



## ***getting started***

### **Now, let's get started!**

Contained in this "Getting Started Document" is basic but vital information you will need to participate in the Krching Buying Group.

Please read all of the information below, and if you require further assistance contact your Referrer or email [support@krching.com](mailto:support@krching.com). You can email Support automatically through your Krching Members Section by selecting Contact & Support. We will be in contact within 48 hours, excluding Saturday and Sunday.

### **Your Members Area**

At the beginning of your journey, familiarise yourself with your Members Area, read and understand the Policies and Procedures. This area is designed to allow you to obtain all the information and tools at your fingertips, thereby assisting you to operate your Krching Buying Group Membership effectively. We continually improve and update this area to help you gain the greatest benefit from your Krching Buying Group Membership.

Potential Benefits Pty Ltd is an Australian Owned and operated company governed by the Australia Securities and Investment Commission. Potential Benefits Pty Ltd contracts a company in Indonesia known as PT Potential Benefit to provide support and marketing for Indonesian members.

### **Company Contact Information**

Krching website address: [www.krching.com](http://www.krching.com)

Krching Facsimile: +61 8 9463 6283

Support: [support@krching.com](mailto:support@krching.com)

Company: Potential Benefits Pty. Ltd.

Australian Business Number: 16155070856

Trading Names: Krching™

Blend for Life™

Registered Office: 16 Retford Close Carine WA Australia

### **Indonesian Support and Marketing Office – operated on contract**

Level 1, Sanur Paradise Plaza Hotel

Jl. Hangtuh 46 Sanur 80228 - Indonesia

Telephone ; +62 361 281 781 ext. 8511

Facsimile: +62 361 289 824

website : [www.krching.com](http://www.krching.com)

Please note that all individuals who join the Krching Buying Group are becoming members of the Australian Company trading as Krching, not the Indonesian PT which is only contracted to supply support to our Indonesian members.

### **Where is a good place to start?**

OK, you are now a Member—how do you begin?

**Visit and explore the Krching Buying Group website—particularly your 'Members Area'. Get to know how the Krching Buying Group operates!**

To do this you will need your Username and Password

**My Username is.....**

**My Password is.....**

Look at your Members Section and all of the facilities provided to you, as part of your membership, by the Company. Importantly, CHECK your details are correct under 'My Profile', particularly, your email address as this is the primary way the Company will communicate with you—it is important to remember that members who have not supplied a valid email address risk having their account suspended.

**Next:**

Contact your Referrer if you have any questions regarding the Krching Buying Group. Your referrer is rewarded by the company to perform a support and training role for all members he or she refers. So, utilise your referrer—they are there to help you.

**Who is your Referrer?** Write down their name and contact details here.

**My Referrer's name is.....Contact Number.....**

**Next:**

Find out where the Company or your group is holding meetings, presentations and training. If you are not where a physical meeting is being held, look for conference calls to participate in. Meetings are most often held in-person. Please check the Meetings page in your Members Section for all the latest details. Try to attend or participate in all sessions on offer. It is important to support your fellow Members, and the more you see the more your Membership features and product benefits will become second nature to you.

Don't try to be an instant expert, it takes time to learn. While you are being trained, get a notebook that you carry with you at all times. As a Krching Member you can earn rewards when people you refer to the Krching Buying Group purchase products—remember, no rewards are granted for referring members, you are only entitled to rewards when a referred member purchases a product. But you may also choose simply to access the unique products on offer.

Remember with Krching there are no annual fees. You are free to stay a Krching Buying Group member as long as you abide by the Policies and Procedures you agree to abide by when you join as a member. Best of all, there is no flushing in Krching—we will not take sales or bonuses away from you without providing something (for example, Pay Day) in return.

**You must help your referred members**

If you would like to refer someone to the Krching Buying Group, remember you must always be willing to help, support and train them, no matter what level they choose to participate. Your directs are your responsibility.

However you should never fill in the application form for them, it is important that they agree to abide by the Policies and Procedures,,, YOU CAN NOT DO THIS FOR THEM and if you do it will result in your and the referrals suspension form the business.

**Next:**

Be a motivation discoverer, seek reasons and needs. Why? Because every person may have a reason or a motivation to access the wonderful Krching Buying Group products or at some stage in the future earn rewards. As a Member of Krching, YOU can offer a way to realise their dreams and fulfil their needs.

**Next:**

Share the opportunity, invite people to a presentation or a small coffee shop meeting, perhaps with your Referrer's help, and don't try to begin this journey by yourself. You are part of a team now—work with us. The strength and ability of the group to continue to provide unique and fabulous products depends on Member numbers, so we welcome your referred Members.

You will have lots of questions as you begin to truly understand the buying group you are now a part of. All of us at Krching welcome you and look forward to you being with us for a long and mutually beneficial future. In the meantime, here is some terminology you may or may not know.

### **Krching Dictionary of Useful Terms**

**Referrer:** Krching is a Member's Buying Group. To join you must have a Referrer—an existing member who will help you with Support and Training. You will need to supply your referrer's username during your registration process.

**Username:** this is the name every Member chooses when joining the group. You are known by your Username on all communication and positions within the Company. Any person you bring to the Krching Buying Group will have to use your Username to join. Tip—never use your own name as your username, and be careful when your new members join that they have the correct username. This is very important, as referrers cannot be changed.

**Up-Line:** Your Referrer is your direct up line or the person who is above you in the Krching business.

**Downline:** Any person who is below you in the business.

**Personal Downline:** Any person who you refer that joins Krching as a member.

**Group Sales Board:** This is the structure every Wholesale Member of Krching is placed on having purchased their Product Pack. A member's position on the Group Sales Board is complimentary. There are six board entry points.

**Holding Pen:** This is a place you are put if you progress through a Group Sales Board and do not qualify for Pay Day, that is, you have not made the required sales to receive a Pay Day. You will come out of the Holding Pen and onto a Group Sales Board for free when you make a sale. Remember you are under no obligation at any time to make a sale.

**E-Wallet:** Your internal account statement, which lists all transactions, bonuses and rewards that you received.

**My profile:** This is where your personal details are registered with the company. It is your responsibility to ensure that these details are current and correct.

**Supervisor:** This is the top position on the \$150, \$250 or \$500, \$1000 or \$1500 Group Sales Board.

**Big Red:** This is the top position on the Boomer or Black Group Sales Board.

**Pay Day:** This is when you get paid as a Supervisor or a Big Red if you have made the required sales and the Group Sales Board becomes complete or full, that is there are no further member positions available.

**Board Split:** When there are no more available positions at the member or baby Boomer levels the board splits to make room for more sales and allows every position to be promoted through the system towards Pay Day.

**Uni-Level:** Is a rewards system—rewards are paid to your E-Wallet in the form of cash for all Individual Product purchases made by your personally referred members—down to 18 levels, qualifications are required.

**Oora Opals:** New class of gemstone exclusive to Krching Buying Group.

**Grand Parent Rule:** When you join a board you will usually follow your referrer. However, if your referrer is not currently active within the board system, you will follow your referrer's referrer (known as grandparent), or, failing that, your grandparent's referrer (great-grandparent). If none of these members are currently active on the boards, then you will be placed on the oldest board in the system.

Remember, we are all here to help you at any time we can. If you wish to learn more, just ask, however in the meantime, enjoy your Krching Buying Group Membership, and welcome! For further information please contact...

### **Policies and Procedures**

These are the terms that govern your membership with the Krching Buying Group, this group is operated by Potential Benefits Pty Ltd an Australian Company that specialises in the sale and distribution of Australian Products. If a member is in breach of these Policies and Procedures they will be immediately suspended pending further enquiries. Suspension results in all benefits and earning right being removed.

### **Krching Support**

email: [support@krching.com](mailto:support@krching.com)