

## FREIGHT HANDLING & INSURANCE (FHI) & GST

\$20 or 6% of the Consultant order (whichever is the greater) is added to the final amount pre GST to be paid as a *contribution*, by the Consultant towards FHI.

**FHI is not charged on the Starter Kit provided it is ordered and delivered with a product order.**

## Free Product

As an extra incentive for Consultants to build the retail side of their business, the company offers free product achievable on a monthly basis, see the chart below. It is the responsibility of the Consultant to calculate and claim the product they select. They calculate this on the **product** total of the Consultants order and is claimed *at the time of ordering* their last order of the month.

Free products are selected at rrp (inc GST) and should be included in the Specials section of your order with an "F" prefix. These are non bonus items!

Free product can not be used to order a "special" item or be part of any other promotion.

## Free Product Table #

\$330	Cons.	Price	<b>product</b>	order you select	\$28	of product at RRP
\$440	"	"	"	"	\$39	"
\$550	"	"	"	"	\$50	"
\$800	"	"	"	"	\$72	"
\$1,100	"	"	"	"	9%	"
\$2,200	"	"	"	"	10%	"

Free product should be used to order **product** but any excess can be used on accessories.

## GST

GST is a 10% tax passed on to the final consumer and not a tax on a business. GST is added to the *final payment* due to the company by the Consultant *after* adding FHI (see order forms).

**Only Consultants who sell over \$75,000 in a year are required to register for GST although others may choose to do so.**

## **GST Registered Consultants**

These Consultants are able to offset GST paid for product and expenses, against GST collected from their customers which amount is included in the customer price.

## **Non GST Registered Consultants**

These Consultants pay GST on their order total.

Although they can't actually charge GST (because they aren't registered) they are, in effect, able to **recover the GST they have paid, by charging their customers the same recommended retail price (or more) as does a registered distributor (which includes GST).**