

Mark and I have for some time been battling with our food and cleaning products in retail stores. The main reason being it was costing us so much in sales and merchandising fees, rebates (paying the stores to stock our products), returned and damaged goods. Many times *their* customers would eat or damage our products and the store would return the empty packet demanding a full refund from us!?! On one occasions a store returned a broken olive oil glass bottle via a courier service... *the cost of the courier fees was more than the cost of a new full bottle of olive oil!* Yes, they demanded a refund even though their customers or staff had broken the bottle! We had to pass these losses onto our customers but chose to rather liquidate the company as it was simply not right to charge customers more for a retail outlets bad management of stock. This has at times added up to over 60% of the retail price!

The latest share prices show that most, large chain stores have increased profits for annually of over 15%. So while most small suppliers like ourselves are battling to pay our staff, the retail chains are squeezing us for more rebates, and while we show losses, they show a huge increase in profits. The time has come to turn the retail industry on its head! After 35 years in business we can honestly say that it is almost impossible to keep a small company afloat and the only real winners are the big guys and the landlords.

Then for many years we have met people who have promoted our books, DVDs and courses to dozens if not hundreds of friends and family members and jokingly commented that they have shares in The Natural Way. We have so wanted to reward these people somehow.

Many others have expressed an interest in getting involved in a health-related business like a retail outlet, which we have discouraged, as the only people that really benefit from retail stores are the landlords! Some of you consistently send us your resume year after year hoping for some position with our company.

Then most people say they cannot find our products at all and those that can find our products, don't find the full range and are very dissapointed.

Finally, after many years of research and development, Mark has come up with a loyaly rewards system, that gets our products directly into the end users hands and mouth! A system that allows you to run a healthy business, should you so wish, without leaving your home or enriching a landlord and a system that rewards our

loyal customers handsomely! The money that we were giving to the big retailers, we can now spread around to our customers. If you tell your friends and family about this system, you can receive rebates 4 members deep. Now you can have access to ALL our products on line and be able to shop and have our full range and MORE delivered to your nearest post office or front door! Our only regret is that we have not been able to reward you sooner. We call this system;

The Natural Way Network Loyalty Program

Get paid to eat healthy!

Mary-Ann's awesome range of products (see details below) is now available direct to you at preferential prices, with the opportunity to earn commission for promoting the products to family, friends, colleagues, and strangers – whoever you come in contact with!

Order Mary-Ann's products directly from the Natural Way at better prices, and receive even more discount. Introduce family, friends, colleagues and strangers to the network and receive discount and a rebate on their orders as follows:

To earn money

Your order needs to be R500 or more a month for up to the 3rd level, R1000 a month for up to the 4th level, R2000 a month for up to 5th level and R4000 a month for up to the 6th level

- A rebate of 9% on personal purchases (pp)

- Plus (7)% commission on your 1st level (people you introduced)

- Plus (5) % commission on your 2nd level (people your 1st level introduced)

- Plus (3) % commission on your 3rd level (People your 2nd level introduced)

- Plus (1) % commission on your 4th, 5th and 6th levels.

HOW DOES THE PROGRAM WORK?

Step 1:

Sign up for membership of the Natural Way Network (NWN) loyalty program at www.mary-anns.com. Right hand bottom – click Affiliate

Step 2:

Place your order and pay – you can at any time purchase more product throughout the month. Your total rebate based on your own and your group's sales will be calculated immediately after verification for you to see how much you have earned so far and will be paid into your bank account by the 20th of the following month.

Step 5:

Order dispatched door to door or collect your order from our premises in Gordons Bay

EARNING INCOME ON THE PROGRAM:

1. Read all the information available under tools
2. Tell your friends, family, colleagues, school, church, etc about the program. They repeat the above process.
3. At the end of every month your rebate on people from level 3- 6 will only be paid if you qualify for that level.

4. For best results in the long term you need to grow your business deep and wide; width gives you quick rewards but depth gives you substantial growth and a consistant stable income so make sure you grow wide and deep.
5. We recommend focusing on 16 people on your personal level and help them to introduce at least 16 people to the loyalty rewards program (LRP) then encourage the people you sign up to do the same.
6. For best growth you need to genuinely believe in the products and want to help others. You will literally find a business exploding under you with the right approach!

THE NATURAL WAY RANGE OF PRODUCTS:

This is a list of some of our existing Mary-Ann's products and our expanded Natural Way range, we intend to expand this range as and when needed. Our aim is to supply our customers with the products they want and need from food, to clothing and bedding and even environmetally friendly cars if we can! The idea is for you to evetually shop on line for everything you need to follow The Natural Way or your own natural health lifestyle, while benfitting financially by getting discouted prices and be able to earn a decent income from your home depending on how many people you tell about the products; AND have your products delivered to your front door.

So as we grow we will add the products you want and need in the quantities you want and need. In time we may not need to go anywhere near a shopping centre!

TREATS:

Carob Bars: Delicious alternate to chocolate; caffeine, sugar & artificial sweetener free. Ideal for children, adults, diabetics. Sweetened with fructose as

it does not upset your blood sugar. Coconut, Raisin and Pecan, date and orange peel available

Halva Bar: Natures' energy bar, made from raisins, dates & tahini. The ideal convenient pick-me-up for the sportsman, executive, mother, child, etc.

Seed Bars: Sesame and sunflower, packed full of protein, held together with raw honey. Endurance and Recovery bars – best for all kinds of sports

Wheat-free oat bars: Made with oats, honey, dates, coconut and honey, plain and carob coated available

Cashew & Date fudge also dipped in carob

DRIED FRUIT: The tastiest range of dried fruit, available seasonally. All completely preservative free and non-irradiated. Dried pineapple, dates, peaches, pears, raisins available seasonally. Dried apple rings dipped in almonds, coconut, carob, cinnamon, honey etc.

GROCERIES: Brown rice, polenta, organic oats, muesli (granola) wheat free and grain free, gluten free pastas made with rice flour, gluten free baking mixes, olive oil, organic salts, vegetable stock, honey, and more.

BOOKS, DVDs: All Mary-Anns books plus other books like The China Study, a variety of local natural recipe books & more than 30 DVDs on healthy living.

COURSES: The Natural Health and Nutrition course and the Natural Health Consulting course.

SKIN & HAIR CARE & MAKEUP: NaturalMente Skincare, haircare and makeup as well as our own local NW range of skin care and personal products.

NATURAL KITCHEN & TABLE WARE: Saladmaster cookware, Tribest blenders, milk frother etc. Thermomix etc.