

# MARKETING PLAN



A WORLD OF OPPORTUNITIES WITH DXN

## Definition of Terms

<b>PV</b>	Point Value, for qualification and status.
<b>SV</b>	Sales Value, for calculation of Bonus and Incentive.
<b>Personal Point Value (PPV) / Personal Sales Value (PSV)</b>	Total PV/SV generated from all personal cash bills transacted in a month.
<b>Personal Group Point Value (PGPV) / Personal Group Sales Value (PGSV)</b>	Total PV/SV generated in a month by all downline distributors within personal group (ie. excluding breakaway QSAs) and own PPV/PSV.
<b>Diamond Group Point Value (DGPV) / Diamond Group Sales Value (DGSV)</b>	Total PV/SV generated in a month by all downline distributors within your diamond group (ie. excluding breakaway QSDs) and own PPV/PSV.
<b>Qualified Star Agent (QSA)</b>	Any SA who maintains 100PPV and 300PGPV in a month.
<b>Qualified Star Diamond (QSD)</b>	Any Diamond who qualifies for 37% Star Group Bonus.
<b>Travel Seminar Qualifier</b>	Any SA and above who meets the Yearly Travel Seminar Incentive Points (TSIP) Quota set of the year.

# Introduction of Remuneration

**1.Retail Profit  
(>15%)**

## **2.Bonus (71%) and Cash Incentive (ZAR16,950)**

a	<b>Group Bonus</b>	<b>6% - 21%</b>
b	<b>Star Group Bonus</b>	<b>25% - 37%</b>
c	<b>Development Bonus</b>	<b>15%</b>
d	<b>International Profit Sharing</b>	<b>2%</b>
e	<b>Leadership Bonus</b>	<b>15%</b>
f	<b>Travel Seminar Incentive</b>	<b>2%</b>
g	<b>One Time HP Cash Incentive</b>	<b>ZAR 2,200</b>
h	<b>One Time Overseas Trip Cash Incentive</b>	<b>ZAR 14,750</b>

Status	Conditions
<b>Distributor</b>	Age 18 years and a sponsor.
<b>Star Agent (SA)</b>	Achieves accumulated Group Sales of 4,500PV
<b>Star Ruby (SR)</b>	Sponsors 3 First Generation Star Agents (SA)
<b>Star Diamond (SD)</b>	With 6 First Generation Star Agents (SA) & qualifies for 37% Star Group Bonus
<b>Executive Star Diamond (ESD)</b>	Star Diamond who sponsors 1 Star Diamond*
<b>Senior Star Diamond (SSD)</b>	Star Diamond who sponsors 2 Star Diamonds*
<b>Executive Senior Star Diamond (ESSD)</b>	Star Diamond who sponsors 3 Star Diamonds*
<b>Double Diamond (DD)</b>	Star Diamond who sponsors 4 Star Diamonds*
<b>Executive Double Diamond (EDD)</b>	Star Diamond who sponsors 5 Star Diamonds*
<b>Triple Diamond (TD)</b>	Star Diamond who sponsors 6 Star Diamonds*
<b>Executive Triple Diamond (ETD)</b>	Star Diamond who sponsors 7 Star Diamonds*
<b>Gold Diamond (GD)</b>	Star Diamond who sponsors 8 Star Diamonds*
<b>Executive Gold Diamond (EGD)</b>	Star Diamond who sponsors 9 Star Diamonds*
<b>Crown Diamond (CD)</b>	Star Diamond who sponsors 10 Star Diamonds*
<b>Executive Crown Diamond (ECD)</b>	Star Diamond who sponsors 11 Star Diamonds*
<b>Senior Crown Diamond (SCD)</b>	Star Diamond who sponsors 12 Star Diamonds*
<b>Executive Senior Crown Diamond (ESCD)</b>	Star Diamond who sponsors 13 Star Diamonds*
<b>Double Crown Diamond (DCD)</b>	Star Diamond who sponsors 14 Star Diamonds*
<b>Executive Double Crown Diamond (EDCD)</b>	Star Diamond who sponsors 15 Star Diamonds*
<b>Triple Crown Diamond (TCD)</b>	Star Diamond who sponsors 16 Star Diamonds*
<b>Executive Triple Crown Diamond (ETCD)</b>	Star Diamond who sponsors 17 Star Diamonds*
<b>Gold Crown Diamond (GCD)</b>	Star Diamond who sponsors 18 Star Diamonds*
<b>Executive Gold Crown Diamond (EGCD)</b>	Star Diamond who sponsors 19 Star Diamonds*
<b>Crown Ambassador (CA)</b>	Star Diamond who sponsors 20 Star Diamonds*

\* As per dynamic compression.

## 1. Retail Profit (>15%)

Direct profit for distributors is when they sell DXN products to non-DXN members. Retail profit is the difference between distributor price and retail price.

## 2. Group Bonus (6% - 21%)

To be entitled for this Group Bonus, you need to maintain 100PPV each month.

Accumulated Group PV	Bonus
4,500 and above	21%*
3,250	18%
2,000	15%
1,000	12%
300	9%
100	6%

\* If a Star Agent (21%) maintains 100PPV and 300PGPV \*\*, he will become a Qualified Star Agent (25%).

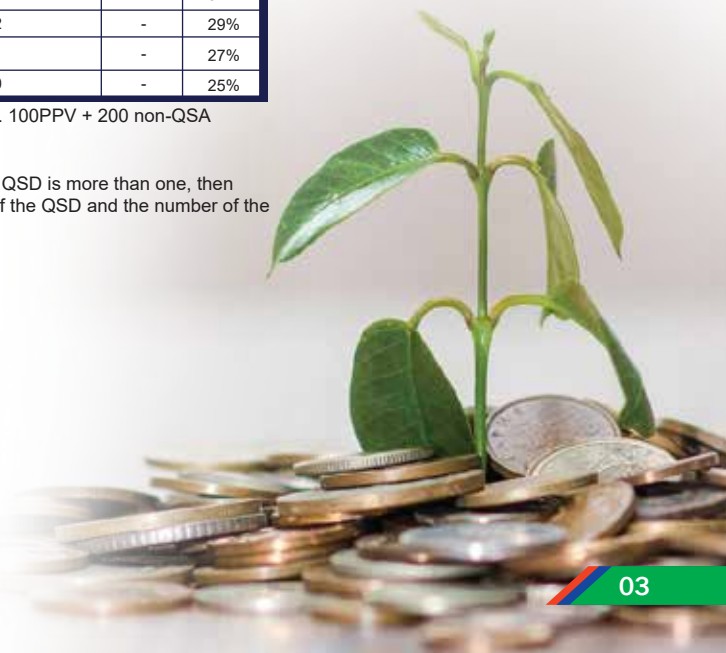
## 3. Star Group Bonus (25% -37%)

To be entitled for this Star Group Bonus, you must be a SA and maintain 100PPV and 300 PGPV\*\* (QSA) each month.

No. of SA (1st Generation)	No. of Qualified SA Lines	DGPV	Bonus
6	-	5,000	37%
	4	2,500#	
5	-	3,000	35%
	4	2,000	
4	4	-	33%
3	3	-	31%
2	2	-	29%
1	1	-	27%
0	0	-	25%

\*\*PGPV is inclusive of personal PV (i.e. 100PPV + 200 non-QSA group PV).

# For SSD and above, if the number of QSD is more than one, then the DGPV can be borrowed from one of the QSD and the number of the QSD will be reduced by one.



## 4. Development Bonus (15%)

To be entitled for this Development Bonus, you must be a SA and maintain 100 PPV and 300 PGPV\*\*(QSA) each month.

Level of Qualified SA	Bonus
1st Level	5%
2nd Level	4%
3rd Level	3%
4th Level	2%
5th Level	1%

\*\* PGPV is inclusive of personal PV (i.e. 100 PPV + 200 non-QSA group PV).

## 5. International Profit Sharing (2%)

To be entitled for this International Profit Sharing (IPS) you must be a Qualified Star Diamond (QSD).

$$\text{IPS Fund} = \text{Overall Company's Sales in SV} \times 2\%$$

Your IPS entitlement

$$= \text{IPS Fund} \times \frac{\text{Your IPS Points for the month}}{\text{Total IPS Points for all Qualified Star Diamonds and above}}$$

Your IPS Point calculation:

Level of Qualified SD	IPS Point
Personal	DGSV X 100%
1st Level QSD (L1)	+ L1 DGSV X 50%
2nd Level QSD (L2)	+ L2 DGSV X 40%
3rd Level QSD (L3)	+ L3 DGSV X 30%
4th Level QSD (L4)	+ L4 DGSV X 20%
5th Level QSD (L5)	+ L5 DGSV X 10%



## 6. Leadership Bonus (15%)

To be entitled for this Leadership Bonus, you must be a Qualified Star Diamond (QSD).

No. of Qualified SD Lines	1	2	3	4	5
1st Level QSD's DGSV	5%	5%	5%	5%	5%
2nd Level and below QSD's DGSV (till 1st level of next qualifier)	-	3%	4.8%	5.8%	6.5%
Minimum DGSV needed to Guarantee upline ('000)	9.5	19	28.5	38	38

No. of Qualified SD Lines	6	7	8	9	10
1st Level QSD's DGSV	5%	5%	5%	5%	5%
2nd Level and below QSD's DGSV (till 1st level of next qualifier)	7.1%	7.6%	8%	8.3%	8.5%
Minimum DGSV needed to Guarantee upline ('000)	38	38	38	38	38

No. of Qualified SD Lines	11	12	13	14	15
1st Level QSD's DGSV	5%	5%	5%	5%	5%
2nd Level and below QSD's DGSV (till 1st level of next qualifier)	8.7%	8.9%	9.1%	9.3%	9.5%
Minimum DGSV needed to Guarantee upline ('000)	38	38	38	38	38

No. of Qualified SD Lines	16	17	18	19	20
1st Level QSD's DGSV	5%	5%	5%	5%	5%
2nd Level and below QSD's DGSV (till 1st level of next qualifier)	9.6%	9.7%	9.8%	9.9%	10%
Minimum DGSV needed to Guarantee upline ('000)	38	38	38	38	38



## 7. Travel Seminar Incentive (2%)

This Travel Seminar Incentive (TSI) shall be used by the qualifier for the travel seminar organised by the Company only. It is not exchangeable for cash and also not transferable. A qualifier may claim up to maximum Travel Seminar Fare against his/her TSI for two (2) if married.

**Travel Seminar Incentive Fund = Company's Annual Sales in SV X 2%**

\* To be shared as below:

- i) 50% of the Travel Seminar Incentive Fund (TSIF) to be shared amongst all SAs and above who met the YEARLY TSIP QUOTA set for the year.
- ii) 50% of the Travel Seminar Incentive Fund (TSIF) to be shared amongst all SDs and above who met the YEARLY TSIP QUOTA set for the year.

a) Travel Seminar Incentive for SA Qualifier (TSIS<sub>SA</sub>)

$$TSIS_{SA} = 50\% \times TSIF \times \frac{\text{Accumulated TSIP* for a SA Qualifier}}{\text{Total Accumulated TSIP for all SA Qualifiers}}$$

\* Travel Seminar Incentive Point (TSIP) will be calculated monthly based on the following formula and to be accumulated for a year:

Level of Qualified SA	Monthly Travel Seminar Incentive Point (TSIP)
Personal	PGSV X 100%
1st Level QSA (L1)	+ L1 PGSV X 50%
2nd Level QSA (L2)	+ L2 PGSV X 40%
3rd Level QSA (L3)	+ L3 PGSV X 30%
4th Level QSA (L4)	+ L4 PGSV X 20%
5th Level QSA (L5)	+ L5 PGSV X 10%

b) Travel Seminar Incentive for SD Qualifier (TSIS<sub>SD</sub>)

$$TSIS_{SD} = 50\% \times TSIF \times \frac{\text{Accumulated TSIP* for a SD Qualifier}}{\text{Total Accumulated TSIP for all SD Qualifiers}}$$

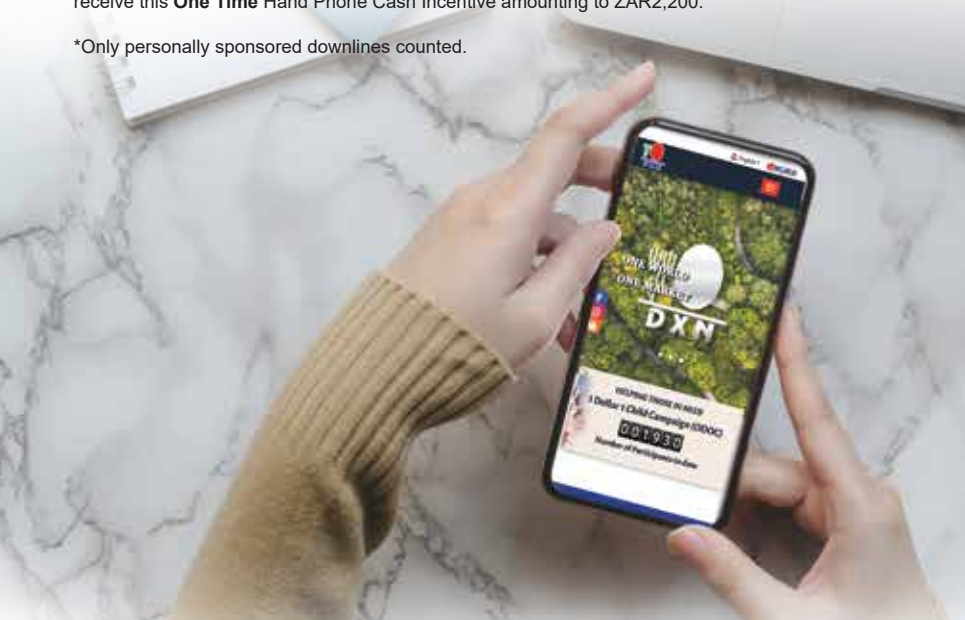
\* Travel Seminar Incentive Point (TSIP) will be calculated monthly based on the following formula and to be accumulated for a year:

Level of Qualified SD	Monthly Travel Seminar Incentive Point (TSIP)
Personal	DGSV X 100%
1st Level QSD (L1)	+ L1 DGSV X 50%
2nd Level QSD (L2)	+ L2 DGSV X 40%
3rd Level QSD (L3)	+ L3 DGSV X 30%
4th Level QSD (L4)	+ L4 DGSV X 20%
5th Level QSD (L5)	+ L5 DGSV X 10%

## 8. Hand Phone Cash Incentive (ZAR2,200) - One Time Only

When you have 3 immediate SA who achieved 6,000 Accumulated GPV, then you will be entitled to receive this **One Time** Hand Phone Cash Incentive amounting to ZAR2,200.

\*Only personally sponsored downlines counted.



## 9. Overseas Trip Cash Incentive (ZAR14,750) - One Time Only

When you have 5 immediate downlines who have received their Hand Phone Cash Incentive, then you will be entitled to receive this **One Time** Overseas Trip Cash Incentive amounting to ZAR14,750.

\*Only personally sponsored downlines counted.





## 1. Retail Profit (>15%)

Direct profit for distributors is when they sell DXN products to non-DXN members. Retail profit is the difference between distributor price and retail price.

### **Example:**

If you sell one unit of a DXN Product to a non-DXN member, you will earn the retail profit as below:

One bottle of RG

Distributor Price

ZAR100

Retail Price

ZAR120

### **Therefore,**

*Retail Price – Distributor Price = Retail Profit*

*ZAR120 - ZAR100 = ZAR20*

*YOUR retail profit is ZAR20 (20% from distributor's price)*

**Minimum monthly Personal PV required for bonus entitlement (100PV).**



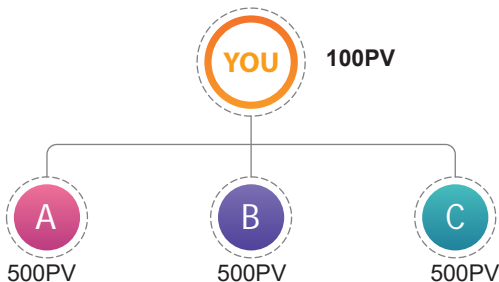
"The statements made on this page are hypothetical and merely meant to describe and explain the mechanisms of the Compensation plan and its various bonus features. Any statements made on this page are not meant as earnings claims, nor do they represent any promises or guarantees of specific earnings or earning potential. Specific earnings will be influenced by many factors."

\* Assume 1PV = 3.8SV for all the following Bonuses and Incentives calculations.

## 2. Group Bonus (6%-21%)

### CASE 1

If in the first month you have acquired 100PV and sponsored 3 new distributors with 500PV each:



$$\begin{aligned} \text{Personal PV/SV (PPV/PSV)} &= 100\text{PV}/380\text{SV} \\ \text{Personal Group PV/SV (PGPV/PGSV)} &= 1,600\text{PV}/6,080\text{SV} \end{aligned}$$

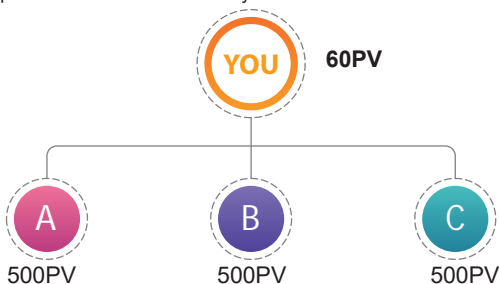
$$\begin{aligned} \text{Your Group Bonus} &= (6,080\text{SV} \times 12\%) - (1,900\text{SV} \times 9\%) \\ &\quad - (1,900\text{SV} \times 9\%) - (1,900\text{SV} \times 9\%) \\ &= \text{ZAR}729.60 - \text{ZAR}171 - \text{ZAR}171 - \text{ZAR}171 \\ &= \text{ZAR}216.60 \end{aligned}$$

Therefore:

Your Group Bonus is ZAR216.60 and Group Bonus for A, B and C is ZAR171 each.

### CASE 2

If YOU have acquired 60PV and each one of your downline achieved 500PV:



$$\begin{aligned} \text{Personal PV/SV (PPV/PSV)} &= 60\text{PV}/228\text{SV} \\ \text{Personal Group PV/SV (PGPV/PGSV)} &= 1,560\text{PV}/5,928\text{SV} \end{aligned}$$

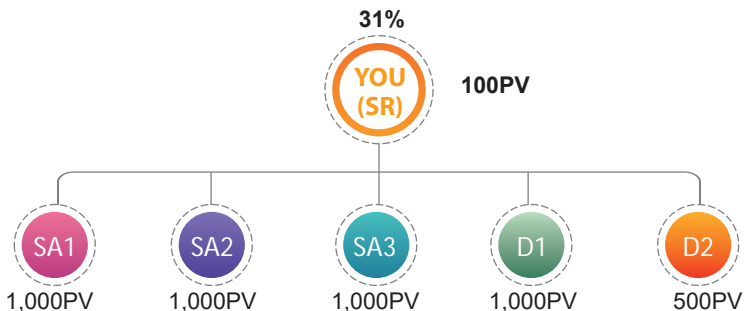
You are not qualified to receive any bonus because your Personal PV is less than 100 PPV. To qualify for Group Bonus, YOU must have a minimum of 100PPV.

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### 3. Star Group Bonus (25%-37%)

#### CASE 1

If YOU are a Star Ruby (SR) and have sponsored 3 Star Agents (SA) and 2 distributors:



Personal PV/SV (PPV/PSV) = 100PV/380SV  
 Personal Group PV/SV (PGPV/PGSV) = 1,600PV/6,080SV

Your Star Group Bonus = (17,480SV X 31%) - (3,800SV X 25%)  
 - (3,800SV X 25%) - (3,800SV X 25%)  
 - (3,800SV X 12%) - (1,900SV X 9%)  
 = ZAR5,418.80 - ZAR950 - ZAR950  
 - ZAR950 - ZAR456 - ZAR171  
 = **ZAR1,941.80**

Therefore:

Your Star Group Bonus is ZAR1,941.80.

SA1, SA2 and SA3 will earn ZAR950 each.

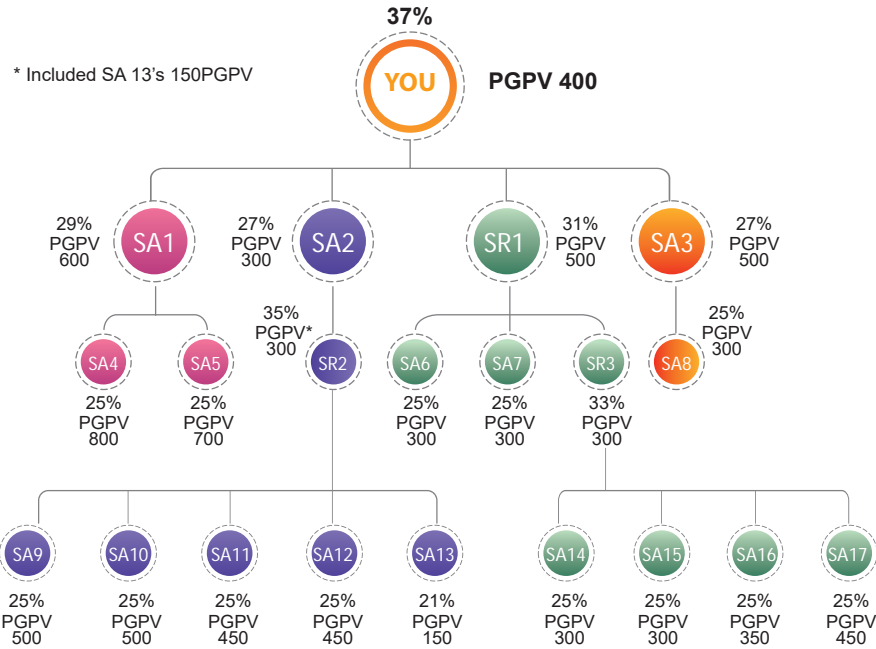
Group Bonus for D1 is ZAR456 and D2 is ZAR171.

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CASE 2

If YOU are a Star Diamond with 6 SAs (1st Generation), 100PPV and 400 PGPV. At the same time, YOU have some downlines with the status of Star Ruby (SR) and Star Agent (SA) who have at least 100PPV.

The Star Group Bonus entitlement (%) for YOU and your downlines will be as follow:



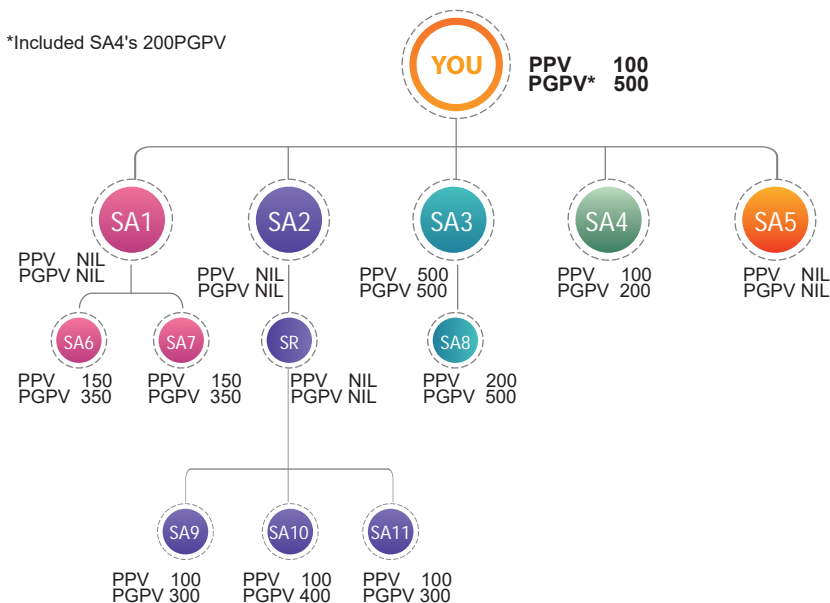
Star Group Bonus (%)

	Status	No of Qualified SA Lines	PPV	PGPV	DGPV	SGB entitlement (%)
YOU	SD	4	100	400	8,600	37%
SA1	SA	2	100	600		29%
SA2	SA	1	100	300		27%
SR1	SR	3	100	500		31%
SR2	SR	4	100	300	2,200	35%
SR3	SR	4	100	300		33%
SA4	SA	0	100	800		25%
SA13	SA	0	100	150		21%

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### CASE 3

If YOU are a Star Ruby (SR) with **5 SA** (1st Generation), 100PPV and 500PGPV. At the same time, YOU have downlines with the status of Star Ruby (SR) and Star Agent (SA). Some of the SR or SA are inactive (i.e. SA1, SA2, SA5 & SR):



Therefore:

YOU are entitled to 35% of Star Group Bonus even you have only 3 qualified SA lines. It is because YOU have 5 SA (1st Generation) and obtained 3,200 DGPV.

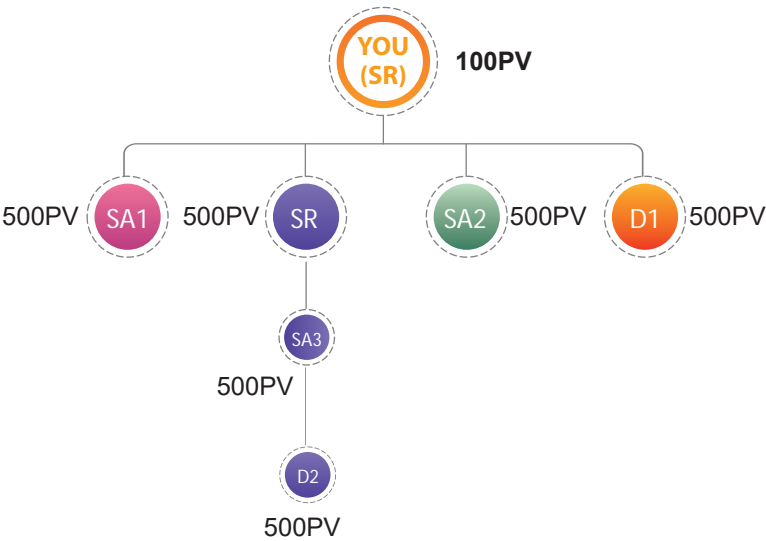
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## 4. Development Bonus (15%)

### CASE 1

For Development Bonus, if YOU are a Star Ruby (SR) and have downlines as below:



Personal PV/SV (PPV/PSV) = 100PV/380SV  
Personal Group PV/SV (PGPV/PGSV) = 600PV/2,280SV

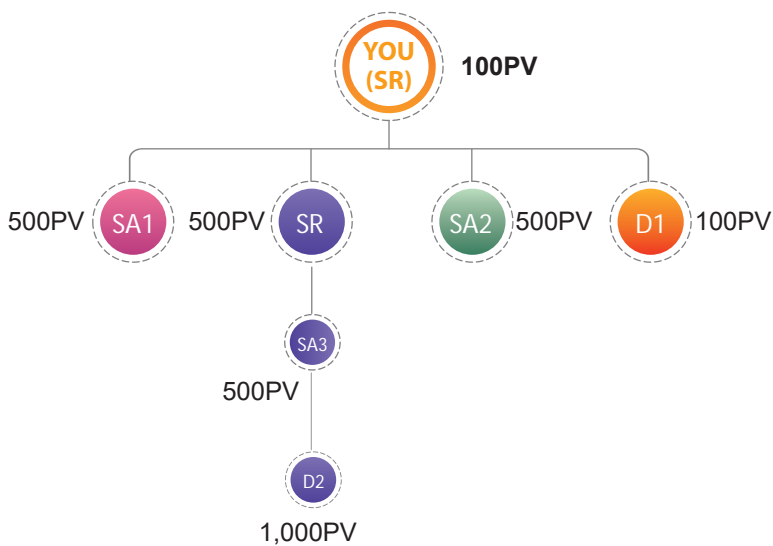
Your Development Bonus = (5,700SV X 5%) + (3,800SV X 4%)  
= ZAR285 + ZAR152  
= **ZAR437**

Therefore:  
Your Development Bonus is ZAR437.

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## CASE 2

For Development Bonus, if YOU are a Star Ruby (SR) and have downlines as below:



Personal PV (PPV) = 100PV  
 Personal Group PV (PGPV) = 200PV

Therefore:

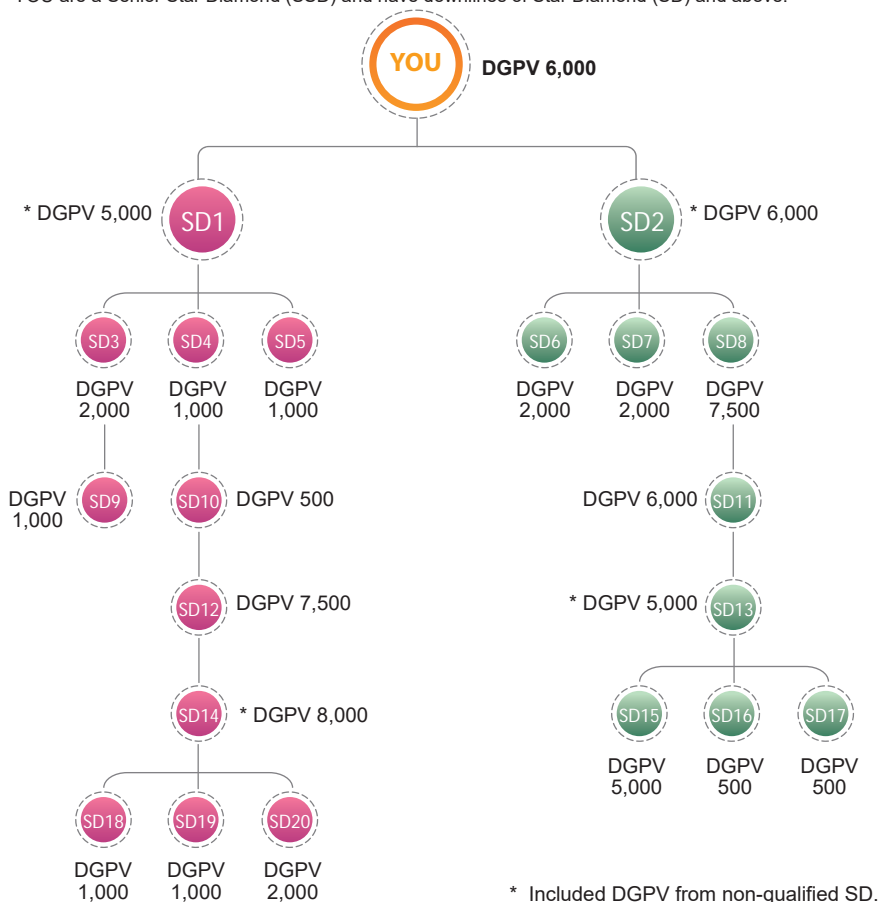
YOU are not qualified to earn the development bonus because your Personal Group PV is less than 300 PV.

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## 5. International Profit Sharing (2%)

### EXAMPLE

YOU are a Senior Star Diamond (SSD) and have downlines of Star Diamond (SD) and above.



Non-qualified SD : SD3, SD4, SD5, SD6, SD7, SD9, SD10, SD16, SD17, SD18, SD19 & SD20  
 Qualified SD : YOU, SD1, SD2, SD8, SD11, SD12, SD13, SD14 & SD15

Assumptions : -

- 1 PV equals to 3.8 SV.
- There are 68 Star Diamonds and above in the company and the Total IPS Point is 1,900,000 points.
- Total company's sales for that particular month is 7,600,000 SV.

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IPS Point for YOU:

YOU

1st Level: SD1 + SD2

2nd Level: SD12 +SD8

3rd Level: SD14 + SD11

4th Level: SD13

5th Level: SD15

DGSV

22,800 X 100%

41,800 X 50%

57,000 X 40%

53,200 X 30%

19,000 X 20%

19,000 X 10%

IPS points

= 22,800

= 20,900

= 22,800

= 15,960

= 3,800

= 1,900

YOUR Total IPS Point

**88,160**

Therefore:

YOUR International Profit Sharing

$$= 2\% \times 7,600,000\text{SV} \times \frac{88,160 \text{ pts}}{1,900,000\text{pts}}$$

**= ZAR7,052.80**

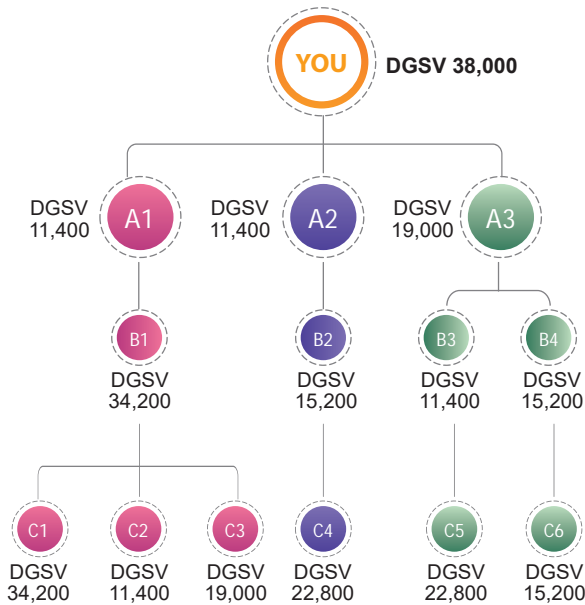
## International Profit Sharing

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# 6. Leadership Bonus (15%)

## CASE 1

YOU are an Executive Senior Star Diamond (ESSD) and have qualified for 37% Star Group Bonus. Every Circle (from A1 to C6) represents a SD and above. All SDs have qualified for 37% Star Group Bonus.



YOUR Leadership Bonus:

1st Level qualified SD:

$$A1 + A2 + A3 = 41,800SV \times 5.0\% = ZAR2,090.00$$

2nd Level and below qualified SD:

$$B1 + C1 + C2 + C3 + B2 + C4 + B3 + B4 = 163,400SV \times 4.8\% = ZAR7,843.20$$

$$C5 + C6 = 38,000SV \times 1.8\% = ZAR 684.00$$

YOUR Leadership Bonus

**ZAR10,617.20**

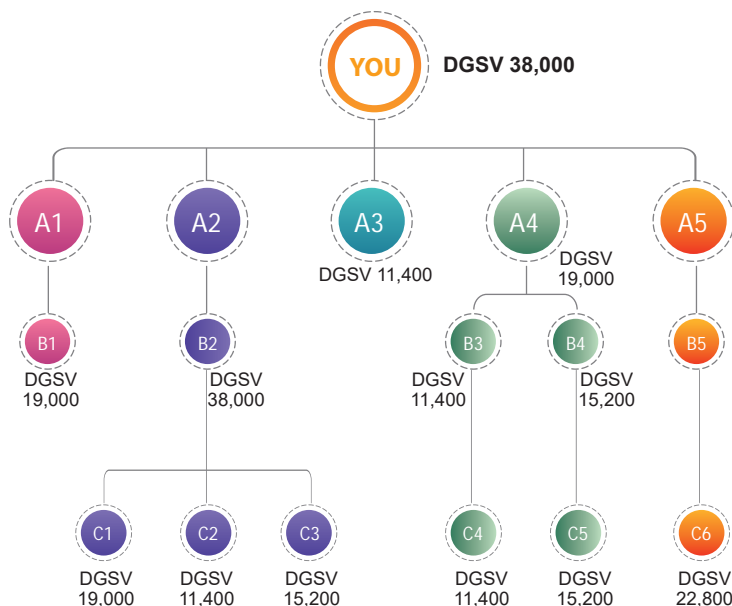
Explanation On The  
**DXN MARKETING PLAN REWARD**

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## CASE 2

YOU are an Executive Double Diamond (EDD) and have qualified for 37% Star Group Bonus.  
Every Circle (from A1 to C6) represents a SD and above.  
All SDs have qualified for 37% Star Group Bonus with the exception of A1,A2, A5 & B5



YOUR Leadership Bonus:

1st Level qualified SD:

$$B1 + B2 + A3 + A4 + C6 = 110,200\text{SV} \times 5.0\% = \text{ZAR}5,510.00$$

2nd Level and below qualified SD:

$$C1 + C2 + C3 + B3 + B4 = 72,200\text{SV} \times 6.5\% = \text{ZAR}4,693.00$$

$$C4 + C5 = 26,600\text{SV} \times 3.5\% = \text{ZAR} 931.00$$

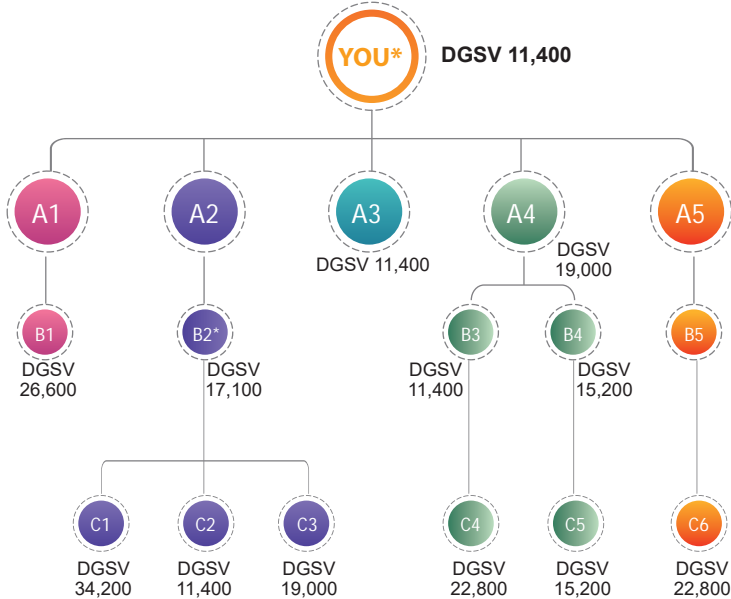
YOUR Leadership Bonus

**ZAR11,134.00**

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### CASE 3

YOU are an Executive Double Diamond (EDD) and have qualified for 37% Star Group Bonus.  
Every Circle (from A1 to C6) represents a SD and above.  
All SDs have qualified for 37% Star Group Bonus with the exception of A1, A2, A5 & B5.



#### YOUR Leadership Bonus:

1st Level qualified SD:

B1 + B2 + A3 + A4 + C6

Add: Guarantee from Downline (B2)

Less: Guarantee Upline (YOU)

$$\begin{aligned} &= 96,900\text{SV} \\ &= 11,400\text{SV} \\ &= \underline{(26,600\text{SV})} \\ &= \underline{81,700\text{SV}} \times 5.0\% = \text{ZAR}4,085.00 \end{aligned}$$

2nd Level and below qualified SD:

C1 + C2 + C3 + B3 + B4

Less: Guarantee Upline (B2)

$$\begin{aligned} &= 91,200\text{SV} \\ &= \underline{(11,400\text{SV})} \\ &= \underline{79,800\text{SV}} \times 6.5\% = \text{ZAR}5,187.00 \end{aligned}$$

C4 + C5

YOUR Leadership Bonus

$$\begin{aligned} &= 38,000\text{SV} \times 3.5\% = \text{ZAR } 1,330.00 \\ &= \underline{\underline{\text{ZAR}10,602.00}} \end{aligned}$$

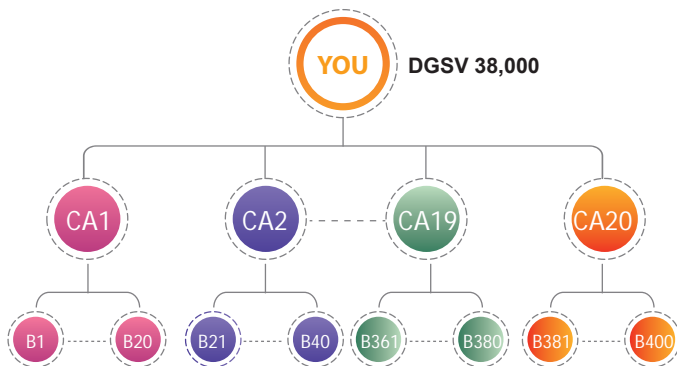
\* YOU need to guarantee upline 38,000 DGSV.

\* B2 need to guarantee upline 28,500 DGSV.

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## CASE 4

YOU are a Crown Ambassador (CA) and have 20 first generation Crown Ambassadors (CAs) with 38,000DGSV each. All CAs have 20 Qualified SDs with 38,000 DGSV each.



Therefore:

Your Leadership Bonus

1st Level Qualified SD: 38,000DGSV X 20 X 5%

= ZAR 38,000

2nd Level Qualified SD: 38,000DGSV X 400 X 10%

= ZAR1,520,000

ZAR1,558,000



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## 7. Travel Seminar Incentive (2%)

The company will allocate 2% of company's Annual Sales in SV as the Travel Incentive Fund. It will be shared amongst the SA Qualifiers & SD Qualifiers and used to subsidise the travel seminar organised by the Company only.

Assumptions :-

- \* Company Annual Sales is 47,880,000SV.
- \* Travel Seminar Incentive Fund =  $2\% \times 47,880,000\text{SV}$   
= **ZAR957,600**

A) Travel Seminar Incentive for SA Qualifiers.

Assumptions :-

- i Total Accumulated TSIP for all SA Qualifiers is 2,128,000 points.
- ii YOUR Accumulated TSIP as a SA Qualifier is 31,920 points.
- iii Yearly TSIP QUOTA for SA is 26,600 points.
- iv Estimated cost of Travel Seminar for SA Qualifier is ZAR3,990/pax.

Therefore:

Your Travel Seminar Incentive as SA Qualifier

$$= 50\% \times \text{ZAR}957,600 \times \frac{31,920 \text{ pts}}{2,128,000 \text{ pts}} = \text{ZAR}7,182$$

**Note: Your TSI is more than enough to pay for one person to attend the Travel Seminar. So, you can either go for this Travel Seminar by yourself without any cash refund for the excess incentive or you may bring along your spouse by paying additional ZAR798 as the short amount for the fare of two.**

B) Travel Seminar Incentive for SD Qualifiers.

Assumptions :-

- i Total Accumulated TSIP for all SD Qualifiers is 2,660,000 points.
- ii YOUR Accumulated TSIP as a SD Qualifier is 74,480 points.
- iii Yearly TSIP QUOTA for SD is 66,500 points.
- iv Estimated cost of Travel Seminar for SD Qualifier is ZAR6,650/pax.

Therefore:

Your Travel Seminar Incentive as SD Qualifier

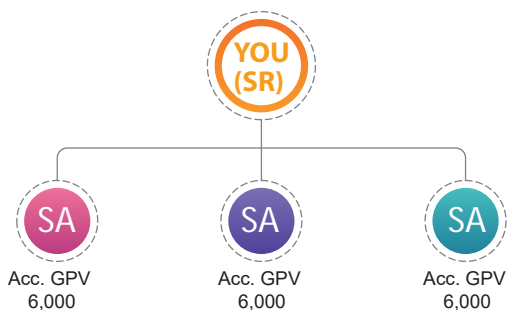
$$= 50\% \times \text{ZAR}957,600 \times \frac{74,480 \text{ pts}}{2,660,000 \text{ pts}} = \text{ZAR}13,406.40$$

**Note: Your TSI is more than enough to pay for two persons to attend the Travel Seminar. So, you can go for this Travel Seminar with your spouse. There is no cash refund for any excess incentive.**

## 8. One Time Hand Phone Cash Incentive(ONE TIME)

### EXAMPLE

After you have sponsored 3 immediate SA who achieved 6,000 Accumulated GPV.



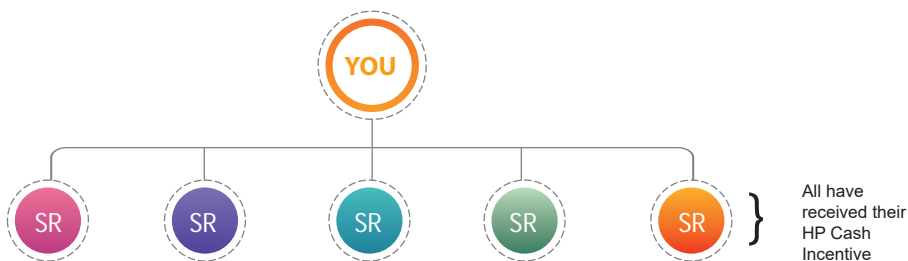
Therefore:

YOU are qualified to receive the One Time Hand Phone Cash Incentive amounting to ZAR2,200.

## 9. One Time Overseas Trip Cash Incentive(ONE TIME)

### EXAMPLE

After you have 5 immediate downlines who have received their Hand Phone Cash Incentive, then you are qualified for this One Time Overseas Trip Cash Incentive.



Therefore:

Once YOU have fulfilled the requirement, YOU are qualified for One Time Overseas Trip Cash Incentive amounting to ZAR14,750.

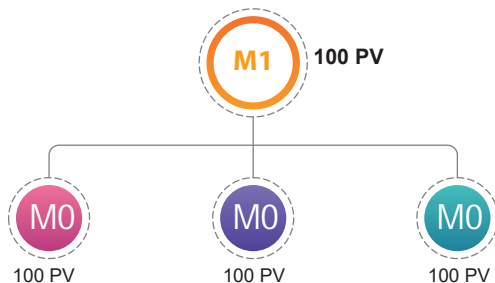
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### Assumptions :-

- \* Personal Sales for each distributor is 100PPV per month.
- \* Each distributor sponsors 3 new distributors in each month.
- \* 1 PV = 3.8 SV

### 1st Month



### Your status : Distributor - Accumulated 400 GPV (9%)

Personal PV/SV (PPV/ PSV) = 100PV/380SV  
Personal Group PV/SV (PGPV/ PGSV) = 400PV/1,520SV  
Accumulated GPV = 400PV

### Your Bonus Income

Group Bonus = 1,520SV X 9% = ZAR136.80  
Less: Downlines Bonus = (3 X 380SV X 6%) = (ZAR 68.40)

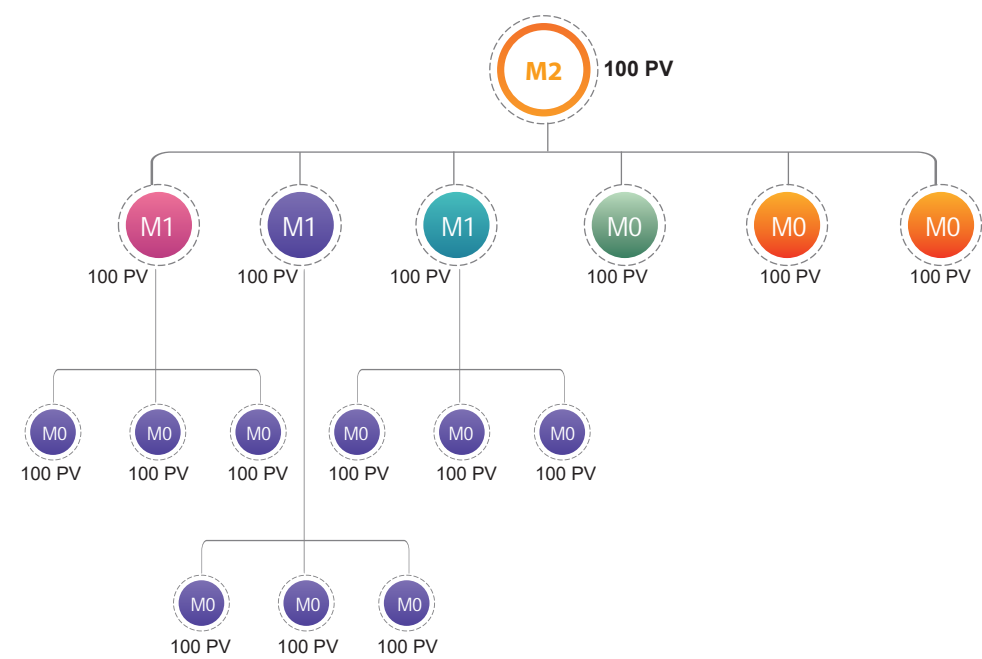
YOUR Bonus Income

ZAR 68.40

How to become

A STAR DIAMOND WITHIN 5 MONTHS

"The description of how to achieve Star Diamond in 5 months is for illustration purposes only, and should not be construed in any manner as either representing that a particular individual will be able to achieve such status or that achieving this position is easy. Individual results will vary."

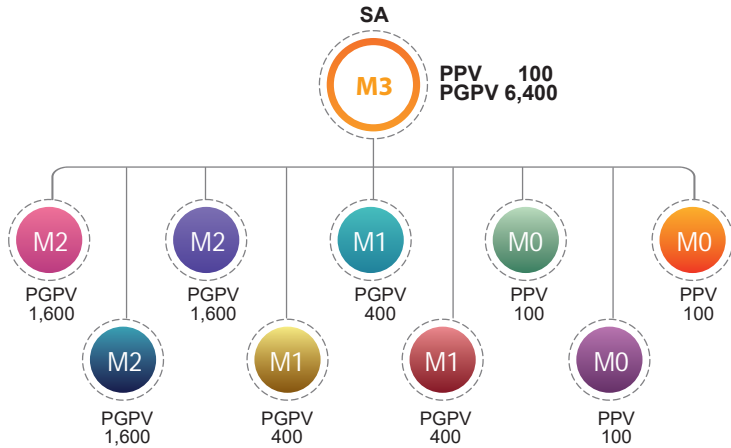


**Your status: Distributor - Accumulated 2,000 GPV (15%)**

Personal PV/SV (PPV/PSV)	=	100PV/380SV
Personal Group PV/SV (PGPV/PGSV)	=	1,600PV/6,080SV
Accumulated GPV b/f	=	400PV
Accumulated GPV c/f	=	2,000PV

Your Bonus Income		
Group Bonus	= 6,080SV X 15%	= ZAR912.00
Less: Downlines Bonus	= (1,520SV X 9% X 3) + (380SV X 6% X 3)	= (ZAR478.80)
YOUR Bonus Income		<u><u>ZAR433.20</u></u>

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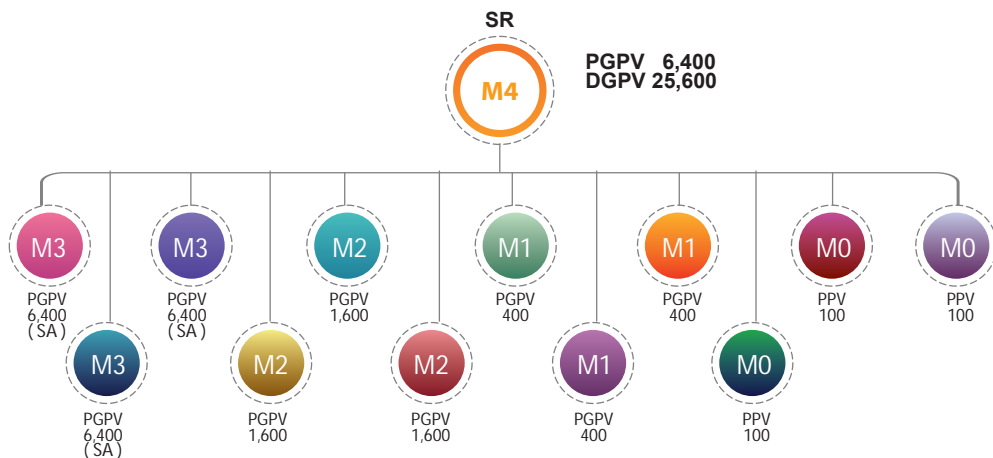


**Congratulations! You have reached 4,500 Accumulated GPV and you are now a Star Agent.**

Personal PV/SV (PPV/ PSV) = 100PV/380SV  
 Personal Group PV/SV (PGPV/ PGSV) = 6,400PV/24,320SV  
 Accumulated GPV b/f = 2,000PV  
 Accumulated GPV c/f = 8,400PV

Your Bonus Income  
 Group Bonus = 24,320SV X 25% = ZAR6,080.00  
 Less: Downlines Bonus = ( 6,080SV X 15% X 3)  
 + ( 1,520SV X 9% X 3)  
 + ( 380SV X 6% X 3) = (ZAR3,214.80)  
  
 YOUR Bonus Income **ZAR2,865.20**

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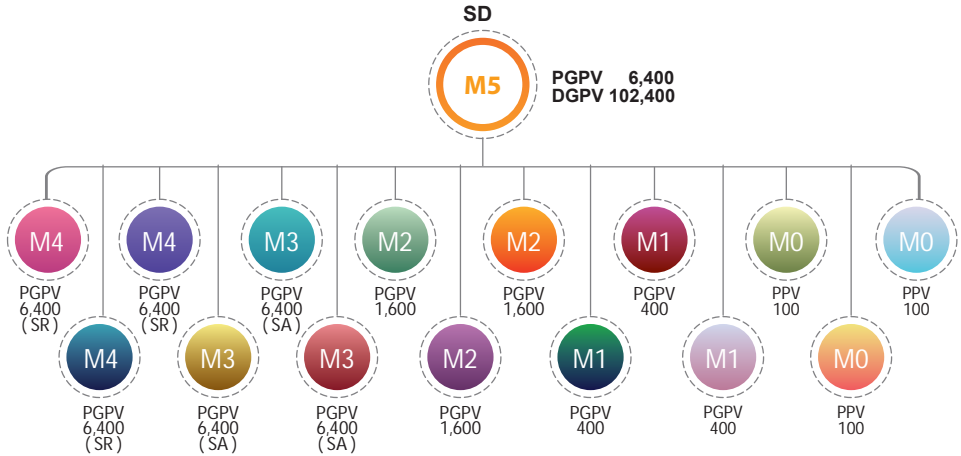
**Congratulations! You have successfully promoted 3 direct Star Agents under you, and therefore you are now a Star Ruby.**

Personal PV/SV (PPV/PSV) = 100PV/380SV  
 Personal Group PV/SV (PGPV/PGSV) = 6,400PV/24,320SV  
 Diamond Group PV/SV (DGPV/DGSV) = 25,600PV/97,280SV

Your Bonus Income

Star Group Bonus	= 97,280SV X 31%	= ZAR30,156.80	
Less: Downlines Bonus	= (24,320SV X 25% X 3) + ( 6,080SV X 15% X 3) + ( 1,520SV X 9% X 3) + ( 380SV X 6% X 3)	= (ZAR21,454.80)	ZAR8,702
Development Bonus	= 24,320SV X 5% X 3	=	ZAR3,648
HP Cash Incentive			ZAR2,200
<b>YOUR Bonus Income</b>			<b><u>ZAR14,550</u></b>

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**Congratulations! You have successfully promoted 6 SAs (1st Generation) and have also met the 5,000DGPV quota. Hence you are now a Star Diamond.**

Personal PV/SV (PPV/ PSV) = 100PV/380SV  
 Personal Group PV/SV (PGPV/ PGSV) = 6,400PV/24,320SV  
 Diamond Group PV/SV (DGPV/ DGSV) = 102,400PV/389,120SV

Your Bonus Income  
 (A) Star Group Bonus = 389,120SV X 37% = ZAR143,974.40  
 Less: Downlines Bonus = ( 97,280SV X 31% X 3)  
 + ( 24,320SV X 25% X 3)  
 + ( 6,080SV X 15% X 3)  
 + ( 1,520SV X 9% X 3)  
 + ( 380SV X 6% X 3) = (ZAR111,925.20) **ZAR32,049.20**

(B) Development Bonus  
 1st Level = 24,320SV X 6 X 5% = ZAR7,296.00  
 2nd Level = 24,320SV X 9 X 4% = ZAR8,755.20 **ZAR16,051.20**

(C) International Profit Sharing  
 Assumption:-  
 i) IPS Fund = ZAR106,400  
 ii) Total IPS Point for all Qualifiers = 13,300,000pts  
 iii) YOUR IPS Point for the month = 389,120SV X 100%  
 = 389,120 pts

Your International Profit Sharing  
 = ZAR106,400 X  $\frac{389,120 \text{ pts}}{13,300,000 \text{ pts}}$  = **ZAR3,112.95**

**YOUR Bonus Income** **ZAR51,213.35**

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[dxn@icon.co.za](mailto:dxn@icon.co.za)



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00-27-11-838-7991/  
00-27-645039910

**S.H.M. Distributors (PTY) LTD**

*35 Ntemi Piliso Street.*

*(Between Commissioner & Albertina Sisulu Street)*

*Johannesburg, South Africa*