

Javvin Products Distribution and Reselling Policy

1. Reselling Partnership Types

a. Exclusive Distributor

Exclusive distributor has exclusive rights over a defined region. A signed agreement between Javvin and the Exclusive distributor is required to define the terms of the relationship. We need to have a minimum of 12 months of partnership history to consider exclusive distribution.

b. Distributor

Javvin will examine the application from a distributor candidate to determine if a distributor status is granted. A Distributor must purchase a minimum of \$5,000 products (this can be a combination of various products) from Javvin each month to maintain the distribution status. 40% discount for all of our products will be provided to distributors. Products purchased by distributor are not refundable and not returnable. If a quota is not met for the month, the discount level will be dropped.

c. Internet Affiliates

For Internet marketers selling using web pages, emails, newsletter, etc., Javvin has an affiliate system to track the Internet traffic and orders generated by the Affiliate. Commission ratio starts at 20% of the net sales. The commission will be calculated for the affiliate and the payment sent to the affiliate within 30 days of previous month end. For details regarding the affiliate program, please visit: <http://www.javvin.com/affiliate/>.

d. Occasional reseller

Javvin will provide qualified resellers a 20% discount on all Javvin products. A special reseller discount code will be provided to resellers to place orders. No minimum quantity is required for this type of resellers. But we reserve the right to refuse the discount at Javvin's judgment. All sales are final and not refundable.

2. Payment:

Pre-payment is required for all orders.

For US partners, we accept checks, money orders, online check payment, and credit cards. We also accept wire transfer with additional \$20 charge for each order to cover bank fees.

For Overseas customers, we accept US dollars using money order, cashier's checks or wire transfer. We accept wire transfer with additional \$25 charge for each order to cover bank fees.

Partner Application Form

Company Name: Web pages: Total sales of last year: Number of employees:	Contact: Address: City, State, Zip: Tel: Fax: Email:
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Selling methods (choose one or more)

Direct sales Web sales Email/Newsletter Trade events Others

Territories (Name of States or Countries)

Interested Javvin products to sell

Industry focus (Such as Government, Education, Financial, Telecom, Health care etc.)

Target Customers (choose one or more)

Individuals Small Companies Medium Companies Large companies

Estimated Sales volume for Javvin Products each month

0 - \$1000 \$1000 - \$5000 \$5000 - \$10,000 \$10,000 - \$20,000 > \$20,000

Type of applied partnership:

Distributor Internet Affiliate Occasional reseller