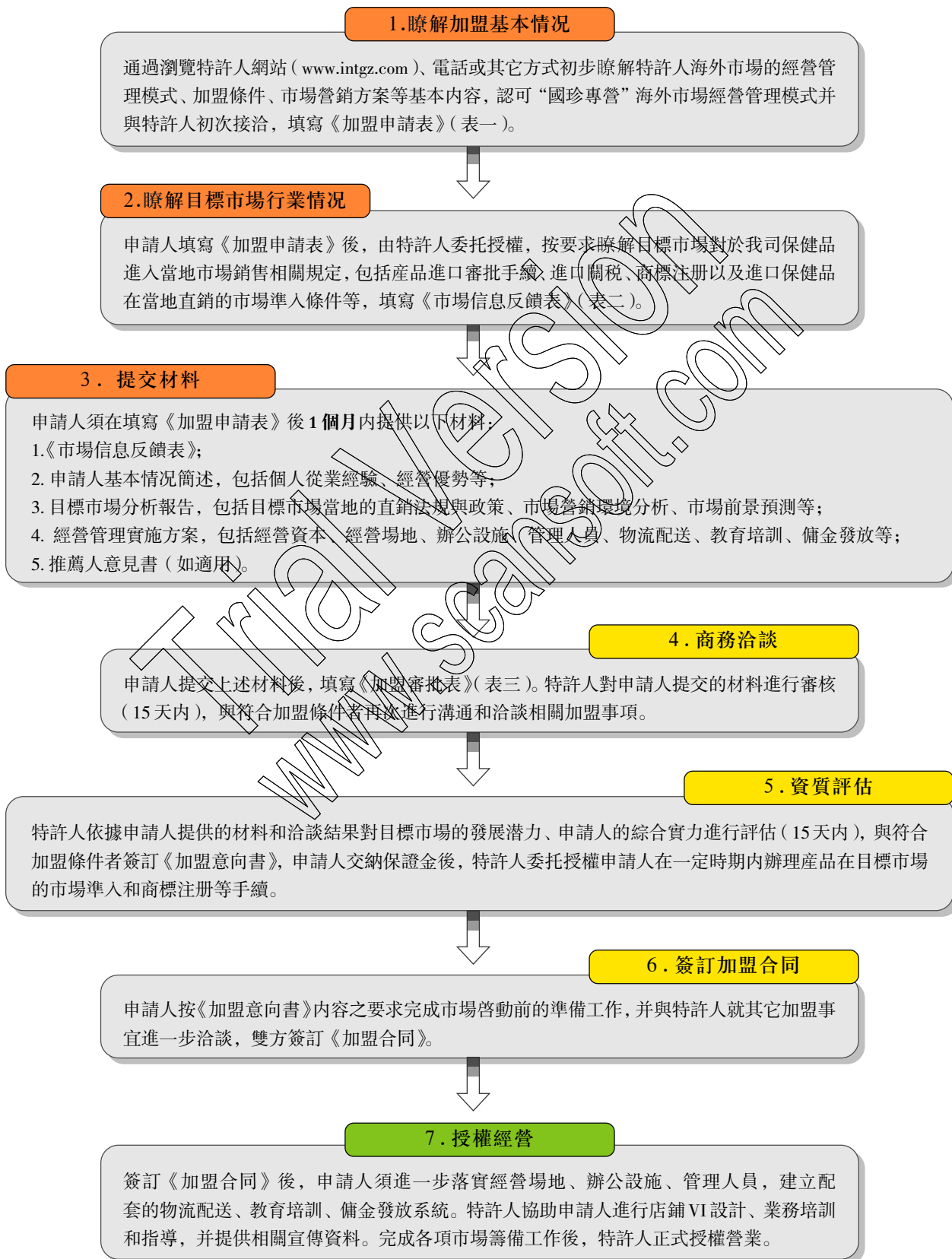


加 盟 流 程 指 南

本指南作為《海外市場加盟指引》的補充，詳細介紹了海外市場“國珍專營”的加盟流程，希望能夠幫助您早日開始“新時代”的事業旅程。



How to Join Us ?

As a supplement to the GUIDE TO OVERSEAS GUOZHEN SPECIAL, we are trying to give you a detailed account of the procedure of how to join GUOZHEN SPECIAL in the overseas market with a hope that you would be able to start your New Era career at an earlier day.

1. Understand Basic Conditions for Franchise

By browsing our website www.intgz.com, making phone calls or other means, you can gain a basic understanding about our way of operation in the overseas market, major conditions for franchise and the marketing plan, etc. If you identify with our business mode in the overseas market, you could make an initial contact with us, and fill in the **Franchise Application Form (Form 1)**

2. Understand Situation of Target Market

After you complete the Franchise Application Form, we might entrust you to acquire knowledge about relevant regulations on the importation and direct selling of our products in the target market, including examination and formalities for importation, import duties, registration of trade mark and market entry conditions for healthcare products, followed by completing the **Market Feedback Form (Form 2)**

3. Submit Materials

You shall submit the following materials within **one (1) month** after filling in the Franchise Application Form.

1. Market Feedback Form
2. Profile of Applicant, including professional experience and operating advantages.
3. Market Analysis Report, including local regulations and policies on direct selling in the target market, analysis of marketing environment and forecast of market prospects.
4. Business Plan, including operating capital, site, office facilities, managerial personnel, logistics, training and commissions distribution.
5. Reference from Sponsor (if applicable)

4. Hold Business Talk

After submitting the above-mentioned materials, you shall fill in the **Franchise Approval Form (Form 3)**. Then we would examine the submitted materials within 15 days, and communicate with the eligible applicant again to further discuss relevant affairs of franchise.

5. Evaluate Qualifications

We would make an evaluation of the development potential of the target market and comprehensive caliber of the applicant in line with the materials submitted and talk result within 15 days, sign a **Letter of Franchise Intention** with the eligible applicant. After you pay up the deposit, we would entrust you to handle formalities for market access and trade mark registration in the target market within a certain period of time.

6. Sign Franchise Contract

After the applicant finishes preparations for launching the market in line with the requirements of the Letter of Franchise Intention, and holds further talk about other affairs with us, both parties can sign the **Franchise Contract**.

7. Franchise Operation

After signing the Franchise Contract, you shall further fix business site, office facilities and managerial personnel and set up supporting systems of logistics, training and commissions distribution. We would help you conduct store VI design, professional training and provide relevant promotional materials. After completing preparations for launching the market, you can officially start operation.