

I am WELLNESS

Hello Eniva Member,

As promised, we have more updates for you about the new Eniva e-commerce experience at www.eniva.com, new Member benefits and updated pricing/shipping menus – all of which debuted on July 31st.

IMPORTANT UPDATES FOR ALL ENIVA MEMBERS/CUSTOMERS:

- **The handling fee is now gone on all orders!** You gave us your feedback, we made it happen!
- Not only did we eliminate the handling fee, we also put in place weight-based “Value Ship” rates with better pricing for deliveries that are still fast and reliable.
- Plus, new customer first-time orders will receive FREE SHIPPING on orders up to 10 pounds.
- **And to top it off, for our valued existing members, if you want FREE SHIPPING ALL THE TIME,** then go on Autoship... all Autoship orders will receive FREE standard ground delivery service!
- **We’ve also expanded our Eniva Rewards Program** to now include Reward Points/Discounts for:
 - Simply “POSTING” about Eniva – REALLY! (see Rewards section of the website)
 - Sharing your excitement about Eniva products through social media/email
 - Customer Referrals – we call them “Friendship Points”
 - Customers who continue to purchase on an ongoing basis
 - Posting your testimony or joining our online communities

Just click on the Eniva Rewards logo in the upper right corner of the website to learn more and check your points. (You must be logged in to see your account).

- Memberships continue to remain popular among price-savvy consumers, so we are retaining the Eniva Membership. It allows members to get best pricing: saving 25% off the normal price of Eniva products. *At just \$14.95, a membership pays for itself after only spending \$60 worth of regularly priced items.* All current Eniva Members have been grandfathered in – no need to purchase another Membership after July 31.
- If you are a Local Pickup customer (Will Call Plymouth or Will Call Winona/LaCrosse) we have some special discounts for you as well. Ask your service rep for more information when calling in your order. If you are placing a local pickup order online, be sure to a) choose “Local Pickup” as your shipping method; b) enter “2700 Campus Drive, Plymouth MN 55441” as the shipping address; c) and use coupon code “Local2015” on your payment screen to receive your Local Courtesy Discount.



AUTOSHIP MEMBERS/CUSTOMERS:

- **Now get free shipping on your Autoship order, up to 40lbs!** This will add up to real savings for you. Notice that we’re now calling Autoship “Repeat Delivery.”
- Customer Reward Points will also be automatically applied to Repeat Delivery orders. You won’t have to make a phone call anymore to use your points!
- Plus, with a Repeat Delivery order of \$89 or more, you will maximize your point earning potential.

It's easy to log onto the new site... and it's even easier to order and check out. **IMPORTANT: If you are an existing Member, DO NOT CREATE A NEW ACCOUNT!** Just follow the prompts and messages found throughout the site. **And if you get stuck, just click on the CHAT button at the bottom and we'll help you out. Plus, the site is now smartphone friendly!**

Be sure to check out all the new educational tools on the site: "Whats Right for Me," "My Health Focus" and helpful "Health Support Programs" with new Health Product Packs, plus trending news from Eniva and the world of wellness.

Lastly, you'll notice our website now says ENIVA Health™ at the top. This is meant to help people understand Eniva is more than just a product company – we're a wellness and wellbeing company, helping people find a wide range of resources and tools to help them be healthy. Stay tuned for announcements in the months ahead about how ENIVA Health is expanding its wellness offerings.

This Fall will be a fun and exciting time for the entire Eniva Community. We're committed to a better way of serving you and rewarding you... and ultimately helping you and your loved ones achieve wellness & wellbeing in your lives.



Thank You & God Bless.

Andy Dr. Ben

PRICING UPDATE: The Eniva Community has enjoyed no price increases for 2 years. We are adjusting product prices as a result of rising raw materials costs. Please find included the new price list and shipping schedule. Total order price increases will be slight. However, current Repeat Delivery customers will be happily surprised as many will actually see a price decrease as a result of the NEW free shipping.

When comparing old and new prices, it will be important to compare TOTAL ORDER amounts.

The new pricing strategy takes into account the prior TOTAL ORDER cost: product + ship cost + handling. When comparing new and old, we hope you will be pleasantly surprised at how we were able to keep total price increases to a minimum.

Pricing Examples (without tax): Even with price increases, we're still making it a win for our Members!

Example 1: Repeat Delivery – OLD Prices & Shipping

VIBE	\$42.50
Handling Fee	\$3.95
Shipping	\$7.70
TOTAL	\$54.15

Repeat Delivery – NEW Prices & Shipping

VIBE	\$47.95
Handling Fee	\$0.00
Shipping	\$0.00
TOTAL:	\$47.95

SAVE OVER \$6 if on REPEAT DELIVERY!

Example 2: Repeat Delivery – OLD Prices & Shipping

VIBE	\$42.95
Efactor (60)	\$29.95
Flex	\$26.95
Handling Fee	\$3.95
Shipping	\$9.70
Less \$5 Efactor Ship Credit (\$5.00)	
TOTAL	\$108.50

Repeat Delivery Order – NEW Prices & Shipping

VIBE	\$47.95
Efactor (60)	\$29.95
Flex	\$29.95
Handling Fee	\$0.00
Shipping	\$0.00
TOTAL	\$107.85

ACTUALLY LESS THAN BEFORE!

Example 3: Non-Repeat Delivery – OLD Prices & Shipping

ATP Pro	\$45.95
Digest EZ	\$24.95
Replenish Lotion	\$17.50
Handling Fee	\$3.95
Shipping	\$9.70
TOTAL	\$102.05

Repeat Delivery Order – NEW Prices & Shipping

ATP Pro	\$45.95
Digest EZ	\$26.95
Replenish	\$18.95
Handling Fee	\$0.00
ValueShip	\$5.95
TOTAL	\$97.80

AGAIN! LESS THAN BEFORE!