

## Brief details of direct selling scheme and compensation plan

### **Definitions:-**

The following words used in Marketing Plan shall have the meaning as defined as under;

**a. Business Volume (B.V.) :**

It is the value of a product on which the Sales Incentive is calculated. It can be seen on company's website. The B.V. of product may be equivalent to selling price or different as may be declared by the company from time to time. Business Volume can also be changed from time to time by the company.

**b. Legs (Group)**

There is two legs (Group) of Direct Seller. BV will be calculated matching team business from both legs (groups).

**c. Calculation of Sales Incentive**

Matching BV from both legs will be multiplied by the BV value at the time of payout.

**d. Sponsor**

Just immediate upline of new applicant termed as a sponsor.

**e. Franchise**

Franchise is to distribute product into market. Thy has small amount of stock has to be carry.

### **How to become Direct Seller:-**

Application form for becoming Direct Seller under proposer of any existing Direct Seller has to be submitted through internet and a print out of the same has to be sent to the company Office after signing it by applicant along with the necessary documents, which includes any recognized Address Proof and Identity Proof. PAN Card details are compulsory as per Govt. Norms.

There is no charge for registration as a Direct Seller. After scrutiny of the application form and documents and then the acceptance of applicant as Direct Seller, a Unique/Track ID Number will be given on website. After receiving the ID Number, the Direct Seller has to obtain the ID card by login their personal information on Website.

Sponsorship for new applicant shall be allowed only when proposer and sponsor complete purchases of minimum 2000/- .

How to become franchise:-

Any Direct seller can be franchise by purchasing products for selling upto Rs. 10,000/-.

Calculation of Sale Incentive:-

Sale Incentive will be calculated BV wise paired by both legs. Every Product has different BV.

B.V.	Product	Amount
1	Suit Length 3.0 Meters.	2000/-
2	Suit Length 3.6 Meters.	3500/-

1 Matching BV = Rs. 300/-

Carry Forward:-

Remaining Unmatched BV will be transfer for next payout.

Max. Payout Capping :-

Franchise: - Rs. 6000/- Per Day.

Direct Seller: - Rs. 3000/- Per Day.

Franchise Income :-

Rs. 50/- per product sale.

Additional Benefits:-

All Direct Sellers are automatically entitled to get discount upto 50% on repurchase of products by company.

Deduction :-

TDS/Other Charges as per govt. norms.