

# Where does ∩∪∩|○ fit?

	Amazon	Shopify	
Customer Relationship	Amazon	Brand	✓ Brand
Side by Side Comparison	Yes	NO	✓ NO
Taking Payment	Amazon	Brand	✓ NUALO
Gamification built-in	NO	NO	✓ YES
Affiliates/Influencers	YES	Plugin	✓ YES ++
Market Place	YES	NO Synergy	✓ YES

## ∩U∩I∩ empowers Brands to:

- Stay focused on building product, brand, and community

#### We handle administration and core system operations for:



eCommerce: Servers, Software, Taxes, Taking Payment



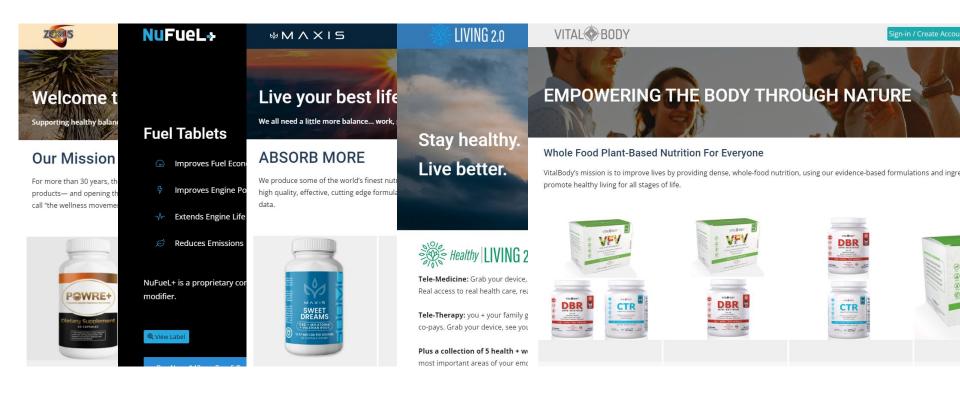
\$=> Rewards/Commissions: Tracking, Calculating, Paying



Platform Legality and Support: Agreements, Policies, Registrations, Platform Customer Support

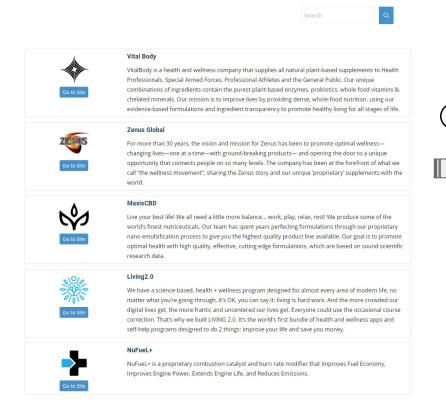
## ∩U∩|O empowers Brands to:

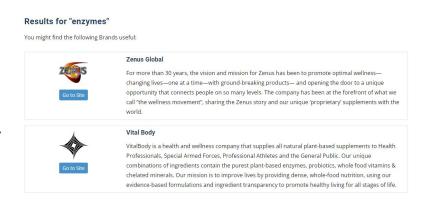
- Build and control your brand & eCommerce site (prod/sub)



## ∩U∩|O empowers Brands to:

- Protect the integrity of your Brand (Brand level results)





enzymes

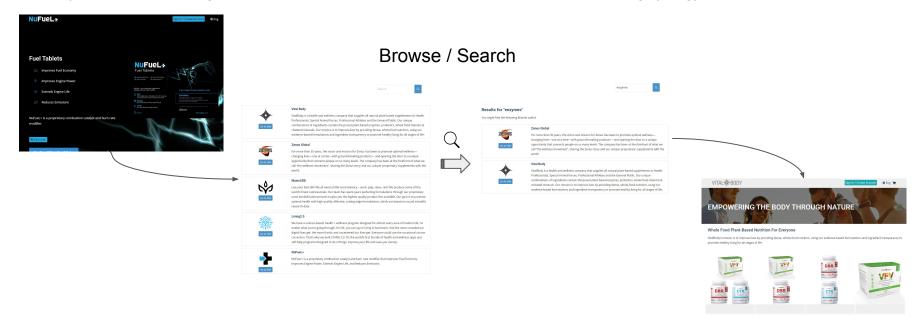
When Customers or Influencers search the result is <u>a list of Brand Shops</u>, not a list of products.

As a result, the customer's relationship is with the Brand.

#### ... understanding how Brand Partners create synergy.

NUALO, like a physical Mall, provides a platform for Brands to agglomerate. Each Brand Partner has their own website and each Brand Partner will develop sales on their own domain/site within NUALO. We are a community marketplace, where Brands, Influencers, and Customers connect, not a marketing platform.

Inevitably, customers will navigate from Brand site to Brand site within NUALO and shop, creating synergy.



#### The Synergies of how Brand Partners make money...

- **1-** You drive customers or you develop Influencers who drive customers to buy your product. (the same way any ecommerce, affiliate, or MLM site works)
- **2-** Other Brand's customers browse/search the NUALO platform, find you and buy your product. (synergy #1)
- **3-** Your customers browse/search the NUALO platform, find and buy another Brands product. (synergy #2)
- ... yes, you get paid when a customer you brought to the platform purchases a product/service from another Brand Partner on NUALO. (A synergy not available anywhere else.) Your customer is your customer for the life of the customer. Anything they purchase from any Brand Partner results in you earning.

Your <u>Customer Lifetime Value</u> [CLV] goes up dramatically, without you adding new products (or the risk/cost associated). Customers are now <u>potentially worth 3 or 4 time more</u> (perhaps even more).

## 

- A Brand's site can be LIVE in 2 weeks or less (if you're ready)
- No cost for Brands to participate in our Brand Partner program
- Handle all 'messy bits', so Brands can focus on their brand
- Is run by executives with 100+ years of combined experience



## nuala...

#### Does NOT

- Control your Brand or Company ownership
- Handle your product production/manufacturing

#### Is NOT

- An online digital big-box store like Amazon where 'brand' gets lost
- A 'feeder', 'pre-launch', 'proof', or 'temporary' platform
- An MLM and there's no purchase requirements to join or be active
- A Marketing Platform. It's a connection/sharing platform
- A wholesale / distribution platform or model

## Areas of Responsibility

(as governed by the NUALO BRAND PARTNER AGREEMENT)

#### **Brand Partner**

Physical Product: Manufacturing /Quality Control / Product Liability Insurance

Warehouse / Fulfillment (pick, pack, ship)

Service Product: Platform with API

Marketing and Collateral (images, videos, website, content, etc.)

**Product Customer Support** 

Product Training and Conference Appearances



User/Customer/Influencer Agreements, Service, and Payments Merchant Payment Processing

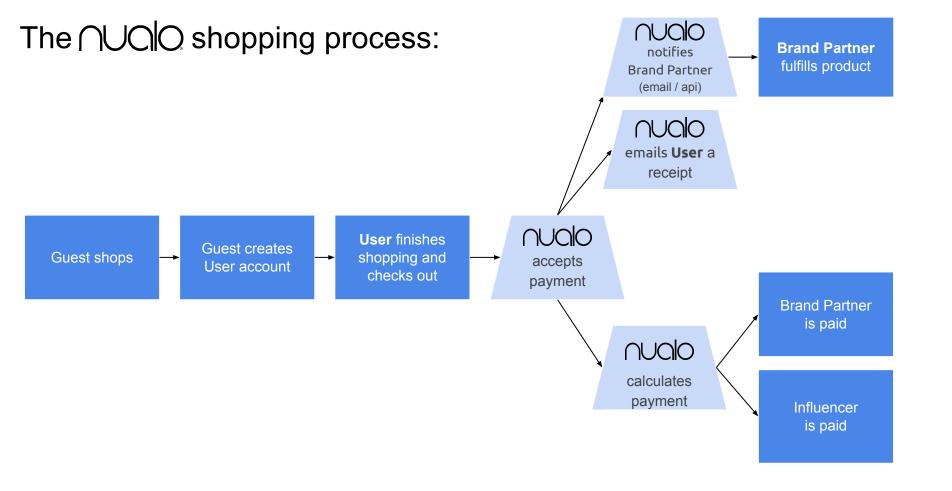
Gamification/Rewards/Commissions/Bonuses Tracking & Calculation

Sales Tax / VAT

Software / API / APP / Ecommerce

User/Customer/Influencer/Brand Platform and System Support

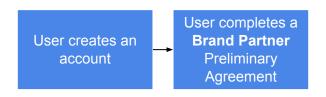
Online Tools / Field / Sales Training



User creates an account

#### Create a User account:

- Brand Partners are first, members of NUALO.
- Brand Partners may (and often do) promote their products within NUALO. #synergy
- Brand Partners may (and often do) introduce other Brand Partners to NUALO.



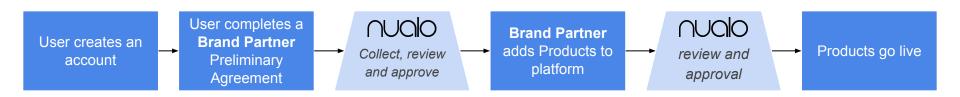
#### Preliminary Agreement:

- Acknowledge understanding of how the Brand Partner program works.
- Agree to work in good faith to provide needed digital assets, fulfillment/API, shipping rates (if applicable), etc.
- Provides a indication of intent to become a Brand Partner



#### Collect, Review, Approve:

- NUALO creates a Trello Board account (project management tool)
- Trello cards are where NUALO collects "What we need from you"
- Once we have "what we need", we get merchant account approval
- If approved, Brand Partner then executes the Full Brand Partner Agreement
- NUALO then gives the Brand Partner access to the BP Hub to enter products
- Brand Partner / NUALO collaborate on the Brand Partner's website/portal



#### Brand Partner enters product:

- Via the BP Hub, Brand Partners are able to enter products for their site
- Products, via the BP hub, will then be submitted for approval
- If approved, the product will be made live

#### A Brand Partner's Income derive from 2 Primary Roles:

- Providing Product ➤ <u>Brand Partner</u>
  - a. As the provider of product/service; a supplier; a drop shipper.
- 2. Creating Customers ➤ <u>Influencer</u>
  - a. promoting product/service; customer acquisition; marketing/sales.
  - b. Introducing other Brand Partners; B2B Introductions.

#### It's important to understand that:

- ➤ Brand Partners "sell" or provide a product/service
- Influencers "share" or market any Brand's products/services they choose (if a Brand Partner, their own or others)
- Customers "shop" (and may choose to also "share") or consume products/services from any Brand Partner.

A Brand Partner is also an Influencer when they do the marketing and a user registers or a customer purchases. A Brand Partner may also purchase products from any Brand Partner, also making them a Customer.

### 1) Role: Brand Partner, Delivering product/service

1. <u>25% of Price Sold</u> is allocated for the "wholesale" per-piece-price of each product/service sold.

#### 2. XP Splits

- 50% of the XP (points) assigned to a product/service are allocated to Gamification & Rewards.
- Prices need to remain competitive. Customer acquisition, retention, MRR/YRR from end users is the focus. Not all
  products have the margins for a \$1 to 1XP (points) ratio. Some products a lower than 1 to 1 XP to \$ ratio.
- EG. \$100 item carrying may be assigned 70 XP (thus rewarding \$35 vs \$50).
- The difference (\$15) will go to the Brand Partner.
- 3. **Shipping / handling** Brand partners may opt to charge a reasonable fee that will be passed through to the Brand Partner.

Note: other manual adjustments to accommodate exceptional products/services with very thin margins may be available at NUALO's discretion.

## 2) Role: Influencer, Promoting product/service

In addition to the Brand Partner earnings, a Brand Partner is paid through the Rewards Program as an Influencer when

they develop users and customers that create purchases. We allocate up to 50% of a product's XP to the 2-tier Rewards Program.

**Quick Summary\*** 

**Customer Acquisition** 

5% Cash Back (to buyer)

15% Direct Rewards/Commissions (Sphere 1)

5% Indirect Commissions (Sphere 2)

**Scored Impact / Network** 

Daily Bonus: gamified scoring, scored daily, paid daily.

Approximately 10% is rewarded over 31 days, see Chart.

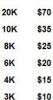
Leadership

Direct Override: 25% of a Direct's Daily Bonus, paid monthly (Sphere 1)

Indirect Override: 10% of an Indirect's Daily Bonus, paid monthly (Sphere 2)

\*Refer to the NUALO Rewards Program for further detail.

8	60K
8	40K
0	30K
0	20K
	10K
•	8K
8	6K



\$20,000 \$15,000 \$10,000 \$7,000

\$3,500

\$1,500

\$200 \$150

\$100

\$2.00

\$1.00

\$0.35

300K

<sup>800</sup> 

#### **Getting Paid**

NUALO has partnered with MassPay to pay Brand Partners, Influencers, and our Non-Profit Partners.

All sales transactions, commissions, and/or donations (for our Non-Profit Partners) are withdrawable weekly. NUALO funds MassPay once a week on Tuesday and pushes withdrawals every Wednesday.

Brand Partners will access their NUALO account to see all sales made, their accumulated balance, and applicable fees (if any). Brand Partners may request payment for sales made once each week, up to noon / 12 pm Mountain Time each Wednesday. NUALO will review and approve valid requests. Once approved Brand Partners will get an app notification and will log in to their NUALO system and transfer funds to their bank account through the MassPay.io Single Sign On portal accessible via their NUALO.com back office.



# Is OUO MLM?

	MLM	Affiliate	nuala:
Enrolment cost	<b>V</b>	×	×
Enrollment Packs	<b>V</b>	×	×
Register to participate	<b>V</b>	<b>V</b>	×
Monthly volume requirements	<b>V</b>	Few	×
Participants expected to buy	<b>V</b>	×	×
More than 2 tiers of commission	<b>V</b>	×	×
Bonuses	<b>V</b>	Few	<b>V</b>
Participants are Distributors / Direct Sales	<b>V</b>	×	×
Product available to participants at discounted rates	<b>V</b>	×	×
Customers are exclusive IP of company	<b>V</b>	<b>V</b>	×
Non-Competes limit who and what participants can market	<b>V</b>	×	X

# What stays the <u>same</u> with ∩∪∩|○?

	Traditional Start	nuala
Your Company Ownership	You own 100%	You still own 100%
Brand Control	You Control Brand	You Control Brand
Website Design	You	You (we can help)
Marketing / Sales	You	You
Product / Service COGs	You	You
Fulfillment / Delivery	You	You (we can help)
Product Liability	You	You

## What is <u>different</u> when you work with ∩∪∩!○?

	Traditional Start	nuala
Software, Servers, Tech	You	Already Done!
Merchant Processing	You	Already Done!
Payroll / Paycard	You	Already Done!
Sales Tax/VAT Tracking/Paying	You	Already Done!
Rewards/Commission plan	You	Already Done!
Policies/Terms	You	Already Done!
Infrastructure	You	Already Done!
International Expansion	You	We have the Team!
Experienced Executives	You	We have the Team!
Time to Live	4-8 Months	2-3 Weeks
Cost	???	<b>\$0</b> *

<sup>\*</sup> we earn, only when you earn; when a customer makes a purchase.

