
FAQ FOR BIO-WELL DISTRIBUTORS AND RESELLERS

Reseller or Distributor

You should define if you want to be a Reseller (no obligation on tech support of clients, no profit from subscriptions, etc. - maximum discount 20%) or a Distributor (tech support of your clients, profit from subscriptions, 30% discount with possible increase up to 40%). Choose the one that will suite you most.

How to attract clients / What is your advantage in comparison with the Head company

You have to advertise your service in such a way that people would like to buy from you, not directly from us.

You have several advantages in comparison to us:

- Tech support on native language.
- Tech support in local time zone.
- Local training and consultations.
- May be discount (if you order 30 devices at a time and will have maximum 30% discount then your price per Bio-Well will become (in Euro) $975 \cdot 0.7$ (device with accessory pack) + $240/30$ (approximate shipping cost per device) = $682.5 + 8 = 670.5$ Euro.

When you sell devices afterwards to clients you add VAT!

If any private person orders 1 device directly from us in your country his price will be: $900 + 40$ (delivery within 1 week) + $900 \cdot 20\%$ (VAT) = $940 + 180 = 1120$ Euro.

So you can easily see the difference in the price.

So you can even offer some discount!

- Training is not included into the price of the device. You have to provide only 2-hour training for FREE (it can be done even by Skype). But as a Distributor you will have to organize regular trainings in your country (1 per 6 months for instance) or if you will have more clients - then you can organize 1 or 2-day training each month to your clients. Price for training is not set - it depends on the local market.

For example in some countries 2-days training price is almost 50% from the price of the device - approximately 400\$. This is your additional income from each client.

- You can even offer extended warranty to attract more clients.

If a person from your country buys from www.bio-well.eu

If anybody from your country will anyway buy directly from us (on some seminar or European exhibition, etc.), we can recommend him to contact you as a Distributor. If it happens then we will treat this person as your client - he will get tech support from you and you will get

10% from his subscriptions. Also if a person doesn't speak and understand English easily then we will not sell to him and will try to redirect him to the Distributor in his native country.

If anybody would like to buy directly from us and he speaks English - then we will of course sell to him the device. You can't force client to do anything. But there will always be information about all the Distributors on our website, so if anybody will come to our website - there will be possibility to choose from all the Distributors.

How does the price forms

Price in Europe is 900Euro+VAT.

Shipping with EMS: 3-days = 80Euro.

Shipping with regular post: 1 week = from 40 Euro.

Schedule of trainings

There are two types of trainings:

a. Distributor training - made by local Distributor.

b. Official Bio-Well training - organized by local Distributor in conjunction with Bio-Well company that will be conducted by Bio-Well specialists.

We are only starting the business, so there is no exact schedule of trainings in Europe by now, but we are going to ask all the Distributors to organize Official training seminars with Bio-Well specialists (Prof. Korotkov, Dmitry Orlov) once or twice in a year. After some time we will have general schedule for all the seminars in Europe and in the world that will be posted on our website.

We also kindly ask you to provide us your own schedule of trainings so we can post them on our website as well.

Does Bio-Well have EU-CE medical certificate?

No.

Bio-Well device is not intended for medical use.

If you visit www.bio-well.eu website and scroll to the bottom of it – you will see the general notice: "Bio-Well is not a diagnostic tool. You should consult your doctor for any health-related questions".

This is our main policy – we are not even planning to make Bio-Well a diagnostic medical tool. It will allow users to evade problems with medical authorities and simplify its usage.

Bio-Well is an expert system – it doesn't give any diagnosis, but it gives information that can be used by a qualified specialist – expert – to make a diagnosis.

How many devices can be used on one account?

Bio-Well users can use up to 3 Bio-Well devices on one account.

If a distributor needs to test the devices before sending them to a client – it is possible to do that under general distributor account:

Login: **distr**

Password: **distr**

This account is made for testing and calibrating devices specially for distributors.

NOTICE: All the saved data on this account is deleted each 24 hours.

NOTICE: To demonstrate the possibilities of Bio-Well system please use these public accounts:

Bio-Well subscription (**\$10** per month) allows you to make scans, see Energy Fields, Chakras, Balance, compare your scans, print report and get free updates.

Demo accounts: login: **demo** password: **demo**

Bio-Well subscription Plus (**\$15** per month) allows to use Sputnik sensor together with all abovementioned information.

Demo accounts: login: **demoplus**; password: **demoplus**.

Bio-Well subscription Pro (**\$25** per month) gives access to all the information.

Demo accounts: login: **demopro** password: **demopro**

Please visit <http://www.bio-well.com/activate> to see the difference between subscriptions.

How do we calculate the discount in the first year of distributorship?

There is no contract that can describe all the cases that can be met in real life.

General terms described in the distributor agreement will apply.

But for the first year we will apply the following rules:

- if you have started sales for example in June 2014 then we will be summing up your sales until (including) May 2015 to let you afford the highest discount;
- discount level that you will reach until 1st of June 2015 will not decrease until 31st of December 2015.

Discount for 2016 will be calculated basing on 2015 year sales only.

Termination of agreement

We are interested in sales and in a high quality support and marketing.

If you have invested your money in marketing of Bio-Well and it increased sales – excellent! Bio-Well company is ready to support those who are willing to move forward and spread the information on the market.

We are not interested in terminating agreement with the distributor or reseller who is bringing profit and not braking the terms of the agreement.