
- Find out all eventual changes in terms and conditions well in advance and get all business information needed to your activity in time
- Use all means and tools of distributor support
- Request sponsor's support and use it
- Terminate the Agreement any time
- act so that you represent the company well;
- Defend reputation and adhere to the company's business strategy;
- truthfully explain to uninitiated people your position and only provide true information about the products, services and business opportunities offered by the company;
- Present and sell only products with intact packaging and well in advance of the expiry of the consumption period;
- Present and sell products personally;
- Explain to customers their benefits sufficiently;
- Provide sufficient information to each new partner on the company's terms and conditions and cooperation rules, as always;
- Provide training and basic business knowledge training to all your partners
- transfer information along the sponsorship line and vice versa from the company to your business partners without delay and without distortion;
- meet all the eligible financial demands of its business partners;
- Provide sponsorship support to your business partners;
- Conduct your business in accordance with your country's laws and business ethics.

What you cannot do:

- Act and decide on behalf of the company
- Harm good reputation of the company
- Provide untrue information, especially state untrue benefits of using the products and business opportunity
- Present the products as medicine and attribute features to them that they do not have
- Sell products that are faulty, with expired warranty and those whose value has somehow been reduced

II. Way of cooperation and business relations

- Sell products to wholesalers, pharmacies, shops, medical practices etc. for their further distribution. It also includes sales at markets, exchanges and auctions, including media and virtual instruments
- Entrust presentation and sale to unauthorized people
- Transport goods for sale across national borders for resale
- Provide untrue information when making your own claims or your partner's claims
- Have another Agreement with the company and use its benefits
- Implement promotion campaigns and publically provide information about the company, its products, services and business opportunities without the consent of the company

What the company must do:

- Spread out products, opportunity and services exclusively through contractual distributors and not otherwise
- Ensure equal position of all distributors in accordance with the terms and conditions
- Handle your regular orders in time
- Accept authorized claims in relevant time
- Accept your further entitled claims and entitled claims of your partners
- Pay all rewards that you are entitled to in relevant time and in full amount
- Inform you about all changes to the terms and conditions well in advance and provide you with all business information needed to your activity in time – current terms are always on the website www.akuna.shop
- Ensure equal use of all means and tools of distributor support among all distributors
- Ensure sponsor's support for you

What the company can do:

- Accept and register or refuse your Agreement at their discretion
- Change the contractual terms according to the market situation
- Introduce and cancel benefits that are not part of the terms and conditions at their discretion
- Check how you meet the terms and conditions
- Terminate your Agreement in case of serious violation of the terms and conditions
- Suspend activity for 1 up to 6 months in case of violation of any condition of cooperation (contractual) without any claims arising from the contractual relationship

What the company cannot do:

- Favour or disadvantage you compared to other distributors in any other way than according to the terms and conditions
- Deny or postpone fulfilling any of your entitled claims and claims of your partners contrary to the terms and conditions

The rights and obligations of the parties - both you and your company - are summarized and precisely expressed in your Agreement or in this manual. The interpretation is given in this manual. The current version, which is binding for cooperation, is located on the company's website. In the event of a difference in the terms of the cooperation in written form the current version of the text on the company's website will prevail.

II. Way of cooperation and business relations

Relationships between distributors

Relationships between distributors are only regulated within the company. Only distributors in the sponsor line have direct business relationships among themselves. The relationships between other distributors are defined by the ethical business rules and loyalty to the company and to each other.

Ethical and unethical behaviour

The company requires no distributor to harm another distributor through unethical behaviour and to notify the company if he/she learns of any act in breach of the terms and conditions, be it any distributor.

Unethical behaviour shall in particular be considered:

- the purchase of goods from a distributor other than the sponsor and distributors or the closest manager in sponsor line, especially if in this context there is a demand or offer of unjustified benefits;
- Acquiring new customers and partners at the expense of another distributor by offering unjustified benefits;
- Questioning eligibility and integrity of other company distributors
- Acquiring business partners from the organisation of another distributor
- Performing activities to the detriment of other distributors and to the detriment of Akuna. Activity to the detriment of distributors will be recruitment for the benefit of other MLM companies and the subsequent direct sale to Akuna's associates. Activity to the detriment of Akuna will be providing information (expressions) on the subject of products of other entities in the field, both negative and positive. We are a proper, conscientious and credible company that cannot support activities that are characterized by unfair competition. Activities to the detriment of Akuna will also be conducting active marketing actions for the benefit of other MLM entities.

Relations in the sponsor line

The sponsor line is a chain of direct partners from the first sponsor to the distributor of the last current level. They are relationships of independent, equal persons and are governed by mutually concluded contracts between direct partners. It's your business how you manage your business. And your distributorship is a business. These contracts, of course, should not conflict with the company's terms and conditions. Contracts should be in writing, but they are mostly oral. Both partners rely primarily on trust, honesty, truthfulness, sincerity and mutual fulfillment of promises and commitments. It is very important to fulfill these contracts because the business relationship of the sponsor and his partner is very tight and firm.

Choice and exchange of a sponsor

A new distributor should choose his/her sponsor very carefully. It is not possible to change a sponsor in our company. As long as you choose him/her, he/she will be your sponsor for the duration of your Agreement. Cases of unethical or unprofessional behaviour when the company needs to arrange a remedy are an exception. In practice, a qualified sponsor selection is often not possible due to the knowledge of the new partner. However, sponsor's inexperience and inability to meet the sponsorship obligations immediately is not a reason for an exchange. Your sponsor can be almost as inexperienced as you because he only concluded the Agreement a few days or hours earlier than you.

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If his/her experience and knowledge are not professional yet, you have the right to ask another, more experienced sponsor in your sponsor line for support who will be pleased to help you. You can also go directly to the office of the company who will find you an experienced manager in your sponsor line. Your sponsor's claims will not be affected. Therefore, you can also get new partners immediately after signing your contract without worrying about your own inexperience. If you would like to change your sponsor at any cost, your Agreement can be terminated and after 12 months a new Agreement can be made with a new sponsor (3 months' notice period and 9 months waiting time = 12 months). By terminating the Agreement you will lose all the benefits that you have achieved so far and you will start from the beginning. In this case the people who are part of your structure will be looked after by your sponsors.

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III. Goods

Goods are both products and the so-called distribution aids - sales aids, promotional materials, forms, organizational aids, etc. Offered types of products, as well as the way of buying, ordering, shipping and claiming goods, may vary in particular countries. This is due to different legal standards and the level of business development in different countries. If you want to trade in another country, learn about the differences from your sponsor, manager in your sponsor line, or directly at the headquarters of your company.

Products

Akuna's products are uniquely progressive in the world by applying the latest knowledge of modern biochemistry and by linking approaches to allopathic and naturopathic medicine.

Products handling

Products are among the foods, and although they are durable, they are perishable after a certain period of time. Therefore, strictly observe the storage conditions on the product packaging. Their effectiveness and durability depends on them. Tell your customers and business partners how to handle the products. Warn them mainly against non-storage temperature, exposure to sunlight and storage in open and broken packages. Sell products at a time that allows them to be consumed until the warranty period indicated on the packaging. Make the buyers aware of it and tell them when the products should be consumed after opening. Do not tamper with product packaging under any circumstances. In each country, you may only sell products with a language mutation of company labels approved for this country. The company must strictly protect the reputation of its products. Failure to comply with these conditions therefore constitutes a particularly gross breach of the Agreement.

Goods ordering

Orders must be placed with the company's office in the country of the goods' recipient. You can order on the internet.

Orders

Orders can only be made in your name. Through the company, you can send the goods directly to any customer or partner in the relevant country.

Order handling

The company will always make efforts to deliver all the goods you order at an early stage. In rare cases, it may happen that the required goods are not in stock. In this case, the operator gets in touch with you and you decide whether you want to keep the order in the original range and receive the missing goods as soon as it is in stock or whether you issue a new order. The company reserves the right to dispose of an order that is incomplete or wrong, to deduct any unpaid balance from your income in that particular month or to send the quantity and types of products that correspond to the amount of your payment at its own discretion.

III. Goods

Payments

If your order is to be settled, it must be fully covered by a corresponding payment first. The payment must be made in one of the methods that are established in the country where you order the goods.

If the company does not receive a full payment and a reasonable period of time or if there are issues with your credit card payment that the company cannot solve, the company will proceed the same way and reserve the same rights as in the case of wrong or incomplete order. The company is entitled to take back the unpaid goods even by overcoming obstacles that prevent it from taking over the goods.

Goods shipment

Goods shipment from the company

The company sends the goods in the shortest possible time – after receiving your payment. It will use the most effective way available in that country.

Takeover and handover of goods

Takeover of goods from the company or sponsor

By taking over the goods the physical takeover of the goods into your care is meant. If the goods are fully paid, they pass through to your ownership. By taking over the goods, you take full responsibility for them.

When taking over shipments we recommend:

- Take over the shipment in person or through a sufficiently instructed representative.
- Do not conclude any contract with the delivery agent for the receipt of consignments through uneducated persons. The Company is not responsible for any loss or damage to the shipment that may occur this way.
- When taking over the goods check thoroughly that the shipment has not been broken or damaged (e.g. traces of leakage etc.) and only sign the receipt when you see the shipment is all right.
- Check the shipment's content immediately and make sure that the quantity and types of goods correspond to the enclosed invoice; if it is possible ensure the delivery agent's assistance with it.
- In case you find out any discrepancy contact the relevant company office immediately. The most reliable is personal takeover. When taking over goods, check it, same as when taking over the shipment. Upon receipt of a shipment from the company, an invoice is part of it. When purchasing from a distributor, request a tax receipt (receipt) for payment of the goods.

Damaged shipments

If the consignment is damaged, record the damage to the damage protocol, take photos of the damaged item and request a copy from the delivery agent before signing the receipt. Otherwise, the company could not replace damaged goods to you. Only then sign the receipt. Please report damage to the appropriate company office within two days at the latest. We will exchange damaged goods and take care of handling the claim with the transport company. Save the damaged package for inspection. If you decide not to accept the consignment, inform the company office first from which it was sent.

III. Goods

Incomplete and lost shipments

If you receive only part of the ordered goods in the consignment, it may not be incomplete. Check what is stated in the invoice as a shipment's content. If the quantity and type of goods do not correspond, contact the company within two days at the latest. If you do not announce loss of the shipment within 15 days from receiving your order, the company will treat the order as settled. Likewise, the order will be treated as settled if you do not announce its damage within two days of receipt or if you do not announce loss of a part of goods in the same time from its receipt.

Returned goods and shipments

The company provides warranties on its products that you have committed to keep in the Agreement.

We recognize these reasons for returning the goods:

- Withdrawal of consent to purchase or cancellation of a new Agreement
- Ending distributorship
- Justified dissatisfaction with product quality

Revocation of purchase consent, new Agreement cancellation

Ethical rules of direct sale provide every new customer or distributor with time to think through, in which they can revoke their consent to purchase the product or to cancel the Agreement and return purchased goods. It is 14 days with Akuna. If you decide within this time to cancel the Agreement and return the goods, the company is obliged to accept it back at the purchase price if:

- Storage conditions of goods were observed
- Packages and labels are intact
- The goods are perfect, clean and in sales condition

You are obliged to proceed likewise should your new customer or distributor decide so.

Termination of distribution (see Agreement termination)

If you decide to end your distributorship after the time to decide had passed and you have unsold goods in stock meeting the above conditions and in addition:

- it was purchased within 60 days before returning the goods
- half of the time between the date of manufacture and the date of expiry has not passed yet the company will accept your goods back. However, all the bonuses and discounts paid out in your sponsor line related to the original sale will be deducted from the purchase price
- 15% of the original price for control, necessary administration and new distribution expenses will be deducted.

The company returns the unpaid shipments to the sender.



III. Goods

Justified dissatisfaction with quality and services

In rare cases where the customer is rightfully not satisfied with the quality of the product, you must, under the Agreement, take all necessary steps to remedy, and that is promptly, politely, courteously and to his/her full satisfaction. Compliance with the warranties, in particular the exchange of goods or the return of money in justified cases is your duty. Resolve customer requirements in accordance with the applicable consumer protection laws in the country.

IV. Recommended prices

The recommended prices of the goods and services offered and provided by the company are determined by the applicable recommended pricelists of the company in each country. Recommended prices vary from country to country.

Retail and wholesale prices of products

Wholesale prices of products, ie purchase prices for distributors on managerial positions, are listed in company pricelists. The wholesale price corresponds to 60% of the recommended retail price.

Prices of distributor support

Distributor support funds are not used to create profit.

Prices for services

The company does not include prices for services related to the handling and takeover or delivery of goods in the prices of goods. These prices are charged separately. These prices are listed in the pricelist. You can also add your expenses associated with the delivery of goods to the price of the goods, and that is up to the price of the agreed delivery service per shipment.

Bonus prices and point value of products

Each product has its point value and a directly proportional bonus price. Points and bonus prices are set for products only. For each product, the company determines the amount to be paid for network bonuses. The ratio of this amount to the price varies according to the ratio of production and marketing costs to the price of the product.

Sales taxes

The company will collect and pay all taxes in accordance with the applicable laws of the particular countries where it operates. This does not relieve you of the responsibility for fulfilling your tax obligations.

There are a total of ten reward components that can generate your income. It is divided into two groups. It is, on the one hand, the retail and wholesale profits you make by your own (personal) sales to customers and partners. The second group is monthly turnover commissions. These commissions consist of three business bonuses. These are especially shares of the profit achieved by your organization's managers.

Your organization

Your organization is all your customers, consultants and managers who you have managed to get to buy products, eventually to sign the contract and to actively do business. Depending on their position or the way they cooperate with the company, they belong to your sales (small) or manager (big) organization.

V. Rewards components

Sales (small) organization

This includes all your customers and business partners - distributors who have not yet reached management positions.

Manager (big) organization

Your management organization is made up of all your business partners who have reached management positions. Managers buy and sell the goods independently. Even though you no longer arrange for the purchase and sale of goods between them and the company, residual income in the form of a commission is passed on to you from the management organization, subject to certain conditions (see Progress to Leader and Progress to higher positions).

Discounts

In order to ensure equal business terms and conditions for all distributors, the level of discounts and the conditions for acquiring the rights to them are firmly established by the company. The discount achieved is clearly determined by the achieved position:

POSITION	DISCOUNT
Customer	20%
Consultant – purchase by piece	25%
Consultant - purchase of sales packages	30%
Manager – purchase by piece	35%
Manager – purchase of sales packages	40%

You make your sales margin by selling products to your customers and distributors in your organization. It is the difference between the discounts you have and the amount of discounts reached by your customers and distributors. It can range from 5% to 40%.

Bonuses, evaluation of bonuses and bonus payments

Bonuses paid to distributors by Akuna are a reward for the sale of the company's products and building a sales network of distributors and customers. At Akuna, bonuses are evaluated and paid out monthly.

Monthly bonuses

Monthly bonuses are paid on the basis of registrations and products sold during the month.

Monthly bonuses are the following:

- Generation Bonus
- Fast Start Bonus
- Active Bonus
- Manager Bonus

Monthly bonuses are bonuses paid to distributors on managerial positions.

V. Rewards components

Monthly qualification

The monthly qualification is met by purchasing at least 700 personal points. All your purchased points and points of all your customers and consultants for whom you are their closest manager are calculated to your personal points. Monthly qualification is required for payment of all monthly bonuses.

Fast Start Bonus

The Fast Start Bonus is paid as a reward for the sale of all types of registration packages, where the amount of the reward depends on the type of package sold. A new customer or distributor is registered by the sale of a package. Entitlement to this bonus arises automatically without the condition of personal purchase

Generation Bonus

Generation bonus is Akuna's main bonus and rewards managers for long-term network building. The monthly qualification of 700 points is the condition for claiming the Generation Bonus. Monthly qualification counts all your own points and points from purchases of all your customers and consultants for whom you are their closest manager. To determine this bonus, each manager's network is split into generations, where managers who have completed their monthly qualification close one generation and below them another generation begins. The Generation Bonus is paid out of the turnover of the network, which includes the points of all products except the registration packages. Depending on the managerial position achieved, entitlement to reimbursement is made between two and nine generations. The first five generations are paid 12% of the bonus price of the traded products. For the sixth to ninth generation 6% of the bonus are paid out. All managerial positions are entitled to the Generation Bonus.

Manager Bonus

The Manager Bonus rewards the defended position of RND and higher. It is calculated as 1% to 4% of the bonus price of the entire network turnover, excluding the points of registration packages according to the position achieved in the given period. The Bonus is paid out by the difference method where the paid bonus can be lowered by the Manager Bonus already paid in your network. RND to VP management positions are entitled to the Manager Bonus.

Incentive Bonus

Above the scope of the compensation plan, special time-limited programs and competitions are announced.

VI. Agreement on business cooperation

Agreement conclusion

The contract is concluded for an indefinite period by registering online and purchase of a registration pack on the company website. By purchasing the registration pack, you become an Akuna distributor and, depending on the type of package you buy, you achieve the Independent Consultant position or the first managerial position of a Leader. The Agreement is valid indefinitely and you are entitled to use all the benefits in accordance with the terms and conditions throughout this period.

Before the conclusion of the Agreement

Make people who are interested in cooperation with the company aware of the terms and conditions (see How to cooperate and Trade Relations and the General Terms, Rights and Obligations). Determining the terms with which they disagree will cancel the Agreement and return the purchased goods to which it has the right within 14 days of signing the Contract (see Return of Goods, Note in this Chapter).

At the conclusion of the Agreement

The Agreement must be concluded online by registering on the website of the company. If the candidate comes from another country follow the rules for international trade. The contract must be filled in truthfully and readily in all relevant sections. Follow the instructions on the company web site – Registration. After the registration form had been filled in you receive the electronic form of the Agreement. Afterwards, the company will send you the registration package by post immediately.

If a new distributor wants to sell products, he or she must own the relevant trade license (purchase for the resale and sale of food products), otherwise he/she violates the applicable laws of that given country. In the Agreement, they will provide data about the company - a natural person, and a copy of the trade certificate will be delivered to the company. The distributor can also purchase Akuna products exclusively for his/her own consumption without the option of resale. The new distributor is obliged to immediately notify the company and you of any changes in the mentioned information that occur at any time during the term of the Agreement. If you enter into an Agreement with a legal person (company registered in the Commercial Register), the name of the legal person's representative is written in the Agreement, birth number or company ID. If this company has more than one representative, ask for an attachment listing the names, addresses, and birth numbers of other executives who agree with the signing of the Agreement and confirm it by signing.

Registration

Registration is an administrative activity of the company. It consists of verifying the data in the Agreement, recognizing the right for discounts and introducing into the distributor/customer database. By registering the Agreement, the company grants you a licence for distributorship and confirms discounts.

Registration Packages

A condition of registration is the payment of the Registration Package. The package price may differ in various countries. This is due to different conditions in the markets of these countries. The amount of the fees is set on the company website. You can become Akuna's distributor using one of three registration packages:

VI. Agreement on business cooperation

- Welcome Pack - you get a 30% discount on your purchases
- Gold pack - you get a 40% discount on your purchases and the first managerial position of a Leader

Registration is permanent

Registration has a permanent validity. Throughout the duration of the Agreement you can get discounts on products that you are entitled to, buy and sell the products of the company and enter into contracts with persons interested in cooperation without any additional fees.

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VII. Progress to Leader position

Benefits

Discount 40% of the recommended product price, allowing maximum profit from sales to end users and securing min. 10% margin from sales to other distributors.

Entitlement to managerial bonuses from the turnover of your partners on management positions, subject to certain conditions. These bonuses can make a significant portion of your rewards and most of your earnings after building a functioning network. The right to participate in Distributor Support Management Programs and Management Competitions. When creating opportunities for the first management position - Leader, the company is able to meet every chosen business approach. You can choose its range and intensity at your own discretion and possibilities. You will always receive appropriate support from the company, and you can fulfill the terms of the Leader position.

Terms of Progress

The terms and conditions of the progress to the managerial position LEADER depend primarily on your personal collection of products. Personal collection is the summary of all purchases that you and all your customers have made during that period. You can proceed to Leader position in one of five ways:

Ways of progress

Express

Immediate progress under the most economically advantageous conditions is a one-off purchase of 2100 points in any products (possible purchase of pieces). You can make the purchase at any time during the duration of your contract at your own discretion. For the purchase, you are immediately eligible for a 35% discount. The progress will take place and the right to a management discount arises by paying the order and crediting the amount to the bank account of Akuna.

Standard 2100 points

Gradual collection of 2100 points in all products within three months of the registration date. The number and volume of individual purchases is not specified, you can shop as desired. The progress takes place and the right to a manager discount arises on the day of purchase, where you receive a total of 2100 points in all products. The entitlement to the first managerial position is governed by the delivery of the progress report to the office of your company where your agreement is registered. The progress protocol, which is part of a prepaid progress pack, will be filled in by your closest manager.

Standard 3500 points

Gradual collection of 3500 points in all products within one year. The number and volume of individual purchases is not specified, you can shop as desired. The progress takes place and the right to a management discount arises on the day of purchase, where you receive a total of 3500 points in all products.

VII. Progress to Leader position

Gold Pack

Own purchase of Gold Pack at any time during the duration of your contract at your own discretion. The progress takes place and the right to a management discount arises by paying the order and crediting the amount to the bank account of Akuna.

Welcome Pack

Purchase of 12 Welcome Packs in your first line within 120 days of your registration. Each 3 Welcome Packs can be replaced by purchasing 1 Gold Pack or Platinum Pack in your direct line.

Provision payment

The company will always pay you - at the latest by the 21st day of the following month - all the managerial bonuses you are entitled to under the company compensation plan. Any bonuses from a higher position will be paid back by the company that means for the month in which you have reached the progress. The method of payment in different countries may vary. Learn how commissions are paid out in the country you are interested in at the appropriate company office.

Entitlement to commissions

However, in order to qualify for bonus payments, another basic condition - personal qualification - must be fulfilled in addition to the managerial position.

Personal qualification

It is a personal collection of 700 points in the products listed for sale in this organization within one calendar month. From the moment you proceed to the management position, all of your orders and confirmed orders from your small organization's distributors will be recorded in the company's information system. Paid orders received by the company from the first calendar day to the last business day of the month will be calculated to personal qualification. Without qualifying, you can not claim any share bonuses. The limit is set so that every manager can meet it within a few days of the month after a certain time.

Generation

Generation always begins underneath a manager who has completed his / her personal qualification in a given month and continues until a manager who also has a personal qualification is found. He and his points belong to that generation and close it. In one generation there can be dozens of managers of several levels. We can say that generation is a qualified level. For the commission purchases of all qualified and unqualified levels up to the depth set by the compensation plan are calculated.

VIII. Progress to higher positions

Benefits

Increasing the number of generations from whose turnover the Generation Bonus is paid. It forms a substantial part of the income of advanced distributors - managers. Another bonus, designed for managers in senior managerial positions, the so called Manager Bonus.

Implementation of the procedure

The company's information system tracks your orders and orders from all your organization's managers, and automatically balances the key indicators once a month. Your progress to higher positions is done automatically as soon as you meet the appropriate conditions required to achieve that position. It does not matter what position you have achieved so far. It depends only on your performance. Theoretically, you can move to the highest positions in one month. The progress is carried out through higher level sponsors in a straight line. From the position of the RND, the certificate and the badge are handed over by the closest sponsor in the straight line.

Progress conditions - see the compensation plan

The progress to higher managerial positions in our company is subject to other conditions in addition to managerial registration and personal qualification. Those are:

- the level of development of your management organization;
- obtaining a minimum number of new distributors.

The degree of development of your management organization is expressed by the number of so-called divisions.

Qualified division

In our company, a qualified division is your direct partner's organization with a turnover of min. 700 points in the given calendar month. Any such organization is only counted once.

Substitution and creation of the division by personal subscription

A missing division can be replaced by personal purchase of 2100 point in all products (beyond the monthly qualification) during the given calendar month.

Power division

is a qualified division whose total turnover reaches at least 25,000 points in a given calendar month.

IX. Bonuses on managerial positions

Bonuses on managerial positions

The basic information on managerial bonuses is given in Chapter V. - Rewards components. All bonuses listed here are based on bonus prices (see Recommended Prices) and a calendar month is the time unit for their calculation.

Generation Bonus (GB)

It is the basic bonus on all positions.

The number of generations from which Generation Bonus is paid increases with the position achieved:

Leader	2 generations
Division Leader	4 generations
Regional Network Director	6 generations
National Network Director	7 generations
International Network Director	8 generations
Vice President	9 generations

The amount of the bonus in each generation ranges from 6 to 18%. It depends both on your position and on the generation from which it is paid. The bonus amount from the 1st to the 5th generation turnover is 12%, the Leader position has 18% in the 1st generation. Also, the amount of the 6 to 9th generation bonus is equal for all positions and is 6%. This bonus is paid out on all positions regardless of the managerial position of the partners in your management organization and depends on:

- your position reached;
- your personal qualification in the given calendar month

Manager bonus (MB)

Bonus Manager is a share reward for organizational work in larger networks for managers at RND and higher positions.

The entitlement to the bonus and its amount is conditional on the fulfilling the personal qualification and the defending the position achieved in the given calendar month:

Regional Network Director	1 %
National Network Director	2 %
International Network Director	3 %
Vice President	4 %

The bonus is calculated from personal turnover of your partners on managerial positions without limitation of generations. MB is paid by the differential method. This means that the MB of all the partners in your management organization who are eligible for it is deducted from the total amount of your MB.

X. International business

Advantages of international business

The company takes care of the goods

In our company international business is organized in such way that you can only acquire new partners and advise them under your leadership. All handling of goods during export and import across national borders of particular countries (under the jurisdiction of individual national headquarters) has been taken over by the company. It's a simple and elegant solution for you. If you personally sponsor foreign partners and travel to them, you do not transfer any goods, pay no duty and have no further worries.

Unified system

All company offices that are under the jurisdiction of Akuna International Corp. use one information system that works internationally. Therefore, it does not matter in which country you get a new business partner.

Differences in particular countries

Our company strives for the conditions for business to be the same in all countries of its scope. It is not always possible. This is undermined by different legislations and market environments of individual countries. Please contact your local office for any differences. If you do not speak the country's spoken language, contact your home office.

International validity of your Agreement

Your Agreement and manager registration, if duly confirmed by the company, are valid in all countries where the company operates. This means that your claims and the achieved position will be recognized and you will be eligible for all the benefits that flow from it.

International business rules

Conclusion of the National Agreement

When making an Agreement in another jurisdiction, be sure to follow the rules in valid in that country. The texts of the contracts differ slightly from country to country. This is due to differences in the laws of different countries which the company must take into account.

Ordering goods

Goods intended for distribution in another country may only be ordered in the office of the country in question in the manner that the office accepts. The same applies to payments. You can buy the goods abroad in person. However, you must count on the fact that you will be issued with the documents of another state that you can not apply in your home country. Similarly, your partners will not be able to apply the accounting documents issued by you. Another important fact is that for the sale of such goods abroad you would have to have a business license there. Otherwise, you commit to illicit business, which is a crime in most countries.

Goods transport across national borders

Transferring goods from one jurisdiction to another without special documents on goods is almost always a violation of the laws of one or both countries and the company can not take any responsibility for such conduct.

X. International business

An exception may be the case where one office of the company operates for several countries at one time. But always ask for information in the office first about the conditions under which the goods can be transported. Or the goods are intended solely for your consumption. Transport of goods is not necessary. Any office of the company will helpfully and quickly handle your order very quickly and send the ordered goods to the desired address.

Points for taking goods abroad

For goods that you order abroad or which your foreign partner on a managerial position, you will be credited with points as in your home country. This applies to claiming discounts, progress and personal qualifications.

Information about the work of the foreign network

You can keep up-to-date on the results of your network abroad in your home office. This claim does not depend on the position you have achieved. You can also get this information through the information on the company's website under My Account section (My Akuna).

Provisions from abroad

All foreign earnings you are entitled to will be converted to the currency of your home country on your billing date and credited to your current account, along with your national commission. As you can see, international business with our company is nothing difficult. If you have contacts abroad or you can establish them, there is no reason to hesitate. The benefits of international business are considerable and undeniable.

The following basic principles apply to international business:

1. Compensation plan principle
 - The compensation plan may vary across countries where Akuna has opened its national headquarters (commissions, discounts, etc.).
2. The principle of jurisdiction under the national headquarters
 - The distributor follows the instructions of a particular national headquarters. Criteria of jurisdictions to national headquarters (from the most important): Place of permanent residence, nationality, jurisdiction where he/she will receive commissions for activities.
3. Principle of re-registration
 - If a distributor is registered in an agreement other than of his/her own country, he/she is required to re-register. An application for re-registration with information about its distributor number will be handed over or sent to the relevant national office. The distributor keeps his/her old number.
4. Principle of nomination (promotion)
 - Nominations can only be done through packs or forms of the relevant state.

If necessary, contact your home office for more information.

XI. Distributor support

Our company, in accordance with its mission, strives to provide the best conditions for your business. In addition to convenient agreement conditions, simplifying of administrative tasks to the lowest tolerable limit and timely provision of complete and truthful information that is necessary for your business the company also strives to make it as easy as possible for you to get new customers and business partners. It uses a whole range of means and tools to do so.

Means and tools of distributor support

They form a vast range of products, activities and services that the company provides and offers to its distributors. Those are in particular:

- promotional material
- sale aids
- educational aids
- educational programs
- branch and company information
- competition and incentive programs
- sponsorship activity support
- support of distributor promotional events
- own promotion

Using these tools the company strives to create not only better conditions for business activities but also a stimulating and inspiring environment that is decisive for motivating all co-workers and thus for its own development.

Promotional materials

Company printed material for distributors

The company produces and supplies distributors with company printed material that is necessary for their activity. Those are especially business cards and company forms. They can be ordered in the company office. It is not allowed to use company brands on other printed materials and combine them with other brands. Exceptions are permitted by the company management.

Leaflets

From its start the company issues leaflets offering its products and opportunity.

Brochures

Information brochures provide interested parties with detailed information on products, opportunity and offered services. They can also have educational content.

Website

The company pays its continuous attention to the website where the company presentation is published and it also offers further valuable data and services to its customers and distributors for multipurpose use.

XI. Distributor support

Thus, the website serves both for promotion and for corporate communication and educational purposes. The company considers communication and promotion through the internet to be very promising and effective and supports its use.

Educational programs

Presentations and workshops

The company organises regular lectures and seminars devoted in particular to the topic of product expertise, their composition, effects and a healthy lifestyle. They are lectured by members of Akuna Scientific Board who have been involved in products development, eventually by invited experts in the field of healthy nutrition.

Advisory service

Gradually, a medical advisory service is being introduced in all countries. Its purpose is to professionally reply to all individual questions of distributors and improve their professional knowledge in such way. In addition to that, through a distributor the doctor helps solve specific problems of particular customers and improves the level of their service in such way.

Information

Business information

In our company, due to its character, information is spread mainly by personal transmission in sponsor lines. At the beginning of the chain there is a meeting of significant distributors with company management or business program of a workshop. From there the information is transmitted through club meetings and sponsor meetings to all distribution levels. Some information must be passed on individually due to much detail or confidentiality. Commercial statements are used for this purpose. Commercial statements show monthly results of the business activity of particular distributors. They are sent out electronically once a month. Further business information can be obtained on company infoline or the website.

Professional and general information

The company uses all of the above resources and tools to transmit this information. In addition to workshops and meetings, the company's website is of major importance. Here you can find current information from the field, the life of the company, and information on lifestyle, results of competitions, reports and attractions are published.

Whom to contact for further information

Information on effects and composition of the products is provided by medical advisory service and the members of the Scientific Board. Information on prices, terms and conditions in relation to the company and up-to-date corporate information is provided by company offices. Information on business activities and relationships between distributors is provided by network guarantors of advanced distributors. You get contacts from your sponsor and the company office.

XI. Distributor support

Competition and motivation (incentive) programs

Every year the company appraises the most active distributors. It prepares various competitions and motivation programs. Competition criteria take into account different levels of maturity of the distributors, therefore also starting retailers have a chance to rank among the winners. The company opens a range of motivation (incentive) programs for its distributors. It mostly provides benefits for a certain amount of purchased goods and good results in building a network. The company will provide various benefits to distributors who meet given conditions, contribute to leasing of cars etc. The benefits provided are very lucrative.

Support of sponsorship

The company places great emphasis on creating an environment that motivates sponsors to meet their obligations to business partners without fail. Members of the company's management regularly participate in all major sponsorship events and meetings of major and promising distributors who immediately inform distributors about the company's current activities and respond to their inquiries and suggestions. At the same time, they monitor the level of sponsorship and transfer interesting incentives, with the consent of the distributors concerned, transferring to other organizations. With respect to the benefits of some major events, the company usually participates in and contributes to them. This way it works with its distributors to create a high level of corporate culture. For the vast majority of our sponsors, conscientious and thorough training of new partners, personal assistance in solving their work problems, passing on information, encouragement and positive motivation is a matter of course. Many sponsors organize their own distributor competitions, some of which are subsidized with very lucrative prizes. Some develop internal promotional materials and even own methods. The company is ready to provide professional and material support to sponsorship activities dedicated to professional growth, especially business education programs, food supplements knowledge programs, healthy nutrition and healthy lifestyle.

XII. Rights and obligations

Akuna CZ s.r.o. (hereinafter referred to as Company) sells its products exclusively through independent distributors.

I. Obligations of Akuna

1. The Company expressly declares that the date of validity of the Agreement is considered to be the date of its signature and the Agreement is considered to be effective by being registered in the Company's database.
2. The Company agrees to dispose of distributor personal data in accordance with the laws of the Czech Republic.
3. The Company agrees to make maximum effort to supply the distributors with all products that they have ordered.
4. The Company agrees to provide distributors with advice and cooperation in building distributors organization and will support the distributor in particular by creating promotional materials and enabling the distributor to purchase them.
5. The Company agrees to pay all bonuses that the Distributor is entitled to, in accordance with the Company marketing plan.
6. The Company reserves the right to make any changes to the content, product portfolio description, product composition and prices, policies and procedures as well as terms and conditions, including changes in the marketing strategy, marketing plan and written materials. These changes can be announced in the form of generally binding information through the Company's press releases or on company website.

II. Distributor

Distributor means a natural or legal person who has completed the Agreement that the Company has agreed and accepted.

7. Legal persons can become distributors under the following conditions:

7.1. The Agreement must be signed by the authorized representative and must be submitted to the Company together with the extract from the Commercial Register, with a list of the names of the statutory representatives, their directors, proxies and companions.

7.2. In the 90-day period prior to the signing of the Agreement, statutory representatives, their directors or companions may not be distributors of the Company, but this does not apply to a distributor within a legal entity with the same sponsor.

Distributor obligations

8. The Distributor is authorized to sell the Company's products only through the MLM trading system, and only for recommended prices given by a valid country price list.

9. The distributor purchases the Company's products exclusively from the Company, respectively through his/her sponsor.

XII. Rights and obligations

10. The distributor purchases products and sells them in his/her own name and on his/her own account. Furthermore, he/she declares that he/she is authorized to sell those products on a given territory and undertakes to comply with all the rightful requirements for the performance of an activity that is the subject of cooperation with the Company.
11. The distributor undertakes to provide all necessary care to his/her organization.
12. The distributor undertakes to defend the Company's interests and maintain a well-functioning distribution network in which products will be sold.
13. The distributor will store and dispose of the products of the Company in accordance with the Company's instructions so as not to adversely affect the quality of these products.
14. The distributor undertakes that all product and sales information received from the Company or through a sponsor that is necessary or expedient to sell the products and build a sales organization will be passed on truthfully and their content will not be changed purposefully.
15. The distributor will act in person and is not authorized to delegate any representative for such activity that relates to company products in any legal form. The distributor will not sell through the internet, media or virtual channels.
16. The distributor is committed to adhering to the Company's marketing policy.
17. In relation to third parties, the distributor will act as an independent distributor and will not act or imply that he/she is an employee, statutory body, representative or companion of the Company.
18. Distributor is responsible for his/her own business decisions and expenses and will not hold the Company responsible for any losses, costs and liabilities.
19. The distributor is prohibited from making any modifications and changes to the Company's products and their packaging, and the distributor agrees with this prohibition unreservedly.
20. The distributor is obliged to act ethically in relation to other distributors of the Company and must not take any action to harm another distributor of the Company.

III. General conditions

21. The Distributor acknowledges that only one Agreement may be concluded with the Company and may not participate in any other Agreement even in the form of a share. This provision does not affect the company's VIP Club members.

XII. Rights and obligations

22. The Distributor acknowledges that a sponsor or sponsor line change is not possible.

23. Transfers of a distribution license are possible only with the consent of the Company, in the case of death, marriage, long-term illness or inability to perform the activity, long-term inactivity and proper notice. This transfer is only possible from the Leader position.

24. The Business Cooperation Agreement and the rights and obligations arising from it shall in the event of death be transferred to the heirs on the basis of the notarized succession proceedings result. At the same time, it is necessary to present a unanimous declaration of heirs (notarized) about the intention of assigning a place in the structure to a person. The applicant shall make a written request with all the requisites for the approval of the Company.

The Distributor acknowledges that, in the case of a spouse's registration, he/she is required to enter this Agreement in a straight line underneath. An exception is an example, when before marriage each spouse was in a different structure and therefore has the right to continue lead his/her groups. In the case of a request for transfer of a contract to one of the spouses, the following must be documented:

- Request for Agreement Transfer
- Copy of marriage certificate

The contract is transferred from the first day of the month following the date of submission of the file of documents. Only the contract of one of the spouses without any contracts subject to it is transferred, with the position retained and zero points for nomination.

In the case of a long-term illness or an inability to perform an activity (on the basis of an official document), the rights and obligations arising from the Contract may pass to the designated person on the basis of a notarized listing. In the case of a request for a Contract to be transferred in the case of a long-term illness or an inability to perform an activity it is necessary to provide:

- Request for agreement Transfer
- Notarized listing

A Distributor who has been registered with the Company for at least 2 years, is not on managerial position, has no one in his network and has not been active in the past 12 months, nor has he/she purchased any products, will have the option to cancel this Agreement and sign a new one with another sponsor. The non-active 12 months shall be counted as the notice period.

All will be done on request and on an affidavit on no purchase of products within 10 days of the application.

Termination of the Agreement

a) The Distributor may terminate the Contract in writing. In that case, the persons who are part of his structure will be taken care of by his sponsors.

XII. Rights and obligations

b) The notice period of the contract is 3 months and at that time the distributor may purchase and distribute. However, he/she cannot conclude new Agreements.

c) The distributor who terminates a contract or with whom the company will end the cooperation may apply again for registration after 12 months from the date of delivery of the notice to Akuna CZ. The company reserves the right to accept or reject this request.

d) Termination may also be made by Akuna CZ if the distributor violates any of the terms of the Agreement, the Manual or violates the Code of Conduct. In this case, Akuna CZ can claim damages by applying the law. A new contractual relationship between the Company and the same distributor, with the same or similar subject of performance as this Agreement, is subject to approval by the Company in the event of termination under this point. The Company has the right to reject this Agreement.

e) Upon termination of the Agreement, the distributor cannot benefit from any of the benefits he or she has previously been entitled to.

25. As the Company guarantees customers a 100% money back guarantee for products they are not satisfied with, the distributor is also required to provide this warranty to customers and then apply to the Company for a replacement for a new product.

26. The distributor acknowledges and agrees that for his/her activities he/she may use exclusively advertising materials approved by the Company. Use of media advertising without the Company's written consent is forbidden.

27. The Distributor has no rights to the Company's registered trademarks, copyrights, and intellectual property, which are the sole property of the Company.

28. All business activities of a distributor that are beyond MLM network sales, such as trade fairs, sales exhibitions, and others, are subject to written approval by the Company. The Company reserves the right not to grant this consent.

29. In the event of customer dissatisfaction, the distributor is required to promptly and ethically resolve this complaint and take all necessary steps to satisfy the customer. If the distributor is unable to meet the customer's requirements, the distributor is required to inform the Company without any delay.

30. The Company will not grant any distributor exclusive territory and the distributor may not offer this exclusivity. All distributors can sell company products and offer business opportunities wherever the Company is registered and where it operates.

31. The Distributor is required to comply with these terms and conditions and the provisions of the Business Cooperation Agreement. The Company reserves the right to supplement or change these terms. Their current version is available on the company website.

IV. Unofficial websites

32. The official website of Akuna www.akunashop.cz or www.akunaweb.com are the only websites sponsored, approved and supported by the company Akuna. A distributor cannot create a website or in any other way connect to websites that promote, offer or advertise Akuna or advertise, offer or promote a distributor as a distributor of Akuna.

XII. Rights and obligations

This condition does not apply in case the distributor fulfils the following conditions:

- 32.1. Websites do not look like web pages of Akuna or in any other way make an impression on customer that they are associated with Akuna or are approved by Akuna.
- 32.2. All web pages show that the appointed distributor is an independent distributor of the company Akuna and the sites are not supported by Akuna and Akuna is not responsible for any information provided on these websites.
- 32.3. The website may not contain the names and logos of Akuna (product names) or Akuna Health and Success, or trademarks and may not change them in any way.
- 32.4. Webpages use words like Akuna, Alveo or Akuna Health and Success only in written text.
- 32.5. The website may not contain any communication (medical experience) that has not been approved by the relevant national headquarters of the distributor in writing.
- 32.6. The website does not contain absolutely any illegal information of any kind.
- 32.7. Websites cannot act as a sales site.
- 32.8. The website contains a link to the company's official website.
- 32.9. Akuna is not responsible for any damages, difficulties, and costs incurred by the Distributor on this site.

V. Business cards

33. Akuna's official business cards used by the distributor and prepared in accordance with the Akuna Design Manual are the only business cards sponsored, approved and supported by Akuna. The distributor cannot create his/her own business cards that identify him/her as Akuna's distributor. This condition does not apply if the distributor fulfils the following conditions:

- 33.1. The business card expressly states that the appointed Distributor is an independent consultant to Akuna.
- 33.2. Business cards may not contain names and logos of Akuna (product names) or Akuna Health and Success, or trademarks and may not modify them in any way.
- 33.3. Business cards use words like Akuna, Alveo or Akuna Health and Success only in written text.
- 33.4. Business cards do not contain absolutely any illegal information of any kind.

In the event of any of these items being unclear, ask the Company for their clarification.