

Desteni I Process Agents Agreement

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1. Desteni I Process Training

The Desteni I Process is a life coaching product within which you are educated in Equality Principles to move you from insignificance to significance in a hostile world.

As you have chosen to become an **Agent** of the Desteni I Process it is compulsory for you to participate with your training of the Desteni I Process on a monthly basis. As an Agent you are selling this life coaching product as a living example of your experiences and realizations that you come to within your personal growth and development in the participation of this product.

Here we would like to make you aware of the following terminology in relation to being an Agent.

Agent

An Agent agrees to the following terms:

1. To participate within one of the DIP Courses at all times.
2. To make a payment of €200 every month towards the course and support received from buddies
3. If an Agent fails one of his assignments and is incapable of submitting the assignment before the cutoff date again – The Agent will redo his current Lesson but will be liable to make a new payment for the new month.
4. An Agent may repeat a Lesson for 3 months – But is required to pass their Lesson by the third month – If this Lesson's assignment is not passed by the third month the Agent will be stripped of their status as an Agent and will become a Client only.

2. Sales

2.1 Selling suggestions

There is no better selling tool than using self as an example when selling the Desteni I Process life coaching product. We thus suggest that you use blogging and vlogging as a medium of making prospective clients aware of your process, experiences and personal development through your personal participation within the **Desteni I Process courses**.

Who is a Client

A **Client** is someone who wishes to participate in the Desteni I Process courses only. Clients do not become Agents and as such they do not build a Direct Team.

Each Agent may have a maximum of 3 clients that they can introduce within the Desteni I Process. You will personally Buddy each of the clients that you introduce thus you will only be allowed to start introducing clients once you have passed your 3rd assignment.

Ask your **Recruiter** for more information or examples of blogging and vlogging.

3. Recruitment

To develop your business and expand your sales force you can identify individuals to recruit as Agents for the Desteni I Process as you have been recruited.

3.1 Recruitment procedures

We suggest that recruitment also commences through utilizing vlogging and blogging as using these methods you are able to share your experiences with an audience that can identify with you and your process.

Select your Recruits specifically and effectively as you will be walking a long process with these individuals. This suggestion is due to the structure of the company and the close personal relationships that our life coaching products demand. We envisage each individual that joins our life coaching programs to remain and stay within the programs as we walk through the layers of our personal lives learning new techniques and tools to become effective within this world.

3.2 Recruitment Centre

For your convenience we have made available a [Recruitment Centre](#) where, once you are a Desteni I Process Agent – you can join the Recruitment Centre where your blogs and vlogs are made available in one centre for prospective Agents to view.

How to set up a profile at the Recruitment Centre

1. Go here and Register to the Subscription forum:
http://desteni.co.za/membership_forum_registration
2. You don't have to pay for the Subscription forum, you will simply fill in your DIP Profile
3. After you register for the Subscription forum, go here:
<http://desteni.co.za/community/profile>
4. Log in with your username and password you just registered with for the Subscription forum
5. Fill in your Profile (you don't have to pay for the subscription forum)
6. It takes an hour or two for your profile to show in the recruitment center.

3.3 Structure of Recruiting

A Desteni I Process Agent can have a maximum of 10 **Recruits**. This ceiling has been placed for all Agents as the compulsory responsibilities that go with recruiting is limited to this number to be able to be specific and effective within the tasks assigned to you – the Agent - who will become a Recruiter as well as a Buddy .

3.3.1 A Recruiter

You officially become a **Recruiter** once you have recruited a Desteni I Process **Agent**.

As a recruiter you have one responsibility towards the Agents that you have recruited called your **Recruits** and that is to assist and support *Your Recruits* to identify 10 Recruits of their own.

This is done through assisting and supporting your recruits to become effective in their blogging and vlogging and identifying who would be a suitable match of recruits for your Recruits respectively.

3.3.2 Buddy

You become a Buddy to the Recruits that your Recruits have recruited or you become a Buddy once you have recruited a client. In relation to the buddy, these recruits are called your Trainees. A buddy's (Your) responsibility is to assist and support your **Trainees** through their course material.

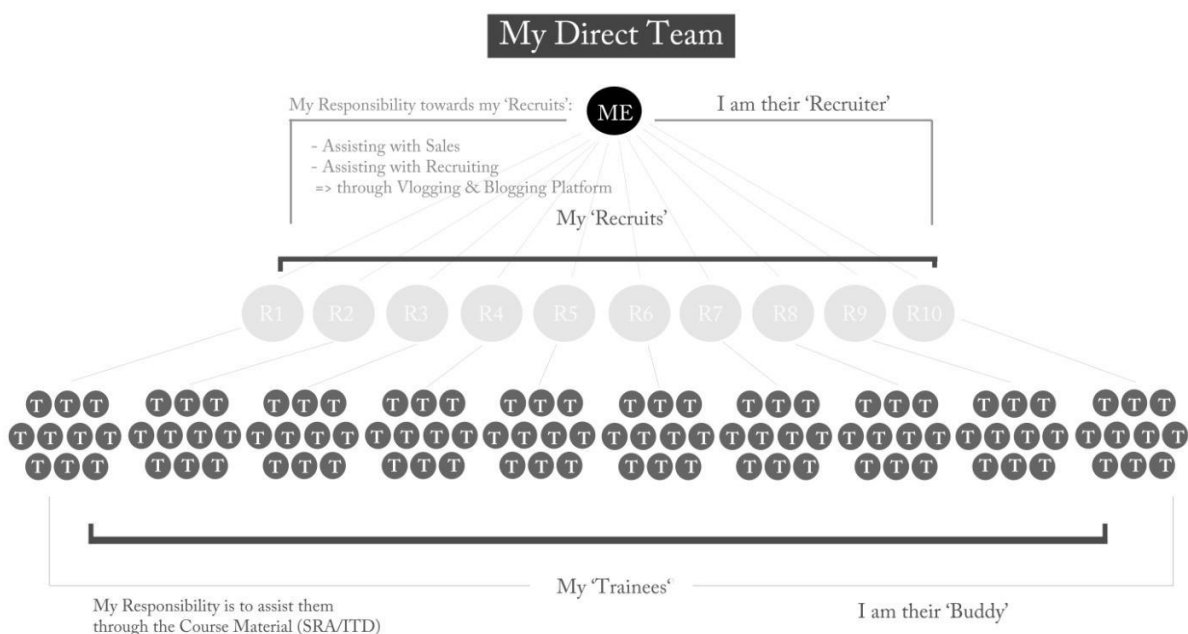
You are only able to assist and support your Trainees through their course material because you have actively participated in and passed your assignments of the course material before your trainees. But don't be alarmed - Your Recruiter is there to assist and support you to be an effective buddy.

3.3.3 My Direct Team

Below is a graph indicating what a completed **Direct Team** looks like. As stated above, each Desteni I Process Agent has a ceiling of 10 Recruits. This effectively means that when your Recruits have each Recruited their ceiling of 10 Recruits you will have 100 Trainees within your Direct Team.

Each individual participating within the Desteni I Process as an Agent thus has the *potential* to create their own Direct Team of 10 Recruits and 100 Trainees that they will be responsible for throughout the duration of the life coaching programs.

A graph of a completed Direct Team



Direct Line of Recruits

As depicted in the graph above – your responsibility towards your Direct Line of Recruits is to assist and support your Direct Line of Recruits to generate sales as well as build their own Direct Team of 10 Recruits respectively. You will be required to assist your Recruits in being an effective Buddy once they become a Buddy themselves. This is done through effectively assisting and supporting your Recruits to place their blogging and vlogging about their process and the Equal Money System.

My Buddying Line

You are a Buddy to all your Trainees. This effectively means that you will be assisting and supporting your Trainees through their Desteni I Process course material. Any questions that they may have in relation to the course material are discussed directly with yourself. You are their direct line of communication. As you have already completed these assignments within the Desteni I Process courses you will be versed with the material and understanding of the course.

You are however not alone in answering questions that your Trainees may have – You also have the support of your Recruiter.

Although it is the responsibility of the Trainee to ask questions that they may have difficulty with within the course – It remains your responsibility as a Buddy to effectively support and assist your Trainees.
Buddy support requirements are made available for each Lesson respectively.

4. Remuneration

Remuneration is paid out to Agents based on 2 principles:

1. Money in, money out
2. No participation, no reward principle

Please note the following:

1. For the purposes of understanding the payout system we have drafted the following figures in context to a completed Direct Team. How you develop your Direct Team is solely dependent on you.
2. The numeric values are indicated in Euros.
3. Each yearly Desteni I Process course is divided into 12 Lessons and each Lesson costs €200.00

4.1 Fees Payable

4.1 Sales Commissions

A Sales Commission is paid for each €200 payment received by your clients who have registered you as their Agent

Sales commission

Sales Commission Fee for each of your Clients	€ 20.00
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Buddying payments

Product Training for each of your clients as you are their Buddy:	€ 50.00
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Please Note:

Clients do not form part of your Direct Team as they will not be building a Direct Team for themselves. Desteni I Process Administrator Buddies that are not building Direct Teams will be assigned to your Clients.

4.2 Direct Team Fees

The following figures are paid to you, the Agent in relation to each full lesson payment received by your Recruits and Trainees respectively:

For each Recruit in your Direct Team buying the new month's course material you will receive 2 payments – a Sales Commission for ensuring that your Recruits continue buying the new course material each and every month and a Sales Training Fee for assisting and supporting your Recruit to start recruiting.

For each of your Trainees buying the new month's course material you will receive one payment for assisting and supporting your trainee through their course material acting as their buddy.

Recruit payments

Sales Commission Fee for each of your Recruits € 20.00
 Sales Training Fee for each of your Recruits: € 20.00

Buddying payments

Product Training for each of your Trainees in your buddy line: € 50.00

Table 4.2 Depiction of a Completed Direct Team monthly payout

Line of recruits	Power of 10 Each recruits 10 people	Monthly Total
1. Direct recruits	$\text{€}20 \text{ sale} \times 10 = \text{€}200$ $+ \text{€}20 \text{ training} \times 10 = \text{€}200$	€400
2. Trainees 10 x 10	$\text{€}50 \times 100 = \text{€}5,000$	€5,400

4.2 Bonus Payable

Bonus's are calculated monthly and only payable to Agents that are acting as Buddies.

Your effective participation in the Desteni I Process as well as assisting and supporting your Recruits to recruit their own 10 Recruits will result in the effective support of your Recruits developing their individual Direct Teams. Your influence and direct involvement have thus resulted in your Recruits as well as their Recruits developing their Direct Teams. This is rewarded by bonuses being paid out.

Your Trainees' Recruits level is called your **Bonus Income Line 1**.

Your Trainees' Trainees level is called your **Bonus Income Line 2**.

For each Lesson payment received from your Bonus Income Line 1 Agents you receive €20 and Bonus Income Line 2 Agents you receive €10.

Table 3.4 Depiction of Bonus Payouts when all of your Trainees have Completed their Direct Teams

Line of recruits	Power of 10 Each recruits 10 people	Monthly Total
3. Bonus 1 (Incentive 1) 100 x 10	€20 x 1,000 = €20,000	€25,400
4. Bonus 2 (Incentive 2) 1000 x 10	€10 x 10,000 = €100,000	€125,400

How will the payout system effectively operate?

- ☐ The payments will commence on the 21st day of each month
- ☐ Payments are always made approximately 7 weeks in arrears. This for example means that payments made for the month of January will only be paid out on the 21st of February.
- ☐ Money in, money out principle applies
- ☐ No participation, no reward principle applies

5. Financial Support

Sponsoring

Sponsoring people in the Desteni IProcess is compulsory to Agents receiving Bonuses. Sponsoring will offer financial support to individuals who have actively shown their participation and interest in Desteni through their **blogging, vlogging and writing** about **World Equality and the Equal Money System**, but who are incapable of making the monthly payments to participate within the course currently.

Individuals are selected for sponsoring according to their visibility in vlogging and blogging whereby they will be sponsored for their first year.

How will Sponsoring work?

Below is a simulated graph – The figures chosen are for the purpose of explaining the sponsoring only.

Actual Monthly Income	Year 1	Year 2	Year 3	Year 4
Direct Recruits	€250	€400	€400	€400
Trainees		€4000	€5000	€5000
Bonus Level 1 Income			€5000	€10000
Bonus Level 2 Income				€10000

Using the values from the above graph we will indicate here how sponsoring will be calculated.

Please Note:

As each Agent is limited to having only 10 Recruits there is a limit to your Bonus Income Level 1 as well as your Bonus Income Level 2.

1000 members on your Bonus Income Level 1 x € 20.00 = € 20 000.00

10000 members on your Bonus Income Level 2 x € 10.00 = € 100 000.00

These Limits are indicated in the graph below as a ceiling to the possible Bonus's receivable.

The "Actual Income" figures below are drawn from the graph above

Sponsoring Calculations				
Level 1 Bonus Income			Year 3	Year 4
Ceiling for Bonus Income Level 1			€20 000	€20 000
Actual Income on Bonus Income Level 1			€5000	€10000
Percentage of Optimum Bonus			40%	50%
Sponsoring 1 person per 10%			4	5

Level 2 Bonus Income				
Ceiling for Bonus Income Level 2			0	€100000
Actual Income on Bonus Income Level 2			0	€10000
Percentage of Optimum Bonus			0	10%
Sponsoring 2 persons per 10%			0	2

How will sponsoring be calculated from these figures?

As is indicated in the graph above – You will only start sponsoring people once you start earning Bonus Income.

Bonus Income Level 1 – For each 10% earned of the Optimum Bonus you will sponsor 1 person.

Bonus Income Level 2 – For each 10% earned of the Optimum Bonus you will sponsor 2 people.

Reading the table for Year 3

As indicated in the graph above in year 3, the Actual Bonus Income on Level 1 is € 5000. It is thus calculated by dividing the “Actual Income receivable” by the “Ceiling Bonus for Level 1”. This gives us a percentage of Optimum Bonus Income receivable. For each 10 percent of the optimum Bonus Income receivable it is compulsory to sponsor 1 person. Thus in the example above earning 40% of Optimum Income you will be required to sponsor 4 people.

Reading the table for Year 4

As indicated in the graph above in year 4 the Actual Bonus Income on Level 1 is € 10000. It is thus calculated by dividing the “Actual Income receivable” by the “Ceiling Bonus for Level 1”. This gives us a percentage of Optimum Bonus Income receivable. For each 10 percent of the optimum Bonus Income receivable it is compulsory to sponsor 1 person. Thus in the example above earning 50% of Optimum Income you will be required to sponsor 5 people.

In year 4 there is also Bonus Income on Level 2 of € 10000 that is receivable. Bonus income Level 2 is also calculated by dividing the “Actual Income receivable” by the “Ceiling Bonus for Level 2”. This gives us a percentage of Optimum Bonus Income receivable for

Level 2. For each 10 percent of the optimum Bonus Income receivable it is compulsory to sponsor 2 people. Thus in the example above earning 10% of Optimum Income on Bonus Income Level 2 you will be required to sponsor 2 people.

In year 4 you will thus sponsor a total of 7 people.

Additional Definitions

Agent

The Desteni I Process Agent is a sales Agent of the Desteni I Process life coaching Product and or a trainer of the Life coaching Product.

An Agent agrees to the following terms:

5. To participate within one of the DIP Courses at all times.

6. To make a payment of €200 every month towards the course and support received from buddies

7. If an Agent fails one of his assignments and is incapable of submitting the assignment before the cutoff date again – The Agent will redo his current Lesson but will be liable to make a new payment for the new month.

8. An Agent may repeat a Lesson for 3 months – But is required to pass their Lesson by the third month – If this Lesson's assignment is not passed by the third month the Agent will be stripped of their status as an Agent and will become a Client only.

Buddy

A Buddy is a Desteni I Process Agent whose Recruits now have their own Recruits – In relation to the Buddy these Recruits are called Trainees. It is the responsibility of the Buddy to assist and support their Trainees through the course material.

You have also become a Buddy once you have recruited your first client as it is your responsibility to Train your client.

Buddy support requirements

Once you become a Buddy you will have access to Buddy support requirements which indicate the responsibility of the Buddy towards their Trainee for each respective lesson.

Client:

A Client is someone who wishes to participate in the Desteni I Process courses only. Clients do not become Agents and as such they do not build a Direct Team.

Moderating Buddy

At the close of each month the exercises of the Trainee is submitted on the DIP system whereby the Moderating Buddy will mark the assignment as a pass or fail.

My Direct Team

My Direct Team consists of all the Recruits that I have recruited to a maximum of 10 Recruits and all my Trainees that my Recruits have recruited as their Recruits to a maximum of 100 Trainees.

Product

The product is the Life coaching courses / programs within the Desteni I Process

Recruiter

You officially become a Recruiter once you have recruited a Desteni I Process Agent. It is the responsibility of the Recruiter to assist and support their Recruits to become effective in their blogging and vlogging as a medium for selling the Desteni I Process life coaching product as well as assisting and supporting their Recruits to identify their own Recruits when they have chosen to expand their sales force.

It is also the responsibility of the Recruiter to assist and support their Recruits to become effective at assisting and supporting their own Recruits.

Recruitment Centre

The Recruitment centre has been developed as a platform where you as Desteni I Process Agent can market yourself in aligning yourself with potential Recruits. Once you have registered yourself as a Desteni I Process Agent and you have passed your 3rd assignment, you will gain access to placing yourself on the Recruitment Centre as an Agent.

When registering yourself on the Recruitment Centre you will be asked to place your links to your Blogs and Vlogs with your registration. This will ensure that Prospective Recruits can view your process and make an assessment as to who they would like to walk their Desteni I Process Course with.

Once you have 10 Recruits you will automatically be removed from the Recruitment Centre as you are no longer Recruiting. If one of your Recruits at some stage does not continue with being a Desteni "I Process Agent, you will be placed back onto the Recruitment Centre where a new Recruit can identify you as a Prospective Recruiter that they would want to walk their process with.

Recruits

A Recruit is an individual that is participating in one of the Desteni I Process courses who has also opted to participate as a Desteni I Process Agent.

Additional FAQs

What happens if I am incapable of continuing my personal training?

If I am a Desteni I process Agent:

If you are incapable of continuing your personal training there is a built in safety net whereby you can suspend your training for 2 months. You are still however liable to make monthly payments towards the course for keeping your status as Agent. (The 2 Year rule applies as explained in the next paragraph.)

If I am a Desteni I process Client:

As a client you are able to place your personal training on hold. There is a requirement though for you to complete a yearly course in a maximum period of 2 years. Thus when you place your training on hold you will be allowed to resume your current course as long as you will be able to complete your current course within the 2 year mark from date of start.

What happens when I fail one of my assignments?

If I am a Desteni I process Agent:

If an Agent receives a “fail” for their last assignment, they may resubmit that assignment again before the cutoff date once they have remedied their assignment. If the Agent misses the cutoff date to submit the assignment or receives a fail again they will be required to repeat that current Lesson as certain aspects have not yet been fully grasped. An Agent has a grace period of 3 months to repeat 1 Lesson. If the Lessons’ assignment is still failed after the 3rd month the Agent will be stripped of their status to become a Client only whereby your recruits will be reassigned to other Agents. Failing to submit an Assignment by the due date automatically reassigns your current Lesson to the new month.

If I am a Desteni I process Client:

The Desteni I Process courses are designed in monthly Lessons and therefore we suggest that you submit your Lessons’ assignments one week before the end of the month so that your moderator may mark your assignment before the new month starts. In the case that you should fail one of your assignments you may re-submit the remedied assignment before the due date. If a client still receives a fail for the resubmitted assignment or the assignment was not resubmitted, the client’s current Lesson will be reallocated to the new month whereby a new payment will be required to participate in the new month.

How do I know which Recruits to select for me?

The first question that you can ask yourself here is: Why did I pick “My Recruiter” (The person who recruited me). Many of your questions will be answered by you looking in Self honesty at this question. You might find that you selected your Recruiter because they Vlogged and Blogged about similar points that you are facing within your world, or that they address issues within the world which you would also like to Blog and Vlog about, therefore the potential exists for them to be an example through which you assist and support you to start Blogging and Vlogging effectively.

When the time comes for you to decide which people you will be ‘Recruiting’ as your ‘Direct Recruits’, we suggest to not rush the selection of your ten recruits. You will be walking with your recruits for the duration of their Desteni I Process – therefore we suggest selecting people who are already showing an actual interest in Self-Honesty and the Development of effective Life Skills. Such people for example you will notice will communicate through Vlogging/Blogging and Commenting on the internet that they realize the point of self-responsibility within ‘who we have become’ and the world we have created and are thus willing to work with themselves. Realize that recruitment will primarily happen through Blogging and Vlogging – therefore if you are approached by a potential ‘Desteni I Process Recruit’, we suggest that you ask the person more about themselves and whether they have Blogs and Vlogs that you are able to view. Through their participation on the Internet you will see if they are who you would be able to walk with and support throughout the Desteni I Process.

Course Exercises / Material

From here on it is suggested that each one use the exercises they are covering within their Desteni I Process Courses to use as material to Blog and Vlog about. Therefore, you will notice from the Desteni “I “Process members who have gone before you – that many of them are already utilizing the methods suggested by Desteni such as Self-Honesty, Self

Forgiveness and Self Responsibility - These points are already covered within the Introduction to Desteni Course.

Your Recruit might ask you to provide them with further examples of how to incorporate Self-Honesty, Self-Forgiveness and Self-Responsibility into the Subjects which they would like to Vlog and Blog about. If you are unable to provide examples from your own Desteni I Process course exercises or Writings, then we suggest you refer them to the Desteni web site – which is a platform for writing oneself to freedom. It is within the forum that we have focussed for the last few years on writing about one's life experiences, observing self within the point through utilizing Self-Honesty, then applying Self-Forgiveness, through which you are taking Self-responsibility for the point, and then how one realizes the self-Correction as living application that is required of Self to Stop the patterns you have already created.

We suggest as Recruiter that you familiarize yourself with the section of the Desteni Forum called: 'Writing yourself to freedom', where people have placed their writing and blogs.

Depending on which exercises your Recruit has completed within their Desteni I Process Course, they might want to consider Blogging or Vlogging about their experiences and self-realizations within the exercises. We ask that Desteni I Process participants do not share the actual techniques and course contents, however we encourage that you write about your realizations and experiences while applying and walking through the exercises.

What are others Vlogging and Blogging about?

A suggestion for Blogging and Vlogging is also to use the subjects discussed by other members who have Blogged and Vlogged before you or your Recruit. Instruct your Recruit to watch and read the Blogs and Vlogs of other Desteni I Process members to find platforms from which to do their Blogging and Vlogging about. Especially direct them to where the person discuss their experience, applied self-forgiveness and places their liveableself correction. These could serve as examples of how to structure the content of their Blogs and Vlogs. This will ensure that their speaking/writing takes on a specific direction which is aligned within the principles of the Desteni I Process which is Self Support within Self Realization.

Desteni Principles

If however you find that the content of your Recruits Blogging and Vlogging is not Supportive within the principles of the Desteni I" Process and after communicating this to your Recruit and solutions is not agreed upon, please contact the 'Desteni Principles Administrator' for Support.

How do I effectively support my Recruits in identifying their own recruits?

Here you would follow the same procedure as when you are selecting / have selected your our recruits for yourself – Meaning that you would stand in the shoes of your recruit and assist and support them as yourself.

What happens when I do not effectively support my Recruit in marketing?

As a Recruiter it is your responsibility to assist and support your Recruits in marketing themselves through becoming effective in their blogging and vlogging. It is also a requirement of a Recruiter to assist their Recruit in identifying suitable Recruits.

When you introduce yourself to your new Recruit you will encourage them to contact you if they require assistance with their Blogging and Vlogging. We also suggest sending out an email explaining the basics of how to create their Desteni I Process Community Profile, general management tips for their Blog and Vlog sites/pages as well as where to place their Links once they have started Blogging and Vlogging.

It is important for you to communicate to your Recruit if you notice or are made aware of any problems with their Blog or Vlog sites, such as content or abuse.

If the Desteni I Process Administrators see that you have not fulfilled the basic support requirements for your Recruits, then you will be notified to correct this responsibility.

If you are at any stage unsure of how to assist and support your Recruits, please contact Your Recruiter first. For this reason we suggest always keeping an open line of communication with your Recruiter, thus ensuring that you and your Recruits are benefiting from the Desteni I Process throughout your Process.

If you are experiencing difficulties you may contact the **Marketing Administrator** who will support you in better Supporting your Recruits.

If a situation arises where your Recruit is not effectively being assisted by you even after suggestions have been made by either your Recruiter or Marketing Administrator - Your Recruiter status for that Recruit will be removed. Your Recruit will thus be reassigned a new Recruiter. In this case you will not be earning your monthly Sales Training Fee for that Recruit, however you will still be receiving your monthly Sales commission for that Recruit.

What happens when I am not an effective buddy?

The Responsibility of a Buddy is to assist and support your Trainees within their Desteni "I" Process Course material. As you have already walked a path within the Desteni "I" Process course material you are versed with the course material and have an understanding of the course material. Questions that your Trainees may ask you will be able to answer as you have already walked these courses yourself.

If you feel unable to answer your Trainee's questions with regards to the course material, please contact your Recruiter who will assist and support you to become an effective Buddy by gaining another perspective of the course material.

If at any stage you become aware that you are not effectively Buddying due to reasons such as 'lack of sufficient knowledge application of the course material, or time constraints, we suggest contacting your Recruiter.

If your Trainee contacts one of the Course Moderators' informing them that you are not effectively responding to their questions or supporting them effectively, then it will be taken under advisement where the Course Moderator will make an assessment of the situation. If required, Course Moderator will remove you as the Trainee's Buddy. In this case a New Buddy will be assigned to the Trainee. This means that you will not be receiving your monthly Buddying Fee for that Trainee.

If a pattern persists where it has been identified that you are not capable of being an effective, supportive Buddy you will not be able to remain as a Buddy and as such your

Trainees will be assigned to different Buddies. As you are no longer a Buddy you will not be able to receive Bonuses.