





# Welcome to Isagenix!

### Dear Leaders:

We are very excited to enter Belgium in 2018 to continue expanding the Isagenix vision in Europe! This is an exciting opportunity to further our positive impact on world health, free people from physical and financial pain and create the largest health and wellness company in the world.

It is through the hard work and dedication of Associates like you that we have been able to grow and achieve the success we have, and we can't wait to see what incredible things we can accomplish as One Team in Belgium!

To your success,

Jim, Kathy and Erik





## **COUNTRY INFO**

### **HEALTH AND WELLNESS IN BELGIUM**

- The weight management and wellbeing reach of Belgium is €45 million¹.
- In 2017 the sports nutrition market had an above average current value growth, as profit reached over €23 million².
- Belgian society is steadily aging with an average life expectancy of 80 years of age. It is forecasted to reach 84 years by 2030<sup>2</sup>.

#### **DIRECT SELLING IN BELGIUM**

- Belgian consumers continue to enjoy the warmth and friendliness of home parties<sup>3</sup>.
- The proportion of workers for whom being a direct selling agent constituted a second job increased significantly in 2017 with the vast majority of direct selling agents being self employed<sup>3</sup>.
- Food and drink and personal care were some of the most dynamic categories of Direct selling in 2017<sup>3</sup>.



<sup>&</sup>lt;sup>1</sup> Euromonitor. September 2016. Weight Management and Wellbeing in Belgium.

 $<sup>^{2}</sup>$  Euromonitor. September 2016. Sports Nutrition in Belgium .

<sup>&</sup>lt;sup>3</sup> Euromonitor. January 2017. Direct Selling in Belgium.

## **SALES PROGRAMMES & PROMOTIONS**



#### Helen Costa-Giles Isagenix Customer since 2014 2017 North America IsaBody Challenge Grand Prize Winner





### **ISABODY CHALLENGE**

We believe that transformations are for everybody. Together, we inspire, we support, we reward and we exceed our goals. We challenge you to embrace your full potential. Transform your body. Transform your lifestyle.

The IsaBody Challenge is a 16-week total body transformation challenge for Isagenix Customers. Because we believe that transformations are for everybody, we will award all who successfully complete their IsaBody Challenge with product gift certificates. And the best part? Everyone who completes the IsaBody Challenge also has the chance to win some amazing prizes!



START is a passionate, growing team of young people aged 18-35 who strive to lead extraordinary lives and help others do the same. They are innovators driven to live beyond the status quo. Join the START community and learn how to take ownership of your life, your health, your dreams and your contributions.

Our vision is to ignite all young people to own their lives physically and financially, and through our contributions, create freedom and a lasting legacy.



**START** 





**NEW CUSTOMER** 



### **PRODUCT INTRODUCTION BONUSES**

Earn a Product Introduction Bonus each time you help a new Customer get started with Isagenix with a qualifying pack.













#### **DOUBLE PRODUCT INTRODUCTION BONUSES**

When you help two or more new Members get started with a qualifying pack in the same week, we'll double your PIB!







## **PACKS AND SYSTEMS FAST FACTS**

## WEIGHT MANAGEMENT SOLUTIONS



**WEIGHT MANAGEMENT PREMIUM PACK** - The ultimate pack for your weight management success! This pack includes the 30-Day Weight Loss System and additional complementary products to support your goals and lifestyle, as well as plenty to share with friends and family.

### **PACK INCLUDES:**

4 IsaLean™ Shakes (any flavour), 2 IsaLean Bars (Chocolate Decadence), 2 Nourish for Life™, 1 Ionix® Supreme, 1 Thermo GX™, 1 Isagenix Snacks™, 1 IsaMove™, 3 e-Shot™ (6 count), 1 AMPED™ Hydrate (Juicy Orange), 1 IsaDelight™ box (any flavour), 2 Whey Thins™ (White Cheddar), 1 IsaBlender, 1 IsaShaker, 1 system guide, 1 event coupon, and a free annual membership for one year



**30-DAY WEIGHT LOSS SYSTEM** - Specifically designed to help you get started on your weight loss journey and achieve your goals through balanced everyday nutrition.

### **SYSTEM INCLUDES:**

4 IsaLean™ Shakes (any flavour), 2 Nourish for Life™, 1 Ionix® Supreme, 1 Thermo GX™, 1 Isagenix Snacks™ and 1 IsaMove™



# **EVERYDAY WEIGHT MAINTENANCE SYSTEM** – Ideal for those who want to maintain a healthy weight and support their daily diet with balanced nutrition.

#### **SYSTEM INCLUDES:**

2 IsaLean™ Shakes (any flavour), 1 Nourish for Life™, 1 Ionix® Supreme, 1 Thermo GX™ and 1 Isagenix Snacks™



**SHAKE AND NOURISH PACK** – An ideal pack for Shake and Cleanse Days\* with essential nutrients to support your weight management and overall health goals.

### PACK INCLUDES:

2 IsaLean™ Shakes (any flavour), 2 Nourish for Life™ and 1 Ionix® Supreme

## **PACKS AND SYSTEMS FAST FACTS**

### **ENERGY & PERFORMANCE SOLUTIONS**



### **ENERGY & PERFORMANCE PREMIUM PACK\*\* -**

This pack is ideal for those looking to add balanced nutrition, improve their workout performance and gain energy in their daily lives. It includes the 30-Day Energy & Performance System and additional complementary products to support your goals and lifestyle; plus plenty to share with friends and family.

#### **PACK INCLUDES:**

4 IsaLean™ Shakes (any flavour), 2 IsaLean Bars (Chocolate Decadence), 2 IsaPro® (Vanilla), 2 Nourish for Life™, 1 Ionix® Supreme, 5 e-Shot™ (6 count), 1 AMPED™ Hydrate (Juicy Orange), 1 Whey Thins™ (White Cheddar), 1 IsaBlender, 1 IsaShaker, 1 event coupon, 1 system guide and a free annual membership for one year



### **30-DAY ENERGY & PERFORMANCE SYSTEM\*\* -**

The 30-Day System provides nutritional support for your active lifestyle. Whey protein contributes to a growth in muscle mass, while plant-based caffeine helps you to feel alert when you need it most.

#### SYSTEM INCLUDES:

2 IsaLean™ Shakes (any flavour), 2 IsaPro® (Vanilla), 1 IsaLean™ Bar (Chocolate Decadence), 5 e-Shot™ (6 count), 1 Ionix® Supreme and 1 AMPED™ Hydrate (Juicy Orange)



### **EVERYDAY ENERGY & PERFORMANCE SYSTEM\*\* -**

Providing balanced nutrition for your active lifestyle, this System is your Isagenix starter kit. It delivers essential nutrients to support your body every day.

### **SYSTEM INCLUDES:**

1 IsaLean™ Shake (any flavour), 1 IsaPro® (Vanilla), 1 IsaLean™ Bar (Chocolate Decadence), 2 e-Shot™ (6 count), 1 Ionix® Supreme and 1 AMPED™ Hydrate (Juicy Orange)



**SHAKE AND SHOT PACK**\*\* – A foundational pack with essential nutrients to support your energy and performance goals.

### PACK INCLUDES:

2 IsaLean<sup>™</sup> Shakes (any flavour) and 5 e-Shot<sup>™</sup> (6 count)

## PACKS AND SYSTEMS PRICE LIST

## **WEIGHT MANAGEMENT SOLUTION**

Contents		Preferred Customer Autoship	Preferred Customer	Customer	Retail	BV	PIB
Weight Management Premium Pack  • 4 IsaLean™ Shake (any flavour)  • 2 IsaLean™ Bar (Chocolate Decadence)  • 2 Nourish for Life™  • 1 Ionix® Supreme  • 1 Thermo GX™  • 1 Isagenix Snacks™  • 1 IsaMove™  • 3 e-Shot™ (6-count)	1 AMPED™ Hydrate (Juicy Orange)     1 IsaDelight™ (any flavour)     2 Whey Thins (White Cheddar)     1 IsaBlender     1 IsaShaker     1 Free Annual Membership for One Year     1 €50 Event Coupon	€511.01 Including VAT €477.88 Excluding VAT	€540.98 Including VAT €505.99 Excluding VAT	€649.19 Including VAT €607.19 Excluding VAT	€721.42 Including VAT €674.66 Excluding VAT	311	€72
30-Day Weight Loss System  4 IsaLean Shake (any flavour)  2 Nourish for Life  1 Ionix Supreme	1 Thermo GX     1 Isagenix Snacks     1 IsaMove	€286.99 Including VAT  €268.29 Excluding VAT	€300.15 Including VAT	€360.19 Including VAT  €339.84 Excluding VAT	€400.26 Including VAT  €377.60 Excluding VAT	193	€22
Everyday Weight Maintenance Syster  2 IsaLean Shake (any flavour)  1 Nourish for Life  1 Ionix Supreme	n 1 Thermo GX 1 Isagenix Snacks	€180.94 Including VAT	€187.56 Including VAT  €176.94 Excluding VAT	€225.07 Including VAT	€250.11 Including VAT €235.95 Excluding VAT	120	€9
Shake and Nourish Pack  2 IsaLean Shake (any flavour)  Nourish for Life Ilonix Supreme		€165.30 Including VAT	€173.98 Including VAT  €164.14 Excluding VAT	€208.78 Including VAT  €196.97 Excluding VAT	€231.98 Including VAT	114	€9

## **ENERGY & PERFORMANCE SOLUTION**

Contents		Preferred Customer Autoship	Preferred Customer	Customer	Retail	BV	PIB
Energy & Performance Premium Pack*  • 4 IsaLean Shake (any flavour)	• 1 AMPED Hydrate (Juicy Orange)	€511.00 Including VAT	€540.97 Including VAT	€649.19 Including VAT	€721.41 Including VAT	310	€72
2 IsaLean Bar (Chocolate Decadence)     2 Nourish for Life     1 Ionix Supreme	<ul> <li>1 Whey Thins (White Cheddar)</li> <li>1 IsaBlender</li> <li>1 IsaShaker</li> <li>1 Free Annual Membership for One Year</li> <li>1 €50 Event Coupon</li> </ul>	€477.88 Excluding VAT	€505,99 Excluding VAT	€607.18 Excluding VAT	€674.65 Excluding VAT		
	5 e-Shot (6 count)     1 AMPED Hydrate (Juicy Orange)	€286.68 Including VAT	€302.54 Including VAT	€363.07 Including VAT	€403.47 Including VAT	194	€22
' '	1 Ionix Supreme	€270.43 Excluding VAT	€285.46 Excluding VAT	€342.55 Excluding VAT	€380.61 Excluding VAT		
	1 Ionix Supreme	€182.63 Including VAT	€192.20 Including VAT	€230.66 Including VAT	€256.32 Including VAT	124	€9
	<ul><li>2 e-Shot (6 count)</li><li>1 AMPED Hydrate (Juicy Orange)</li></ul>	€172.28 Excluding VAT	€181.35 Excluding VAT	€217.62 Excluding VAT	€241.80 Excluding VAT		
Shake and Shot Pack* • 2 IsaLean Shake (any flavour)		€148.73 Including VAT	€156.50 Including VAT	€187.84 Including VAT	€208.74 Including VAT	100	€9
• 5 e-Shot (6 count)		€140.29 Excluding VAT	€147.67 Excluding VAT	€177.21 Excluding VAT	€196.90 Excluding VAT		

<sup>\*</sup>IsaLean Shakes are meal replacement shakes for weight loss and weight maintenance. Providing 24 grams of high-quality protein per serving, they also contribute to the growth and maintenance of muscle mass.

Prices are subject to change and rounding differences.

## **GLOSSARY**

Retail Customer	A person who purchases Isagenix products directly from an Associate in person. Retail Customers are not Members.
Customer	Someone who has created a Membership account and purchases Isagenix products at discounted pricing for personal use or the use of their immediate family
Preferred Customer	A Customer who has established a Customer Membership account and agreed to the terms. They may elect to participate in the Isagenix Autoship programme and receive additional discounts.
Associate	An independent contractor who has met and continues to meet the requirements set forth in the Associate Contract. They may purchase and re-sell Isagenix products, subject to applicable laws, policies and agreements, and are eligible to earn under the Compensation Plan.
Member	Customers and Associates who have created an account with Isagenix.
Autoship	Our convenient delivery service that takes the hassle out of placing your order. Opt in and get your chosen packs, systems and products automatically delivered to you each month.
BV / Business Volume	A point value assigned to each commissionable product purchased/sold used to calculate commissions.
PIB / Product Introductory Bonus	A one-time bonus received when an Associate personally enrols a new Associate who purchases a qualifying pack at the time of enrolment.

## **PRODUCT FAST FACTS**

## WEIGHT MANAGEMENT SOLUTIONS



**ISALEAN™ SHAKE** – A nutritionally balanced meal replacement that contains whey protein, essential carbohydrates, fats, vitamins and minerals.

- Protein contributes to a growth in muscle mass
- 240 kcal per serving
- 24 grams of high-quality, undenatured protein
- · No artificial flavours or colours
- 8 grams of fibre per serving



## **NOURISH FOR LIFE™** – Is formulated with a blend of B vitamins for everyday revitalising and Cleanse Day⁴ support.

- · Contains 20 kcals per 4 tbsp serving
- Contributes to normal functioning of the nervous and immune systems<sup>1</sup>
- Aids in reduction of tiredness and fatigue<sup>2</sup>
- Supports normal energy-yielding metabolism<sup>3</sup>
- Perfect for everyday use and on Cleanse Days4
- 1 Vitamin B6 contributes to the normal functioning of the nervous, psychological and immune systems. Riboflavin (B2) contributes to normal functioning of the nervous system and vision. Thiamin contributes to normal functioning of the heart system.
- 2 B vitamins [B6, B12 and niacin (B3)] contribute to the reduction of tiredness and fatigue.
- 3 Vitamin B12 contributes to normal energy-yielding metabolism.
- 4 A Cleanse Day is a nutritionally supported fast that nourishes and energises your body's own detoxification systems. For further Cleanse Day information, visit Isagenix.com



### **ISAMOVE™** - Supports the Body's Natural Functions¹ Overnight.

- Contributes to normal energy-yielding metabolism<sup>1</sup>
- Supports the normal functioning and creation of proteins in the body<sup>1</sup>
- 1 Contains magnesium, which contributes to normal energy-yielding metabolism, normal functioning of the nervous system, muscle function and normal protein synthesis.



## THERMO GX™ – Carefully selected ingredients to naturally support your body's metabolism and energy production¹.

- Contains ingredients such as niacin and chromium to support metabolism<sup>1</sup>
- Includes other ingredients like green tea extract, cinnamon, cayenne, apple cider vinegar and cocoa seed
- · Contains no stimulants
- 1 Contains niacin and chromium. Niacin contributes to normal energy-yielding metabolism. Chromium contributes to normal macronutrient metabolism.



## **ISADELIGHT™** – These delicious, creamy chocolates help curb cravings and support Cleanse Days¹.

- · Contains green tea and antioxidants
- Packed with essential amino acids and an exclusive blend of B vitamins and minerals
- · 60 kcal per chocolate square
- · Guilt-free way to indulge
- Perfect for Cleanse Days

**Please note:** Transparency and accuracy are a top priority at Isagenix. We constantly strive to ensure that product information is complete, accurate, and current. However, at times, products may be unavailable or have different labels or attributes than those listed here.

<sup>1</sup> A Cleanse Day is a nutritionally supported fast that nourishes and energises your body's own detoxification systems. For further Cleanse Day information, visit Isagenix.com

## **PRODUCT FAST FACTS**

## WEIGHT MANAGEMENT SOLUTIONS (CONT.)



## **ISAGENIX SNACKS™** - The perfect companion to help curb cravings.

- Perfect for snacking in between meals or on Cleanse Days<sup>1</sup>
- Helps you stay on track with your health goals by supporting your metabolism<sup>2</sup>
- Chocolate-flavoured Isagenix Snacks contain undenatured protein and includes an amino acid complex
- 1 A Cleanse Day is a nutritionally supported fast that nourishes and energises your body's own detoxification systems. For further Cleanse Day information, visit Isagenix.com.
- 2 Chromium contributes to normal macronutrient metabolism and to the maintenance of normal blood glucose levels.



WHEY THINS™ - These savoury and delicious protein-packed snacks in convenient, 100-kcal individual packs are the perfect snack to provide good nutrition between meals.

- 10 grams of high-quality protein and 100-kcal per serving
- · Gluten-free
- Individually packaged servings are quick and easy on the go

## **ENERGY & PERFORMANCE SOLUTIONS**



### ISAPRO® - A high-protein shake with 18 grams of undenatured whey protein.

- Build and maintain lean muscle<sup>1</sup>
- Supports improved athletic performance<sup>1</sup>
- Whey protein is a rich source of branched-chain amino acids.
- · Naturally sweetened with no artificial flavours

1 Protein contributes to growth in muscle mass as well as the maintenance of muscle mass.



### **AMPED™ HYDRATE** - The sports drink, reinvented.

- Enriched with a carbohydrate-electrolyte solution, vitamin C and a full vitamin B complex to support proper hydration during exercise<sup>1</sup>
- Helps sustain athletic endurance<sup>1</sup>
- · Only 35 kcal per serving
- · Assists with hydration without any artificial colours or flavours

1 Carbohydrate-electrolyte solutions contribute to the maintenance of endurance performance during prolonged endurance exercise and enhance the absorption of water during physical exercise.



## **e-Shot**<sup>™</sup> – A nutrient-packed, naturally caffeinated shot to help jump-start your day and power through afternoon lulls.

- Natural, plant-based caffeine from green tea and yerba mate
- · Convenient alternative to tea or coffee
- · Perfect for the office, gym or on the go
- · No artificial flavours
- Contains 35 kcal per serving
- · Soy-free, gluten-free, dairy-free and vegetarian

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## **PRODUCT FAST FACTS**

## **ENERGY & PERFORMANCE SOLUTIONS (CONT.)**



**IONIX**<sup>®</sup> **SUPREME** – A daily botanical tonic with powerful herbs and nutrients and a blend of B vitamins to support overall health and wellbeing.

- Helps to reduce tiredness and fatigue<sup>1</sup>
- Supports the normal functions of several of the body's systems<sup>2</sup>
- Contributes to the protection of cells from oxidative stress<sup>3</sup>
- Convenient, ready-to-drink tonic that requires no preparation
- · Contains 20 calories per 30-ml serving
- 1 B vitamins [B6, B12, niacin (B3) and riboflavin (B2)] contribute to the reduction of tiredness and fatigue.
- 2 Vitamin B6 contributes to the normal functioning of the nervous, psychological and immune systems. Riboflavin (B2) contributes to normal functioning of the nervous system and vision. Thiamin contributes to normal functioning of the heart.
- 3 Riboflavin contributes to the protection of cells from oxidative stress.



**ISALEAN™ BAR** – A delicious, high-protein bar to help you stay on track with your healthy lifestyle even when you're on the go.

- Contains 18 grams of high-quality protein
- Essential carbohydrates, fibre and fats
- Contributes to a healthy lifestyle by helping you reach your recommended protein intake

**Please note:** Transparency and accuracy are a top priority at Isagenix. We constantly strive to ensure that product information is complete, accurate, and current. However, at times, products may be unavailable or have different labels or attributes than those listed here.

## PRODUCT PRICE LIST



<b>IsaLean™ Shake</b> (14 servings per box)			
	Including VAT Excluding VAT		
Preferred Customer	€41.89	€39.52	
Customer	€50.28	€47.43	
Retail	€55.87	€52.70	
BV	27	27	



Nourish for Life™ (946 ml per bottle)			
	Including VAT	Excluding VAT	
Preferred Customer	€30.06	€28.36	
Customer	€36.08	€34.04	
Retail	€40.08	€37.82	
BV	22	22	



IsaMove™ (30 servings per bottle)			
	Including VAT	Excluding VAT	
Preferred Customer	€14.54	€13.72	
Customer	€17.46	€16.47	
Retail	€19.40	€18.30	
BV	12	12	



Thermo GX™ (30 servings per bottle)			
	Including VAT	Excluding VAT	
Preferred Customer	€20.37	€19.22	
Customer	€24.45	€23.07	
Retail	€27.16	€25.63	
BV	14	14	



<b>IsaDelight™</b> (30 servings per box)			
	Including VAT	Excluding VAT	
Preferred Customer	€34.92	€32.94	
Customer	€41.90	€39.53	
Retail	€46.56	€43.92	
BV	27	27	



Isagenix Snacks™ (30 servings per bottle)			
	Including VAT Excluding VAT		
Preferred Customer	€23.28	€21.96	
Customer	€27.93	€26.35	
Retail	€31.04	€29.28	
BV	14	14	



<b>IsaLean™ Bar</b> (10 servings per box)			
	Including VAT	Excluding VAT	
Preferred Customer	€26.18	€24.70	
Customer	€31.43	€29.65	
Retail	€34.92	€32.94	
BV	18	18	



Whey Thins™ (10 servings per box)			
	Including VAT Excluding VAT		
Preferred Customer	€17.46	€16.47	
Customer	€20.95	€19.76	
Retail	€23.28	€21.96	
BV	12	12	



<b>IsaPro</b> ® (30 servings per container)			
	Including VAT	Excluding VAT	
Preferred Customer	€40.74	€38.43	
Customer	€48.89	€46.12	
Retail	€54.31	€51.24	
BV	29	29	



AMPED™ Hyd	AMPED™ Hydrate (24 servings per box)	
	Including VAT	Excluding VAT
Preferred Customer	€24.24	€22.87
Customer	€29.10	€27.45
Retail	€32.33	€30.50
BV	14	14



lonix® Supreme (946 ml per bottle)		
	Including VAT	Excluding VAT
Preferred Customer	€30.06	€28.36
Customer	€36.08	€34.04
Retail	€40.08	€37.82
BV	22	22



e-Shot™ (6 servings per box)		box)	
		Including VAT	Excluding VAT
	Preferred Customer	€14.54	€13.72
	Customer	€17.46	€16.47
	Retail	€19.40	€18.30
	BV	10	10



IsaBlender™		
	Including VAT	Excluding VAT
Preferred Customer	€36.53	€30.19
Customer	€43.84	€36.23
Retail	€48.71	€40.26
BV	0	0



IsaShaker™		
	Including VAT	Excluding VAT
Preferred Customer	€5.53	€4.57
Customer	€6.64	€5.49
Retail	€7.39	€6.10
BV	0	0

Fees	Cost
Annual Fee	€42.35 inclusive of VAT
Annual Fee on Autoship	€30.25 inclusive of VAT
International Sponsorship Fee	€54.45 inclusive of VAT
Delivery	€5.99 inclusive of VAT**

Prices are subject to change and rounding differences.
\*\*Isagenix EU BV (Netherland) offers a flat rate shipping fee of €5.99 inclusive of VAT and an average delivery window of 1-2 days.
Please log in to your Back Office for the most current product offerings and pricing.

## **LAUNCH MESSAGE GUIDELINES**

## Do's & Don'ts When Sharing News About the Launch

We are glad that teams are spreading the word on social media and through their networks; however, we want to emphasise how important it is that everyone is using the proper messaging so as not to confuse or mislead our Customers.

#### WHAT TO SAY IN PUBLIC FACING MESSAGES

Examples of what you SHOULD use:

- Belgium Coming Soon! Want details? Call me!
- I'm so excited that the company I'm aligned with just announced that it will be launching in Belgium soon! Message me for details!
- Exciting news! Isagenix is coming to Belgium! Contact me to learn more.
- Count down to Belgium launch... Contact me to learn more about the upcoming "Isagenix Invasion."

Examples of what you should NOT use:

- I just enrolled 3 new Customers in Belgium! Are you ready to join?
- Belgian friends, are you ready to sign up? I have all the details. Join today!
- Taking new Customer sign-ups right NOW for Belgium.
- Sign up now for Isagenix in Belgium and get a free Membership.
- Registering now for Isagenix Belgium! Don't miss out on this opportunity.

### FINALLY, A FEW VERY IMPORTANT "DON'TS"

- Please don't create marketing materials or videos (including internal team training materials) or hand out marketing materials from the UK or any other country. Products and promotions vary by country, and we need to manage expectations for the launch. Presentations and videos may not be made until we publish the official Belgium Isagenix Compensation Plan, product listing and claims.
- In line with current advertising policies, do not use the Isagenix name or any other Isagenix trademark in any domain name, paid search advertising, social media profile or group name, or place social media ad campaigns targeted to residents.
- Please do not promote Isagenix in public forums or groups. (Note: this does not apply to posts on your personal social media profile, which are only visible to your current social media contacts.)
- You may hold a meeting for your personal contacts; however, you may not publicly discuss or promote the meeting through any medium, including your personal social media account or closed social media group.

Check IsaFYI.com/International to stay current on additional products and promotions that may become available.



If you have any questions, please contact compliance at **ComplianceEU@IsagenixCorp.com** or email Customer Service. They, along with the entire Isagenix team, are here to help you be successful!

## **FREQUENTLY ASKED QUESTIONS**

### Q: When does Belgium open for Business?

A: Isagenix is committed to opening Belgium as soon as possible while ensuring that the infrastructure is ready to support leaders as they start building in Belgium. Our target is to go live in the Spring of 2018 and we plan to share the exciting details on the next steps in this expansion on IsaFYI.com/International. Please keep in mind that dates are always subject to change and we will do our best to keep you as informed as possible with relevant updates. If you need more detailed information, please speak with your country's sales team.

## Q: Now that I am excited about Belgium, what should I do next?

A: Connect with your personal contacts and share that Isagenix is coming later this year!

### Q: How do I get set up to build internationally?

A: Visit IsagenixBusiness.com and click "International" for more information on how to grow your business globally.

## Q: Where can I get regular updates about the Isagenix expansion into the EU?

A: We post regular updates on products, promotions, events and more at IsaFYI.com/International. In addition, you can also subscribe to email updates by entering your email address at the top of the IsaFYI International webpage.

#### Q: Is there a pre-enrolment for Belgium?

A: No, there is no pre-enrolment for Belgium. There will be exciting launch promotions to support the market including Rank Advancement Bonuses and Double PIB.

## Q: Can I ship products to my contacts in Belgium prior to the launch?

A: No, please do not ship products to Belgium or any other country in which Isagenix is not open for business. This could jeopardize our entry into the market.

### Q: What region does Belgium fall into?

A: Belgium will join the UK, Ireland and Netherlands as part of region number 50.

#### Q: What products will be available in Belgium?

A: All products available in other EU countries will be available in Belgium. Please visit www.isagenix.com for updates and more details.

## Q: Will Rank Advancement Bonuses, DPIRs and DPIBs be available when the market launches?

A: Yes, these bonuses will be available when the market launches.

#### Q: What is a premium pack?

A: A premium pack is a great pack to get started with. This pack contains enough products for your first 30 days plus some to share with your family or friends. It also provides free membership and a coupon for one Isagenix event!

#### Q: What is Autoship? When can I set it up?

A: Autoship is an optional programme of convenience permitting preselected, pre-authorised orders to be automatically shipped on a selected date each month. The Autoship program provides additional savings and convenience to Members who elect to participate. This can be set up as soon as the market is open for business through the Associate Back Office.

#### Q: What is the Associate Back Office (ABO)?

A: The online portal through which Associates and Customers have access to information and tools helpful to operating their Isagenix businesses or learn more about the products.

### Q: When can I expect to receive my order?

A: The standard delivery time is 1 to 2 days. However, due to the anticipated high volume during the first month, please expect longer delivery times.

### Q: How can I track my package?

A: Your tracking number will be available in your Back Office after 24 hours of your parcel being shipped.

### Q: What is the Cost of Shipping?

A: The cost of shipping is €5.99 including VAT per 32 kg of shipping weight.

#### Q: What is VAT?

A: VAT stands for Value Added Tax. In the EU, VAT is a broad consumption tax determined on the value added to goods and services.

## Q: How does the fact that I am VAT registered affect my orders and commission payment?

A: Most Isagenix Customers are subject to VAT in their registered market. However, if you are VAT registered and have entered a valid number into your Back Office you will receive orders from Isagenix zero rated for VAT. Your commission payment will not have VAT added but will be subject to the VAT 'reverse charge mechanism'. This commission amount will need to be considered when submitting your VAT return. Please consult your financial advisor on the proper handling of your tax liability.

## **LEADERSHIP**

## **Your European Sales Team**



**Jonas Hedberg** Regional General Manager Europe

Jonas brings extensive experience to Isagenix. For nearly 20 years, he has led both established and startup businesses in the direct selling industry, including numerous top 50 companies. Under his leadership as a General Manager, he has worked closely with field leaders and has a wide range of experience in European expansion.



**Kevin Denham**Sales Director Europe

Kevin brings experience from two key industries to Isagenix and has been in network marketing for over eight years. Prior to working with Isagenix, Kevin was a senior sales manager for Western Europe and a business development manager in the network marketing industry.



**Sean Freckleton**Sales Manager UK & Ireland

Before joining Isagenix, Sean spent 10 years running his own company. In addition, Sean has worked for several network marketing companies and brings over ten years of experience helping independent business Associates in the network marketing industry. Sean is passionate about helping others build a legacy business with Isagenix.



Joost Seijkens Sales Coordinator

Joost joined Isagenix after several years in the hospitality industry. Starting out in Customer Care, his energy and drive quickly got him a position within the sales team. Joost enjoys the outdoors and staying active with hikes and water sports.

## **Contact Information**

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