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2 月份美樂家生活館、顧客服務熱線及送貨服務將有以下特別營業時間安排：

日期	送貨服務	美樂家生活館 及 顧客服務熱線
1 月 25 日 (五) 員工周年晚宴	維持不變	上午 11 時 至 下午 4 時 30 分
2 月 4 日 (一) 年三十	上午 9 時 至 下午 1 時	上午 11 時 至 下午 5 時
2 月 5 日 (二) 農曆年初一	暫停服務	全天休息
2 月 6 日 (三) 農曆年初二		
2 月 7 日 (四) 農曆年初三		

特此通告，順祝商祺！

February 2019 Notice

Store Operating Hours

Please noted that delivery services, customer service hotline and store operating hours will have following arrangement:

Date	Delivery Service	Melaleuca Store / Hotline
25 January (Fri) ----- Staff Annual Dinner	Same as usual	11 a.m. ~ 4:30 p.m.
4 February (Mon) ----- <i>Chinese New Year's Eve</i>		9 a.m. ~ 1 p.m.
5 February (Tue) ----- <i>Lunar New Year's Day</i>	Service Suspended	Store Closed
6 February (Wed) ----- <i>The second day of Lunar New Year</i>		
7 February (Thu) ----- <i>The third day of Lunar New Year</i>		

Best Regards,
Melaleuca of Asia Ltd.
January 2019

關於美樂家官方電話號碼的重要通知

親愛的會員：

美樂家已沒有再使用「6299 4563」此官方電話號碼，敬請從手機中移除此號碼。

Important Notice

Melaleuca Official Telephone number

Dear customer,

Melaleuca Hong Kong is no longer using the telephone number of "6299 4563", please remove this from your contact book.

關於會員優惠組合的重要通知 (修訂)

美樂家優惠會員（即每月購物滿 35 點或以上）可享有專屬的購物優惠。

但當會員事務繁忙，無暇在當月消費的時候，美樂家為了保障閣下優惠會員權益，會為你附上便利禮券（即優惠會員組合），以便您下次來美樂家店舖換取您喜愛的產品。

由 2018 年 5 月 1 日起，便利禮券面額分別為：

港元 \$545 (35 點) 及 \$870 (55 點)。

特此通告，順祝商祺！

美商亞洲美樂家有限公司 啟
二零一八年 四月十日



Important Notice

Preferred Membership Pack (Revised)

There are numerous benefits when you commit to shop for 35+ Product Points monthly as a Melaleuca Preferred Member.

When life gets in the way and you forget to shop, Melaleuca protects your membership benefits by sending you a Convenience Certificate that can be redeemed for products on your next shopping trip. Melaleuca Starting May 1, 2018, Convenience Certificates are HK\$545 or HK\$870 depending on your commitment agreement.

Best Regards,

Melaleuca of Asia Ltd., Co.

April 10, 2018

美樂家事業獎勵制度修訂

美樂家事業獎金制度更新 (2017 年 8 月 1 日生效)

一. 單次 / 快速晉階獎金

1. 單次 / 快速晉階獎金

b. 當你晉升總監 2(含)以上之階銜，單次/快速晉階獎金的發放時間會依不同階銜及組織續訂率決定，發放方式如下表：

總監	總監2 ~ 總監6		總監7(含)以上	
晉階當月立即發放	以晉階月起算，當月組織續訂率 $\geq 90\%$ ，隨即發出1/3。	以晉階月起算，當月組織續訂率 $< 90\%$ ，需連續合格三個月。	以晉階月起算，當月組織續訂率 $\geq 90\%$ ，隨即發出1/3，當月最多發出3筆1/3的晉階獎金。	以晉階月起算，當月組織續訂率 $< 90\%$ ，需連續合格三個月，當月最多發出3筆1/3的晉階獎金。

其他規則維持不變，詳情請參閱美樂家事業獎勵制度 (2017 年 8 月版)，新版本亦可於網頁參考資料庫中「資料下載 & 列印中心」下載。

特此通告，順祝商祺！

美商亞洲美樂家有限公司 啟
二零一七年 八月一日



Important Notice

A New Day Comp Plan Amendments

Update in “A New Day” compensation plan booklet

1. Advancement/Pacesetter bonus payout

b. When you advance to Director 2 above, your Advancement/Pacesetter bonus will be paid in accordance with your advancing status and retention rate as below.

(Effective Aug 1st 2017)

Director	Director2~Director6		Director7 above	
Payout in the same month	Marketing Executives that have a retention rate of 90% or greater will be paid 1/3 advancement payments	Marketing Executives that have a retention rate below 90% are paid out advancement payments after they have maintained the status for 3 consecutive months	Marketing Executives that have a retention rate of 90% or greater will be paid up to three 1/3 advancement payments at a time starting with Director 7	Marketing Executives that have a retention rate below 90% are paid out 1 status or three 1/3 advancement payments at a time after they have maintained the status for 3 months, starting with Director 7

Amended new version can be downloaded on website.

Best Regards,
 Melaleuca of Asia Ltd., Co.
 August 1, 2017

重要通告

美樂家政策聲明修訂

為保障事業代表團隊擁有健康的發展，美樂家政策聲明，第 34 項現更新附加細則如下：

34. 事業道德規範

獨立事業代表應：

- 以專業、有禮貌且體貼之態度從事美樂家事業。
- 以誠心且忠實之態度展示美樂家產品，並遵守美樂家之顧客滿意保證。
- 僅依美樂家公司正式文件上所記載內容說明美樂家佣金制度。
- 親自熟悉和使用美樂家公司所提供之銷售技巧、美樂家佣金制度和政策聲明。
- 使用美樂家公司正式文件上所述之方法說明美樂家事業機會。
- 提供其組織內之事業代表訓練、鼓勵和支援。

獨立事業代表不得：

- 從事任何欺騙、違反法令或不道德之行為（包括商業或招募）。
- 從事任何高壓銷售或招募行為。
- 推薦未成年人或無能力決定簽署獨立事業代表協議書之人。
- 未經其他會員顧客或獨立事業代表明白表示同意，而代其訂購美樂家產品。
- 將某位事業代表列名為推薦人或協助推薦人，但其並未參與聯繫聯絡人或美樂家事業推廣以招募新顧客或事業代表，且並未親自透過電話、其他視訊方式、面對面（或親自談話）等溝通方式來聯繫被推薦人並進行聯繫；或尋找任何違反或規避美樂家政策的方式。
- 以任何方式違反美樂家政策或迴避鑽漏洞。
- 對美樂家公司（包括員工）為惡意之謾罵、散佈謠言、擾亂會場或賣場秩序等行為。
- 以脅迫、利誘或其他不正當方法，妨害美樂家市場秩序或公平競爭等行為。

此外，任何獨立事業代表不得以直接或間接方式、提供或參與、從事下列行為：

- (1) 將任何一位獨立事業代表從美樂家獲得的佣金或獎金，另分配給予其他獨立事業代表或顧客；
- (2) 為晉階或賺取佣金獎金的目的，而向任何(包括潛在的)顧客提供任何金錢、任何形式的財務補貼、或不正當的服務(包括但不限於提供免費的美樂家產品)；或
- (3) 以不正當方式經營美樂家事業，包括但不限於：投資套利、利用虛假會籍、或對於任何獨立事業代表或顧客提供任何形式的財務補助。

新修訂版本的美樂家政策聲明亦可於網上下載。

特此通告，順祝商祺！

美商亞洲美樂家有限公司 啟

二零一七年 六月一日

Important Notice

Melaleuca Statement of Policies Amendments

Our compensation plan is built upon the principle of real customers, buying real products, because they really want them. This foundation has served us exceptionally well over the past 31 years, and will always be one of our guiding principles. As such we have updated policy 34 to reconfirm the importance of this principle and to assure that your business is protected for years to come.

34. Ethical Sales Practices

Marketing Executives shall:

- Conduct themselves in a professional, courteous and considerate manner;
- Represent Melaleuca products in a sincere and honest manner;
- Represent the Compensation Plan only as prescribed by Official Melaleuca Material;
- Become familiar with and utilize marketing techniques, Melaleuca's Compensation Plan and Statement of Policies, and other materials as prescribed by Melaleuca;
- Present the Melaleuca business opportunity in a manner which is consistent with Official Melaleuca Material; and
- Provide service, supervision, motivation, training and assistance to Marketing Executives in their organization.

Marketing Executives shall NOT:

- Engage in any deceptive, unlawful, or unethical business or recruiting practice;
- Engage in any high pressure recruiting practices;
- Enroll minors or persons who are not capable of making an informed decision with respect to entering into a Customer Membership Agreement or Independent Marketing Executive Agreement;
- Order Melaleuca products for other Customers or Marketing Executives without the express permission of such persons;
- List a Marketing Executive as an Enroller or Presenter who did not participate in the contact or the presentation of a new Customer or Marketing Executive and who did not meaningfully contact the Enrollee in person, over the telephone, or via other live, face-to-face (or vocal) means of communication; or
- Seek in any way to violate or circumvent Melaleuca's agreements or Statement of Policies.

In addition, Marketing Executives are prohibited from, directly or indirectly, presenting or participating in any arrangement that results in (1) the distribution of compensation received from Melaleuca by one Marketing Executive to any other Marketing Executives or Customers, (2) offering any money, any form of financial subsidy or other illegitimate service (including but not limited to free product) to any (including potential) Customer for the purpose of advancement or earning commissions, or (3) developing the Melaleuca business opportunity in an illegitimate way, including but not limited to, investment arbitrage, the use of fake accounts, or providing any form of financial subsidy to any Marketing Executive or Customer.

Amended new version can be downloaded on website.

Best Regards,
Melaleuca of Asia Ltd., Co.
June 1, 2017