# DXN MARKETING PLAN

# **Definition of Terms**

PV	:	Point Value, for qualification and status.	
sv	:	Sales Value, for calculation of Bonus and In	centive.
Personal Point Value (PPV) / Personal Sales Value (PSV)	:	Total PV/SV generated from all personal cartransacted in a month.	sh bills
Personal Group Point Value (PGPV) / Personal Group Sales Value (PGSV)	(#)	Total PV/SV generated in a month by all dod distributors within personal group (ie. excluding breakaway QSAs) and own P	
Diamond Group Point Value (DGPV) / Diamond Group Sales Value (DGSV)	:	Total PV/SV generated in a month by all dod distributors within your diamond group (ie. excluding breakaway QSDs) and own P	
Qualified Star Agent (QSA)	:	Any SA who maintains 30 PPV and 100 PG month.	PV in a
Qualified Star Diamond (QSD)	:	Any Diamond who qualifies for 37% Star Gr	oup Bonus.
Travel Seminar Qualifier	:	Any SA and above who meets the Yearly Tr Seminar Incentive Points (TSIP) Quota set to	
Introduction Of Remuneration			
1) Retail Profit			15% - 25%
2) Bonus (71%) and Cash Incentive (	US	SD2,100)	
a) Group Bonus			6% - 21%
b) Star Group Bonus			25% - 37%
c) Development Bonus			15%
,			2%
			15%
F 1 10 10 10 10 10 10 10 10 10 10 10 10 1			2%
h) One Time Oversea Trip Cash Ince	ent	tive	USD1,800

Status	Condition
Distributor	Membership Fee USD40 Age 18 years + and a sponsor.
Star Agent (SA)	Achieves accumulated Group Sales of 1,800PV
Star Ruby (SR)	Sponsors 3 First Generation Star Agents (SA)
Star Diamond (SD)	With 6 First Generation Star Agents (SA) & qualifies for 37% Star Group Bonus.
Senior Star Diamond (SSD)	Star Diamond who sponsors 2 Star Diamonds*
Double Diamond (DD)	Star Diamond who sponsors 4 Star Diamonds*
Triple Diamond (TD)	Star Diamond who sponsors 6 Star Diamonds*
Gold Diamond (GD)	Star Diamond who sponsors 8 Star Diamonds*
Crown Diamond (CD)	Star Diamond who sponsors 10 Star Diamonds*
Senior Crown Diamond (SCD)	Star Diamond who sponsors 12 Star Diamonds*
Double Crown Diamond (DCD)	Star Diamond who sponsors 14 Star Diamonds*
Triple Crown Diamond (TCD)	Star Diamond who sponsors 16 Star Diamonds*
Gold Crown Diamond (GCD)	Star Diamond who sponsors 18 Star Diamonds*
Crown Ambassador (CA)	Star Diamond who sponsors 20 Star Diamonds*

<sup>\*</sup> As per dynamic compression.

#### 1. Retail Profit (15% - 25%)

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 to this Group Bonus, you need to maintain 30 PPV each month.

Accumulated Group PV	Bonus
1,800 and above	21%*
1,300	18%
800	15%
400	12%
120	9%
30	6%

<sup>\*</sup> If a Star Agent (21%) maintains 30 PPV and 100 PGPV \*\*, he will become a Qualified Star Agent (25%).

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

To be entitled to this Star Group Bonus, you must be a SA and maintain 30 PPV and 100 PGPV\*\* (QSA).

No. of SA (1st Generation)	No. of Qualified SA Lines	DGPV	Bonus
0	<del>-</del> -	2,000	37%
6	4	1,000 #	3170
5	-	1,200	35%
5	4	800	33 /6
4	4	-	33%
3	3	-	31%
2	2	-	29%
1	1	-	27%
0	0	-	25%

<sup>\*\*</sup> PGPV is inclusive of personal PV (i.e. 30PPV + 70 non-QSA group PV).

<sup>#</sup> 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 QSD will be reduced by one.

#### 4. Development Bonus (15%)

To be entitled to this Development Bonus, you must be a SA and maintain 30 PPV and 100 PGPV\*\* (QSA).

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

<sup>\*\*</sup> PGPV is inclusive of personal PV (i.e. 30PPV + 70 non-QSA group PV).

#### 5. International Profit Sharing (2%)

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

#### Your IPS entitlement

_	IDC Fund	V	Your IPS Point for the month			
-	IPS Fullu		Total IPS Point for all Qualified Star Diamond 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 to this Leadership Bonus, you must be a Qualified Star Diamond (QSD).

10	2%	8:5%	4
6	2%	8.3%	4
8	2%	%8	4
7	2%	7.6%	4
9	2%	6.5% 7.1% 7.6%	4
2	2%	6.5%	4
4	2%	4.8% 5.8%	4
က	2%	4.8%	ო
2	2%	3%	2
<b>~</b>	2%	I,	-
No. of Qualified SD Lines	1st Level QSD's DGSV	2nd Level and below QSD's DGSV (till 1st level of next qualifier)	Minimum DGSV needed to Guarantee upline ('000)

20	2%	10%	4
19	2%	%6.6	4
18	2%	9.8%	4
17	2%	%2'6	4
16	2%	%9.6	4
15	%9	9.5%	4
14	2%	9.3%	4
13	2%	8.9% 9.1% 9.3%	4
11 12 13	2%	8.9%	4
11	2%	8.7%	4
No. of Qualified SD Lines	1st Level QSD's DGSV	2nd Level and below QSD's DGSV (till 1st level of next qualifier)	Minimum DGSV needed to Guarantee upline ('000)

#### 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.

- · To be shared as below:
  - i) 50% of the Travel Seminar Incentive Fund (TSIF) to be shared amongst all SA 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 SD and above who met the YEARLY TSIP QUOTA set for the year.
- a) Travel Seminar Incentive for SA Qualifier (TSIsA)

\* 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 T	ravel	Seminar In	centi	ve Point (TSIP)	
Personal			PGSV	Χ	100%	
1st Level QSA (L1)	+	L1	PGSV	Χ	50%	
2nd Level QSA (L2)	+	L2	PGSV	Χ	40%	
3rd Level QSA (L3)	+	L3	PGSV	X	30%	
4th Level QSA (L4)	+	L4	PGSV	Χ	20%	
5th Level QSA (L5)	+	L5	PGSV	Χ	10%	

b) Travel Seminar Incentive for SD Qualifier (TSIsD)

TCIon .	_	E00/	V	TSIF X	Accumulated TSIP* for a SD Qualifier	
i Sisb ·	_	50%	^	ISIF	^	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 (USD300) - One Time Only

When you have 3 immediate SA who achieved 2,400 Accumulated GPV, then you will be entitled to receive this **One Time** Hand Phone Cash Incentive amounting to USD300.

\* Only personally sponsored downlines counted.

#### 9. Oversea Trip Cash Incentive (USD1,800) - 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** Oversea Trip Cash Incentive amounting to USD1,800.

\* Only personally sponsored downlines counted.

# Explanation On The DXN Marketing Plan Reward

#### 1. Retail Profit (15% - 25%)

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 bottle of RG-90 to a non-DXN member, you will earn the retail profit as below:

One bottle of RG-90

Distributor Price USD26.25 Retail Price USD31.50

#### Therefore,

Retail Price – Distributor Price = Retail Profit USD31.50 – USD26.25 = USD5.25

YOUR retail profit is USD5.25 (20% from distributor's price)

#### Minimum monthly Personal PV required for bonus entitlement (30PV).

# \* Example 1

Products	PV	SV
RG 90	15.80	15.80
GL 90	15.80	15.80
TOTAL	31.60	31.60

#### \* Example 2

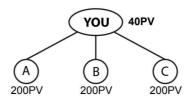
Products	PV	SV
Spirulina (500's)	18.70	18.70
Lingzhi Coffee 3 in 1	4.60	4.60
Morinzyme	5.50	5.50
Ganozhi Toothpaste	3.00	3.00
TOTAL	31.80	3.00 <b>31.80</b>

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- \* Assume 1PV = 1SV for all the following Bonuses and Incentives calculations.
- 2. Group Bonus (6%-21%)



If in the first month you have acquired 40PV and sponsored 3 new distributors with 200PV each:



Personal PV/SV (PPV/PSV) = 40PV/SV Personal Group PV/SV (PGPV/PGSV) = 640PV/SV

Your Group Bonus = (640SV X 12%) - (200SV X 9%)

- (200SV X 9%) - (200SV X 9%)

= USD76.80 - USD18 - USD18 - USD18

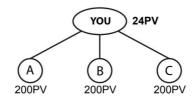
= USD22.80

Therefore:

Your Group Bonus is USD22.80 and Group Bonus for A,B and C is USD18.00 each.



If YOU have acquired 24PV and each one of your downline achieved 200PV;



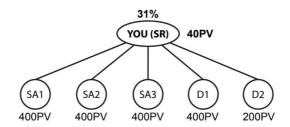
Personal PV/SV (PPV/PSV) = 24PV/SV Personal Group PV/SV (PGPV/PGSV) = 624PV/SV

You are not qualified to receive any bonus because your Personal PV is less than 30PPV. To qualify for Group Bonus, YOU must have a minimum of 30PPV.

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



Personal PV/SV (PPV/PSV) = 40PV/SV Personal Group PV/SV (PGPV/PGSV) = 640PV/SV

Your Star Group Bonus = (1,840SV X 31%) - (400SV X 25%)

- ( 400SV X 25%) - (400SV X 25%)

- ( 400SV X 12%) - (200SV X 9%)

= USD570.40 - USD100.00 - USD100.00

- USD100.00 - USD48.00 - USD18.00

= USD204.40

Therefore:

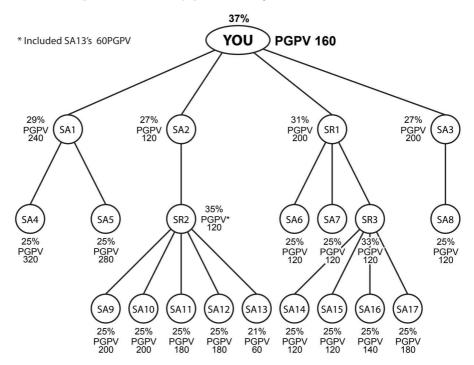
YOUR Star Group Bonus is USD204.40. SA1, SA2 and SA3 will earn USD100.00 each. Group Bonus for D1 is USD48.00 and D2 is USD18.00.

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If YOU are a Star Diamond with **6 SA** (1st Generation), 40PPV and 160 PGPV. At the same time, YOU have some downlines with the status of Star Ruby (SR) and Star Agent (SA) who have at least 40PPV.

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



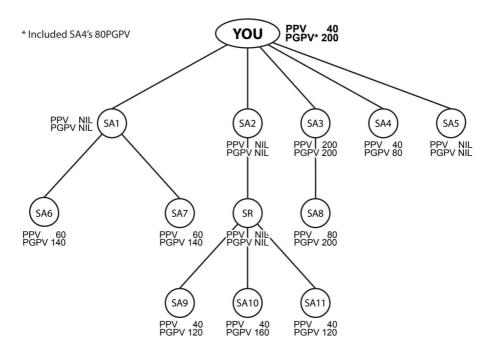
Star Group Bonus (%)

	Status	No of Qualified SA Lines	PPV	PGPV	DGPV	SGB entitlement (%)
YOU	SD	4	40	160	3,440	37%
SA1	SA	2	40	240		29%
SA2	SA	1	40	120		27%
SR1	SR	3	40	200	1,120	31%
SR2	SR	4	40	120	880	35%
SR3	SR	4	40	120	680	33%
SA4	SA	0	40	320		25%
SA13	SA	0	40	60		21%

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If YOU are a Star Ruby with **5 SA** (1st Generation), 40PPV and 200PGPV. 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)



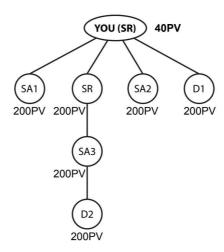
Therefore, YOU are entitled to 35% of Star Group Bonus even you have only 3 qualified SA lines. It is because YOU have 5 SA (1st Generation) and obtained 1,280 DGPV.

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#### 4. Development Bonus (15%)



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



Personal PV/SV (PPV/PSV) = 40PV/SV Personal Group PV/SV (PGPV/PGSV) = 240PV/SV

YOUR Development Bonus =  $(600SV \times 5\%) + (400SV \times 4\%)$ 

= USD30 + USD16

= USD46.00

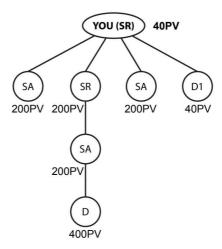
Therefore:

YOUR Development Bonus is USD46.00

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



Personal PV/SV (PPV/PSV) = 40PV/SV Personal Group PV/SV (PGPV/PGSV) = 80PV/SV

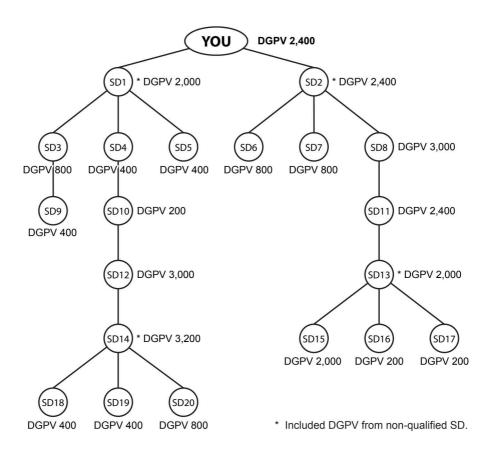
YOU are not qualified to earn the development bonus because your Personal Group PV is less than 100PV.

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#### 5. International Profit Sharing (2%)



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:-

- i ) 1 PV equals to 1 SV.
- ii ) There are 68 Star Diamonds and above in the company and the Total IPS Point is 200,000 points.
- iii) Total company's sales for that particular month is 800,000 SV.

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#### IPS Point for YOU:

	DGSV			IPS	3 points
YOU	2,400	X	100%	=	2,400
1st Level: SD1 + SD2	4,400	X	50%	=	2,200
2nd Level: SD12 + SD8	6,000	X	40%	=	2,400
3rd Level: SD14 + SD11	5,600	X	30%	=	1,680
4th Level: SD13	2,000	X	20%	=	400
5th Level: SD15	2,000	X	10%	=	200
YOUR Total IPS Point					9,280

#### Therefore:

YOUR International Profit Sharing

= 2% X 800,000SV X 
$$\frac{9,280pts}{200,000pts}$$

= USD742.40

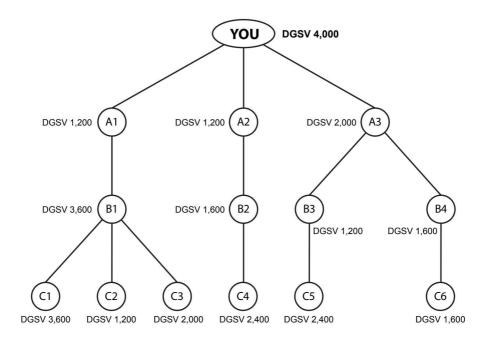
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#### 6. Leadership Bonus (15%)

# CASE 1

YOU are a Senior Star Diamond (SSD) 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 = 4,400SV X 5.0% = USD 220.00

2nd Level and below qualified SD:
B1 + C1 + C2 + C3 + B2 + C4 + B3 + B4 = 17,200SV X 4.8% = USD 825.60
C5 + C6 = 4,000SV X 1.8% = USD 72.00

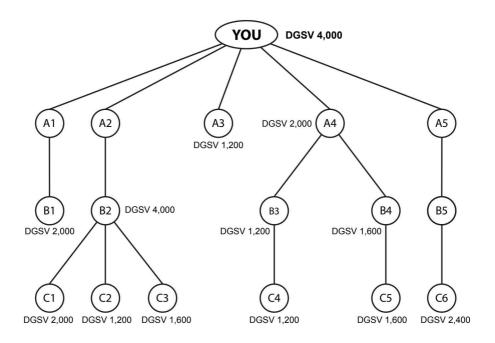
YOUR Leadership Bonus USD1,117.60

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YOU are a Double Diamond (DD) 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.



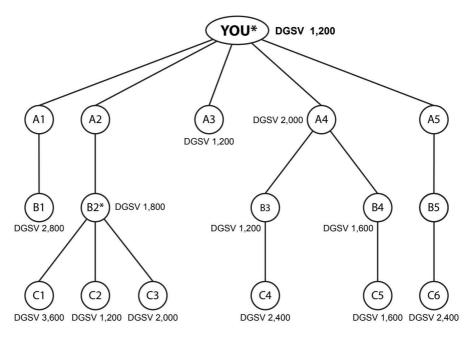
#### YOUR Leadership Bonus:

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YOU are a Double Diamond (DD) 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:

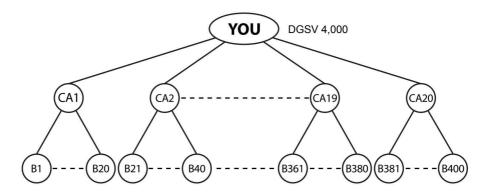
1st Level qualified SD: B1 + B2 + A3 + A4 + C6 Add: Guarantee from Downline (B2) Less: Guarantee Upline (YOU)	10,200SV 1,200SV ( 2,800SV) 8,600SV X 5.0%	= USD 430
2nd Level and below qualified SD: C1 + C2 + C3 + B3 + B4 Less: Guarantee Upline (B2)	9,600SV ( <u>1,200SV)</u> <u>8,400SV</u> X 6.5%	= USD 546
C4 + C5 YOUR Leadership Bonus	4,000SV X 3.5%	= <u>USD 140</u> <u>USD1,116</u>

- \* YOU need to guarantee upline 4,000 DGSV.
- \* B2 need to guarantee upline 3,000 DGSV.

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YOU are a Crown Ambassador (CA) and have 20 first generation Crown Ambassadors (CAs) with 4.000 DGSV each. All CAs have 20 Qualified SDs with 4.000 DGSV each.



#### Therefore:

Your Leadership Bonus

1st Level Qualified SD: 4,000 DGSV X 20 X 5% = USD 4,000

2nd Level Qualified SD: 4,000 DGSV X 400 X 10% = USD 160,000

USD 164,000

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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.

#### Assumption:-

- Company Annual Sales is 7,200,000 SV.
- Travel Seminar Incentive Fund = 2% X 7,200,000 SV
   USD 144,000
- A) Travel Seminar Incentive for SA Qualifiers.

#### Assumption:-

- i Total Accumulated TSIP for all SA Qualifiers is 320,000 points.
- ii YOUR Accumulated TSIP as a SA Qualifier is 4,800 points.
- iii Yearly TSIP QUOTA for SA is 4,000 points.
- iv Estimated cost of Travel Seminar for SA Qualifier is USD600/pax.

#### Therefore:

Your Travel Seminar Incentive as SA Qualifier

= 50% X USD144,000 X 
$$\frac{4,800 \text{ pts}}{320,000 \text{ pts}}$$
 =  $\underline{\text{USD1,080}}$ 

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 USD120 as the short amount for the fare of two.

#### B) Travel Seminar Incentive for SD Qualifiers

#### Assumption:-

- i Total Accumulated TSIP for all SD Qualifiers is 400,000 points.
- ii Your Accumulated TSIP as a SD Qualifier is 11,200 points.
- iii Yearly TSIP QUOTA for SD is 10,000 points.
- iv Estimated cost of Travel Seminar for SD Qualifier is USD1,000/pax.

#### Therefore:

Your Travel Seminar Incentive as SD Qualifier

= 50% X USD144,000 X 
$$\frac{11,200 \text{ pts}}{400,000 \text{ pts}}$$
 =  $\underline{\text{USD2,016}}$ 

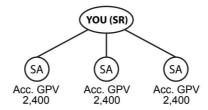
Note: Your TSI is more than enough to pay for two persons to attend the Travel Seminar. So, you can go for this Travel Seminar with your spouse. There is no cash refund for any excess incentive.

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#### 8. One Time Hand Phone Cash Incentive



After you have sponsored 3 immediate SA who achieved 2,400 Accumulated GPV.

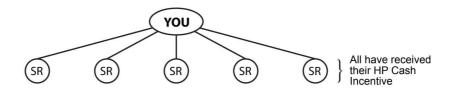


YOU are qualified to receive the One Time Hand Phone Cash Incentive amounting to USD300.

#### 9. One Time Overseas Trip Cash Incentive



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



#### Therefore:

Once YOU have fulfilled the requirements, YOU are qualified for One Time Overseas Trip Cash Incentive amounting to USD1,800.

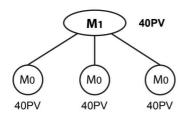
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# How to become a Star Diamond within 5 months

#### Assumptions:-

- · Personal Sales for each distributor is 40PPV per month.
- Each distributor sponsors 3 new distributors in each month.
- 1 PV = 1 SV

#### 1st Month



## Your status : Distributor - 160PGPV (9%)

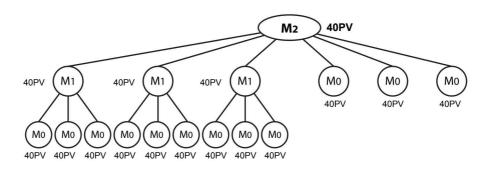
Personal PV/SV (PPV/PSV) = 40PV/SV Personal Group PV/SV (PGPV/PGSV) = 160PV/SV Accumulated PGPV = 160PV

Your Bonus Income

Group Bonus = 160SV X 9% = USD14.40 Less: Downlines Bonus = (3 X 40SV X 6%) = (USD 7.20)

YOUR Bonus Income USD 7.20

<sup>&</sup>quot;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 800 PGPV (15%)

 Personal PV/SV (PPV/PSV)
 = 40PV/SV

 Personal Group PV/SV (PGPV/PGSV)
 = 640PV/SV

 Accumulated PGPV b/f
 = 160PV

 Accumulated PGPV c/f
 = 800PV

Your Bonus Income

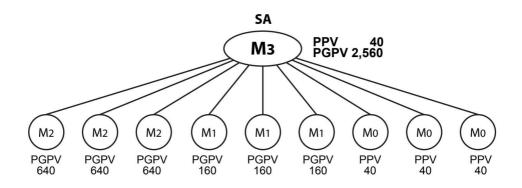
Group Bonus = 640SV X 15% = USD 96.00

Less: Downlines Bonus = (160SV X 9% X 3)

 $+ (40SV \times 6\% \times 3) = (USD 50.40)$ 

YOUR Bonus Income USD 45.60

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# Congratulations! You have reached 1,800 Accumulated PGPV and you are now a Star Agent.

 Personal PV/SV (PPV/PSV)
 = 40PV/SV

 Personal Group PV/SV (PGPV/PGSV)
 = 2,560PV/SV

 Accumulated PGPV b/f
 = 800PV

 Accumulated PGPV c/f
 = 3,360PV

Your Bonus Income

Group Bonus = 2,560SV X 25% = USD 640.00

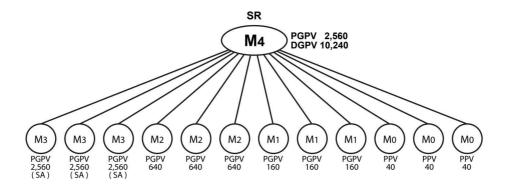
Less: Downlines Bonus = ( 640SV X 15% X 3)

+ ( 160SV X 9% X 3)

 $+ (40SV \times 6\% \times 3) = (USD 338.40)$ 

YOUR Bonus Income USD 301.60

<sup>&</sup>quot;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."



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

Personal PV/SV (PPV/PSV) = 40PV/SV Personal Group PV/SV (PGPV/PGSV) = 2,560PV/SV Diamond Group PV/SV (DGPV/DGSV) = 10,240PV/SV

Your Bonus Income

Star Group Bonus = 10,240SV X 31% = USD3,174.40

Less: Downlines Bonus = ( 2,560SV X 25% X 3) + ( 640SV X 15% X 3)

+ ( 160SV X 9% X 3)

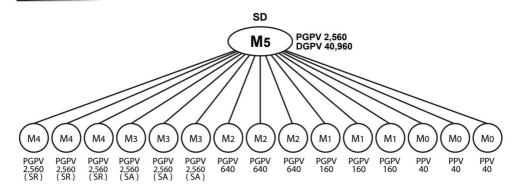
 $+ ( 40SV \times 6\% \times 3) = (USD2,258.40) USD 916$ 

Development Bonus = 2,560SV X 5% X 3 = USD 384 HP Cash Incentive USD 300

Todan incentive

Your Bonus Income USD1,600

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## Congratulations! You have successfully promoted 6 SA (1st Generation) and have also met the 2,000DGPV quota. Hence you are now a Star Diamond.

Personal PV/SV (PPV/PSV) 40PV/SV Personal Group PV/SV (PGPV/PGSV) = 2.560PV/SV Diamond Group PV/SV (DGPV/DGSV) = 40,960PV/SV

Your Bonus Income

(A) Star Group Bonus 40,960SV X 37% = USD15,155.20 Less: Downlines Bonus = (10,240SV X 31% X 3) + ( 2,560SV X 25% X 3) 640SV X 15% X 3) + ( + ( 160SV X 9% X 3)

40SV X 6% X 3) = (USD11,781.60) USD 3,373.60 + (

(B) Development Bonus

1st Level = 2.560SV X 6 X 5% 768.00 = USD 2nd Level = 2,560SV X 9 X 4% = USD 921.60 USD 1,689.60

(C) International Profit Sharing Assumption:-

> i ) IPS Fund = USD 16,000 ii ) Total IPS Point for all Qualifiers = 2.000.000pts iii) YOUR IPS Point for the month = 40,960SV X 100% = 40.960 pts

Your International Profit Sharing

40,960pts USD 327.68 USD16,000 2.000,000pts

Your Bonus Income USD 5,390.88

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All the best of health to you! --Diane F. Fisli