



Australia and New Zealand

Dear Global Tiens Leaders,
亲爱的全球天狮领袖，

HOW TO GET STARTED GUIDELINES

開拓澳新天獅市場錦囊

Greetings from Tiens Australia and New Zealand. We would like to explain the operating model in this market and how you can start and build your network here.

澳大利亚和新西兰天狮（澳新天狮）向大家致以最亲切的慰问。我们在这里向大家解释这个市场的运营模式，以及如何在这里开始和建立您的网络。

1. If you want to sponsor a person or group in ANZ – there are 2 options depending on where you want to earn the bonus and rewards:

如果您想在澳新天狮推荐某个人或团体，您可以根据您要获得奖金和奖励的国家，有 2 个选项：

1. Earn bonus in your home country.

在您现在的所居住的国家获得奖金

1. As an international Tiens Distributor you are automatically qualified to sponsor people in any Tiens market in the world.

作为天狮国际经销商，您可以自动获得在全球任何天狮市场推荐伙伴加入的资格。

2. Step 1 - Ask your prospects in ANZ to go to <http://web.au.tiens.com/> (for Australia) or <http://web.nz.tiens.com/> (for New Zealand)

步骤 1 - 告诉您有澳新潜在的客户可以登录公司网站: <http://web.au.tiens.com/> (适用于澳大利亚) 或 <http://web.nz.tiens.com/> (适用于新西兰)

3. Step 2 - They must register as new Distributors using your international Tiens Distributor number as their Direct Sponsor and Placement Sponsor.

步骤 2 - 他们必须注册为新的经销商，同时必须使用您的天狮国际经销商号码作为他们的直接推荐人和安置人。

4. Step 3 – Your new downline must buy the Silver, Gold or Platinum card.

步骤 3 - 您的新伙伴必须购买产品，成为银卡，金卡或白金卡的会员。

5. Step 4 - When you and they build the business here in ANZ you will receive all the benefits of the ANZ Compensation Plan paid to you in your home country in your local currency.

步骤 4 - 当您和伙伴在澳新天狮建立了业绩，您即可在您的国家获得以当地货币支付的奖金。（以澳新天狮奖金制度为标准）

- i. Note: Before you can receive an international bonus, you must inform Tiens CHQ that you are starting international operations in ANZ and get an acknowledgement from them.

注意：在您获得国际奖金之前，您必须通知天狮中国总部您在澳新天狮开展国际业务，并获得批准和确认。

Address: Level 14, 330 Collins Street, Melbourne, Australia, 3000 Tel: +61 3 8601 1186

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- ii. If you don't inform Tiens CHQ they will hold your international bonus until you do so.
在您获得天狮中国总部批准和确认开发澳新市场之前，总部将暂缓发放您的国际奖金

2. Earn bonus in Australia and/or New Zealand.

在澳大利亚和/或新西兰获得奖金

1. As an international Tiens Distributor you are automatically qualified to have 2 more positions in any Tiens market in the world.
作为天狮国际经销商，您有权在澳新天狮自动获得再拥有多 2 个职位。
2. Step 1 – You go to <http://web.au.tiens.com/> (for Australia) or <http://web.nz.tiens.com/> (for New Zealand)
步骤 1 - 登入公司网站 <http://web.au.tiens.com/> (澳大利亚) 或 <http://web.nz.tiens.com/> (新西兰)
3. Step 2 – You can register for a new Distributor number using your international Tiens Distributor number as your Direct Sponsor and Placement Sponsor.
步骤 2 - 您可以在澳新注册新的经销商号码, 使用您在本国的经销商号码, 作为您的直接推荐人和安置人。
4. Step 3 – You may choose to buy the Silver, Gold or Platinum card in this market.
步骤 3 - 您可以选择在这个市场上购买产品，成为银卡，金卡或白金卡会员。
5. Step 4 - When you build the business here in ANZ you will receive all the benefits of the ANZ Compensation Plan paid into your Australia & New Zealand bank account in local currency.
步骤 4 - 当您和伙伴在澳新天狮建立了业绩，您将在您的澳大利亚和新西兰银行账户, 获得本地货币支付的奖金。

2. Getting started – Placing your first order under Development Sales to set your rank (100 BV Silver, 400 BV Gold, 800 BV Platinum)

正式开始 - 在拓展产品系列中選購您的首次订单及设定您的职级 (100 BV 银卡，400 BV 金卡，800 BV 白金卡)

1. Log into the B2C system using your Distributor number and password.
使用您的经销商号码和密码登入 B2C 系统。
2. Choose any products from the current list of Development Products.
从現有拓展产品系列中选择任何产品。
 1. Note: At this time, ALL Products can be purchased under Development sales
注意：您可以购买网站的任何产品作为拓展业绩
 2. However, only the Dietary Supplements and Skin Care products can be purchased under Retail sales.
但是只有保健食品和美容护肤品可以在零售产品系列中购买。
 3. The B2C system can only process payments by any VISA or MasterCard credit or debit card

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B2C 系统只能以 VISA 或万事达信用卡或借记卡付款。

- i. PayPal, American Express and other credit/ debit cards are not able to be processed at this time but we are working on making it available soon.

PayPal，美国运通卡和其他信用卡/借记卡暂不能付款。

3. Compensation Plan

奖金制度

1. The Compensation Plan for ANZ is a modified version of the new compensation plan for international markets 澳新天狮的奖金制度是国际市场新奖金制度的修改版本
2. The ANZ Compensation plan is published in US DOLLARS. 澳新天狮的奖金制度以美金计算。
3. The PV BV on each product is based on the price in US DOLLARS and is approximately 70% of the recommended retail price (excluding duties and taxes)
每个产品的 PV/ BV 是以美金的价格计算的，约为推荐零售价格的 70%（不包括关税和税项）
4. Bonuses are earned in US DOLLARS but converted and paid to you in your local currency.
奖金以美元计算，以当地货币兑换及支付。
5. Some bonuses which may appear in your market's compensation plan may not be on this plan
你会发现所您现在国家的奖金制度与澳新所使用的奖金制度有所不同。
6. However, the total amount of bonus % paid to Distributors as a % of total BV is still the same as set for all international markets
然而在天狮任何一个国际市场，作为向经销商支付的奖金总额百分比与全部 BV 百分比均相同。
7. Because of the pricing of products in ANZ, the \$ value of bonuses may be slightly different from your market.
由于澳新天狮的产品定价，奖金的价值可能与您的市场略有不同

4. Product Pricing 产品定价

1. The Price List for ANZ is based on many factors including the source of products and local cost of living index.
澳新天狮的价格表的产品订价是基于许多因素，包括产品来源和当地的生活成本指数。
2. Our products are manufactured and sourced from different countries of origin; China - health apparatus, Japan – Cosmetics and Spain/Europe – Dietary Supplements.
产品是从不同的原产地制造和采购的; 中国 - 健康器械，日本 - 化妆品和西班牙/欧洲 - 保健食品。
3. Cost of goods purchased in US\$, transportation costs, import duties and taxes, exchange rates etc. are only some of the factors that impact final pricing.
所有产品均以美元采购，运输成本，进口关税和税费，汇率等只是影响最终定价的一些因素。

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4. The ANZ Price List is published in US DOLLARS for the purpose of aligning PV BV per the compensation plan and also in local currency for online pricing of products.
澳新天獅价目表以美元标注价格，目的是與獎金制度中的 PV BV 对照，线上产品以当地货币定价。
5. The PV BV on each product is based on the price in US DOLLARS and is approximately 70% of the recommended retail price (excluding duties and taxes)
每个产品的 PV BV 基于美元的价格，约为推荐零售价格的 70%（不含關稅和稅項）
6. The present list of products is selected from the TOP 10 selling products in our key global markets and is also based on the market needs of ANZ consumers.
目前的产品系列是从全球主要市场的十大畅销产品中选出的，也是基于澳新天獅顧客的市场需求。
7. Because these products are our top sellers, they are easy to explain and train your downlines on.
因为这些是最畅销产品，較容易向客户推介和培训伙伴。
8. These are also easy to sell since they are simple to use and explain to consumers.
这些产品的优势在于使用简单且易于理解。
9. We will continue to add to this list on a regular basis to keep the excitement high.
我们将继续定期增加产品，以保持客户的热誠。
10. Please do not compare a new market product offering with that of your home country which may be much more mature and have experienced local Leaders.
请不要将澳新市场現有产品与您所在国家的产品进行比较，因为那是发展非常成熟且擁有丰富經驗領導人的市场。

5. Operations

運作

1. All products are warehoused in New Zealand and sold by Tiens Bio Tech New Zealand Pty Ltd
澳新所有产品的仓储均在新西兰，由天獅生物科技新西兰有限公司出售。
2. Products can only be ordered online via the B2C system and will be delivered to the local delivery address nominated by the Distributor.
产品可通过 B2C 系统在线订购，并将送交到经销商指定的本地交货地址。
3. A nominal delivery fee will apply based on the value of the Distributor's order, the higher the order value, the lower the delivery charge will be as a % of the order value.
根据分销商订单的价值，订单的运费将按照订单价值的百分比计算，订单价值越高，运送费用越低。
4. Average delivery time for orders delivered to New Zealand or any major city on the East coast of Australia is 7 – 8 business days. Other locations will take a little longer.
新西兰或澳大利亚东海岸主要城市的订单的平均交货时间为 7 - 8 个工作日。其他地点需要长一点时间。
5. Distributors will be able to track their deliveries online.

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经销商能够在线跟踪他们的货物。

6. Training – Our Training Manager is Katherine Pui Yuk Fa, a very experienced Direct Selling professional with many years of leadership experience in Hong Kong, China and other markets. Kathy will be available to support all your training needs so please communicate with her directly. Her email id is pui@tiens.com and her WeChat id is PuiYFHK

培训 - 我们的培训经理贝玉花，具有非常丰富的直销经验，曾在香港，中国和其他市场有多年的领导经验。她将支援您的培训需求，请直接与她沟通。她的电子邮件地址为 pui@tiens.com，微信 ID 为 PuiYFHK

7. Distributor/ Customer Service –
分销商/客户服务

1. Office address: Tiens Bio Tech Australia Pty Ltd, Level 14, 330 Collins Street, Melbourne CBD, Victoria 3000, Australia.
办公地址：澳大利亚维多利亚州墨尔本市中心，Collins 街 330 号，十四楼，天狮生物澳大利亚科技有限公司。
2. Phone: +61 3 8601 1186 (Australia only)
电话：+61 3 8601 1186（澳大利亚）
3. Email address: customercare.au@tiens.com (for Australia) and customercare.nz@tiens.com (for New Zealand)
电子邮件地址：customercare.au@tiens.com（澳大利亚）和 customercare.nz@tiens.com（澳新天狮）
4. B2C website: <http://web.au.tiens.com/> (for Australia) and <http://web.nz.tiens.com/> (for New Zealand)
B2C 网站：http://web.au.tiens.com/（澳大利亚）和 <http://web.nz.tiens.com/>（澳新天狮）

Sincerely,

STEPHEN BEDDOE

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