

MARKETING PLAN



A WORLD OF OPPORTUNITIES WITH DXN

Definition of Terms

PV	Point Value, for qualification and status.
SV	Sales Value, for calculation of Bonus and Incentive.
Personal Point Value (PPV) / Personal Sales Value (PSV)	Total PV/SV generated from all personal cash bills transacted in a month.
Personal Group Point Value (PGPV) / Personal Group Sales Value (PGSV)	Total PV/SV generated in a month by all downline distributors within personal group (ie. excluding breakaway QSAs) and own PPV/PSV.
Diamond Group Point Value (DGPV) / Diamond Group Sales Value (DGSV)	Total PV/SV generated in a month by all downline distributors within your diamond group (ie. excluding breakaway QSDs) and own PPV/PSV.
Qualified Star Agent (QSA)	Any SA who maintains 30PPV and 100PGPV in a month.
Qualified Star Diamond (QSD)	Any Diamond who qualifies for 37% Star Group Bonus.
Travel Seminar Qualifier	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 (BRL 8,500)

a	Group Bonus	6% - 21%
b	Star Group Bonus	25% - 37%
c	Development Bonus	15%
d	International Profit Sharing	2%
e	Leadership Bonus	15%
f	Travel Seminar Incentive	2%
g	One Time HP Cash Incentive	BRL 1,200
h	One Time Overseas Trip Cash Incentive	BRL 7,300

Status	Conditions
Distributor	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
Executive Star Diamond (ESD)	Star Diamond who sponsors 1 Star Diamond*
Senior Star Diamond (SSD)	Star Diamond who sponsors 2 Star Diamonds*
Executive Senior Star Diamond (ESSD)	Star Diamond who sponsors 3 Star Diamonds*
Double Diamond (DD)	Star Diamond who sponsors 4 Star Diamonds*
Executive Double Diamond (EDD)	Star Diamond who sponsors 5 Star Diamonds*
Triple Diamond (TD)	Star Diamond who sponsors 6 Star Diamonds*
Executive Triple Diamond (ETD)	Star Diamond who sponsors 7 Star Diamonds*
Gold Diamond (GD)	Star Diamond who sponsors 8 Star Diamonds*
Executive Gold Diamond (EGD)	Star Diamond who sponsors 9 Star Diamonds*
Crown Diamond (CD)	Star Diamond who sponsors 10 Star Diamonds*
Executive Crown Diamond (ECD)	Star Diamond who sponsors 11 Star Diamonds*
Senior Crown Diamond (SCD)	Star Diamond who sponsors 12 Star Diamonds*
Executive Senior Crown Diamond (ESCD)	Star Diamond who sponsors 13 Star Diamonds*
Double Crown Diamond (DCD)	Star Diamond who sponsors 14 Star Diamonds*
Executive Double Crown Diamond (EDCD)	Star Diamond who sponsors 15 Star Diamonds*
Triple Crown Diamond (TCD)	Star Diamond who sponsors 16 Star Diamonds*
Executive Triple Crown Diamond (ETCD)	Star Diamond who sponsors 17 Star Diamonds*
Gold Crown Diamond (GCD)	Star Diamond who sponsors 18 Star Diamonds*
Executive Gold Crown Diamond (EGCD)	Star Diamond who sponsors 19 Star Diamonds*
Crown Ambassador (CA)	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 30PPV each month.

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

* If a Star Agent (21%) maintains 30PPV and 100PGPV**, he/she 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 30PPV and 100PGPV** (QSA) each month.

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

**PGPV is inclusive of personal PV (i.e. 30PPV + 70 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 30PPV and 100PGPV** (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. 30PPV + 70 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)	4	8	12	16	16

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)	16	16	16	16	16

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)	16	16	16	16	16

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)	16	16	16	16	16

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 married qualifier may claim up to the maximum Travel Seminar Fare against his/her TSI for two persons (with legal spouse).

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 (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 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 (TSISD)

* 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 (BRL 1,200) - One Time Only

When you have 3 immediate SAs who achieved 2,400 Accumulated GPV, then you will be entitled to receive this **One Time** Hand Phone Cash Incentive amounting to BRL 1,200.

*Only personally sponsored downlines counted.



9. Overseas Trip Cash Incentive (BRL 7,300) - 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 BRL 7,300.

*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 distributor, you will earn the retail profit as below:

One unit of DXN Product	
Distributor Price	BRL 100.00
Retail Price	BRL 120.00

Therefore,

Retail Price – Distributor Price = Retail Profit

BRL 120.00 - BRL 100.00 = BRL 20.00

YOUR retail profit is BRL 20.00 (20% from distributor price).



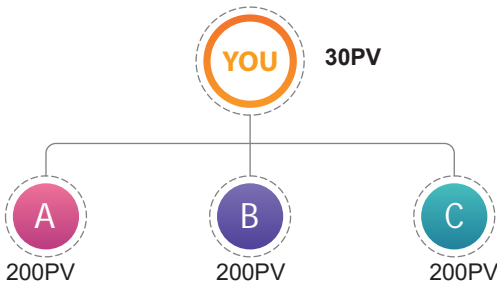
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* Assume 1PV = 4SV for all the following Bonuses and Incentives calculations.

2. Group Bonus (6%-21%)

CASE 1

If in the first month you have acquired 30PV and sponsored 3 new distributors with 200PV each:



Personal PV (PPV/PSV) = 30PV/120SV
Personal Group PV (PGPV/PGSV) = 630PV/2,520SV

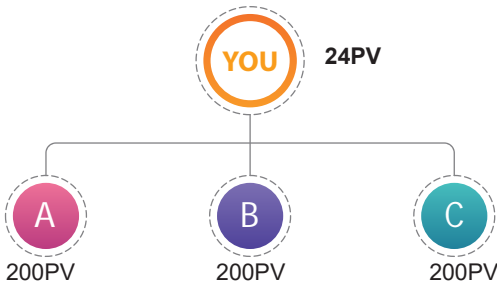
Your Group Bonus = $(2,520SV \times 12\%) - (800SV \times 9\%) - (800SV \times 9\%)$
= BRL 302.40 - BRL 72.00 - BRL 72.00
= **BRL 86.40**

Therefore:

Your Group Bonus is BRL 86.40 and Group Bonus for A, B and C is BRL 72.00 each.

CASE 2

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



Personal PV (PPV) = 24PV
Personal Group PV (PGPV) = 624PV

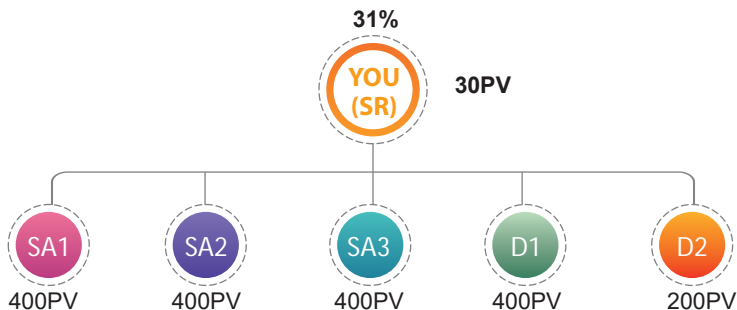
You are not qualified to receive any bonus because your Personal PV is less than 30PPV.
To qualify for Group Bonus, YOU must have a minimum of 30PPV.

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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 (PPV)	=	30PV
Personal SV (PSV)	=	120SV
Personal Group PV (PGPV)	=	630PV
Personal Group SV (PGSV)	=	2,520SV

Your Star Group Bonus	=	(7,320SV X 31%) - (1,600SV X 25%)
	=	- (1,600SV X 25%) - (1,600SV X 25%)
	=	- (1,600SV X 12%) - (800SV X 9%)
	=	BRL 2,269.20 - BRL 400.00 - BRL 400.00
	=	- BRL 400.00 - BRL 192.00 - BRL 72.00
	=	<u>BRL 805.20</u>

Therefore:

YOUR Star Group Bonus is BRL 805.20.

SA1, SA2 and SA3 will earn BRL 400.00 each.

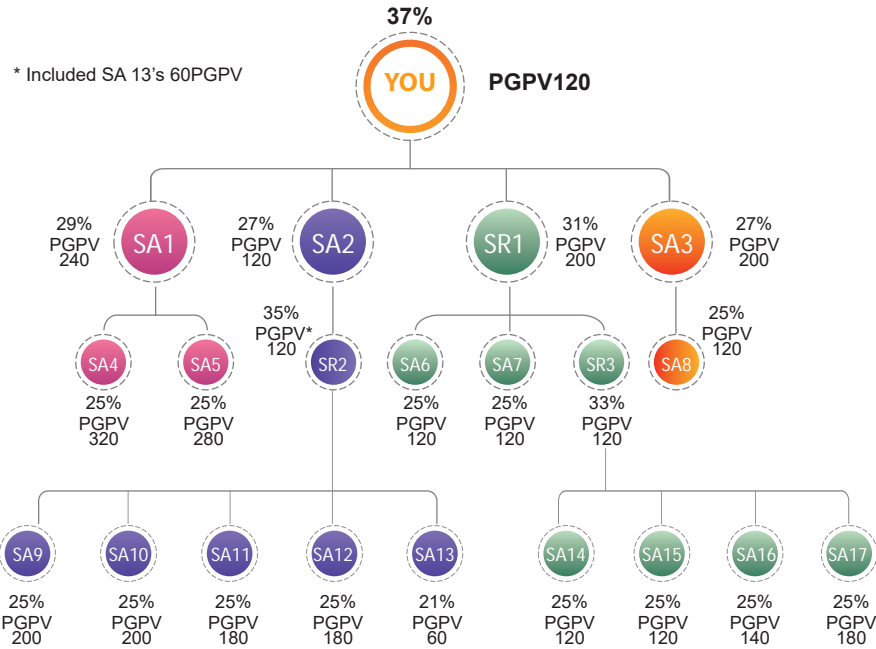
Group Bonus for D1 is BRL 192.00 and D2 is BRL 72.00.

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CASE 2

If YOU are a Star Diamond with 6 SAs (1st Generation), 30PPV and 120 PGPV. At the same time, YOU have some downlines with the status of Star Ruby (SR) and Star Agent (SA) who have at least 30PPV.

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



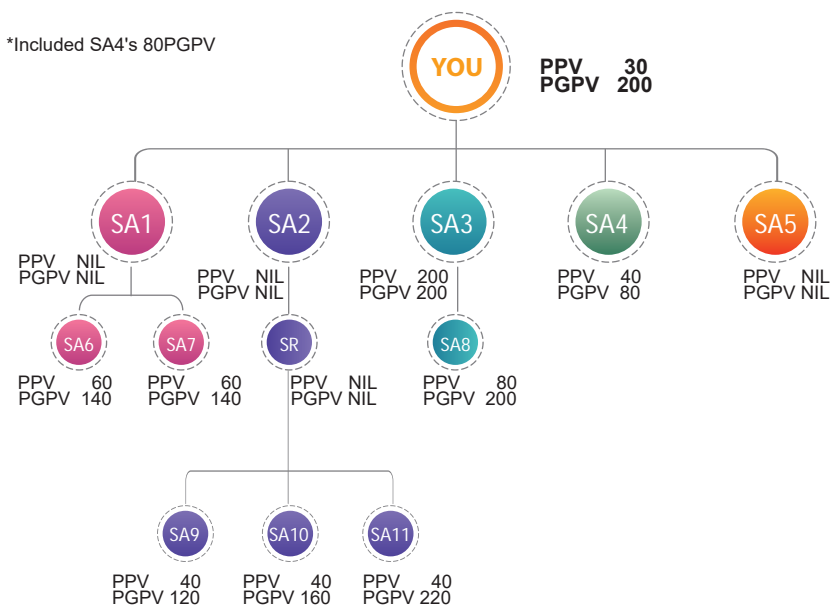
Star Group Bonus (%)

	Status	No of Qualified SA Lines	PPV	PGPV	DGPV	SGB entitlement (%)
YOU	SD	4	30	120	3,400	37%
SA1	SA	2	30	240		29%
SA2	SA	1	30	120		27%
SR1	SR	3	30	200	1,120	31%
SR2	SR	4	30	120	880	35%
SR3	SR	4	30	120	680	33%
SA4	SA	0	30	320		25%
SA13	SA	0	30	60		21%

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CASE 3

If YOU are a Star Ruby (SR) with **5 SAs** (1st Generation), 30PPV 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:

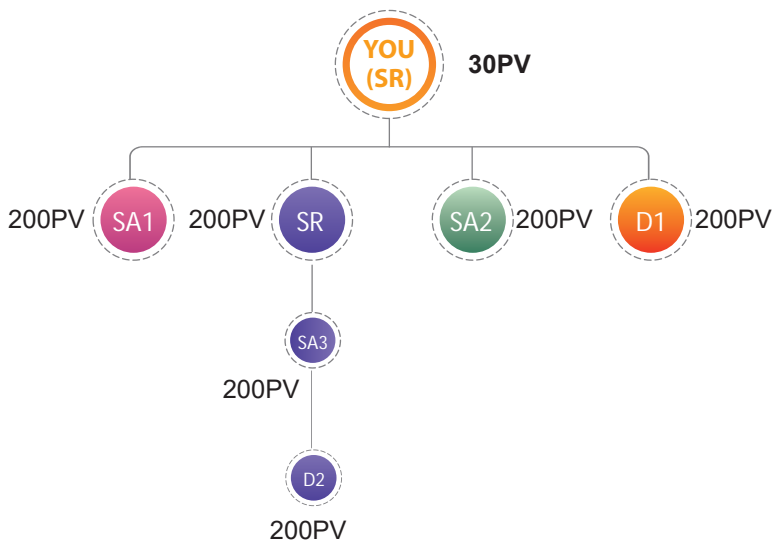
YOU are entitled to 35% of Star Group Bonus even you have only 3 qualified SA lines. It is because YOU have 5 SAs (1st Generation) and obtained 1,280DGPV.

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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 (PPV)	= 30PV
Personal SV (PSV)	= 120SV
Personal Group PV (PGPV)	= 230PV
Personal Group SV (PGSV)	= 920SV

$$\begin{aligned}\text{Your Development Bonus} &= (2,400\text{SV} \times 5\%) + (1,600\text{SV} \times 4\%) \\ &= \text{BRL } 120.00 + \text{BRL } 64.00 \\ &= \underline{\underline{\text{BRL } 184.00}}\end{aligned}$$

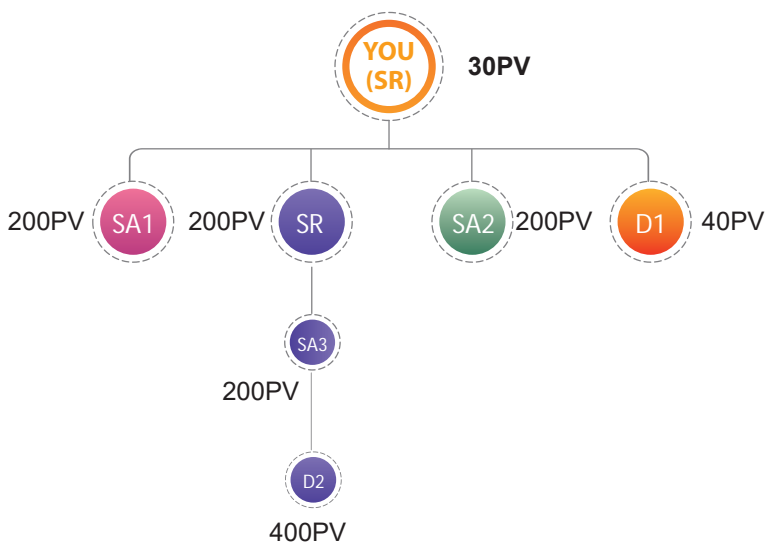
Therefore:

Your Development Bonus is BRL 184.00.

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CASE 2

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



Personal PV (PPV) = 30PV
 Personal Group PV (PGPV) = 70PV

Therefore:

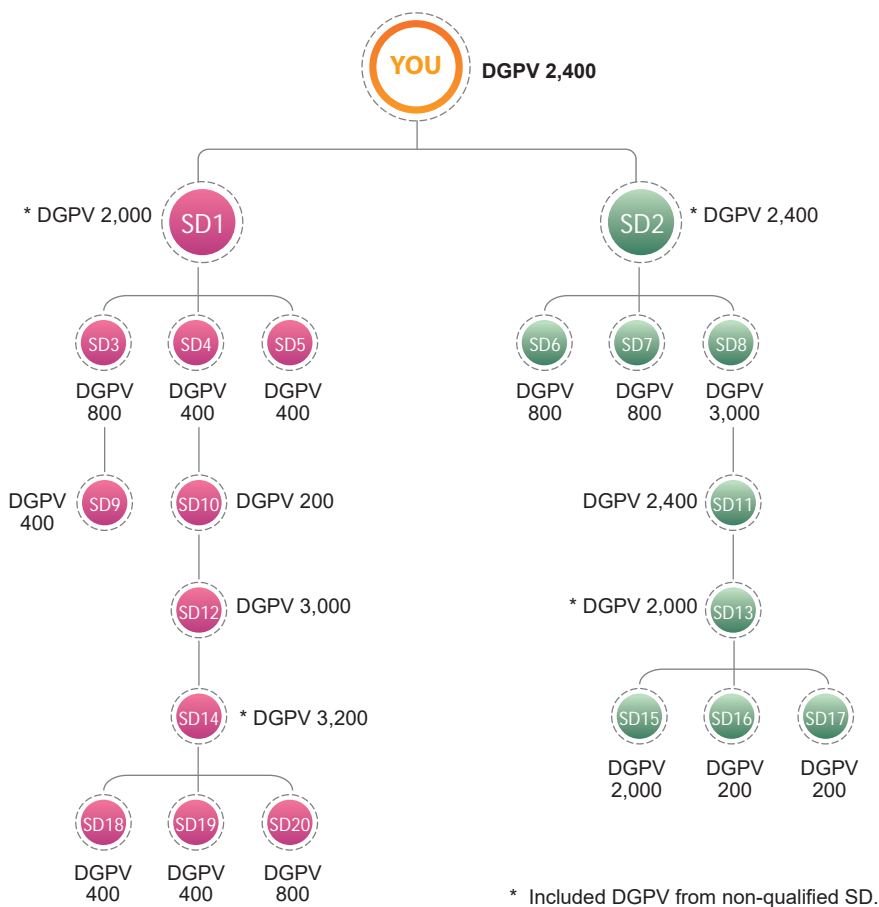
YOU are not qualified to earn the development bonus because your Personal Group PV is less than 100PV.

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5. International Profit Sharing (2%)

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 : -

- 1PV equals to 4SV.
- There are 68 Star Diamonds and above in the company and the Total IPS Point is 200,000 points.
- Total company's sales for that particular month is 800,000 SV.

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IPS Point for YOU:

	DGSV		IPS points
YOU	9,600	X 100%	= 9,600
1st Level: SD1 + SD2	17,600	X 50%	= 8,800
2nd Level: SD12 + SD8	24,000	X 40%	= 9,600
3rd Level: SD14 + SD11	22,400	X 30%	= 6,720
4th Level: SD13	8,000	X 20%	= 1,600
5th Level: SD15	8,000	X 10%	= 800

YOUR Total IPS Point

37,120

Therefore:

YOUR International Profit Sharing

$$= 2\% \times 800,000\text{SV} \times \frac{37,120 \text{ pts}}{200,000 \text{ pts}}$$

$$= \underline{\underline{\text{BRL 2,969.60}}}$$

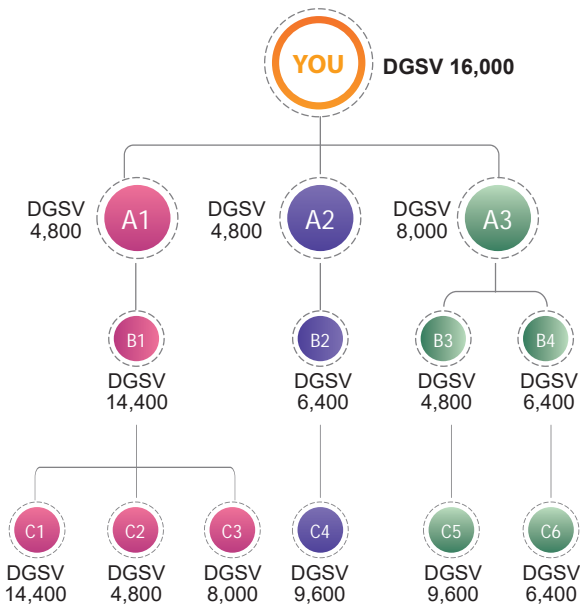
International Profit Sharing

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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:
 $A1 + A2 + A3 = 17,600SV \times 5.0\% = \text{BRL } 880.00$

2nd Level and below qualified SD:
 $B1 + C1 + C2 + C3 + B2 + C4 + B3 + B4 + C5 + C6 = 68,800SV \times 4.8\% = \text{BRL } 3,302.40$
 $16,000SV \times 1.8\% = \text{BRL } 288.00$

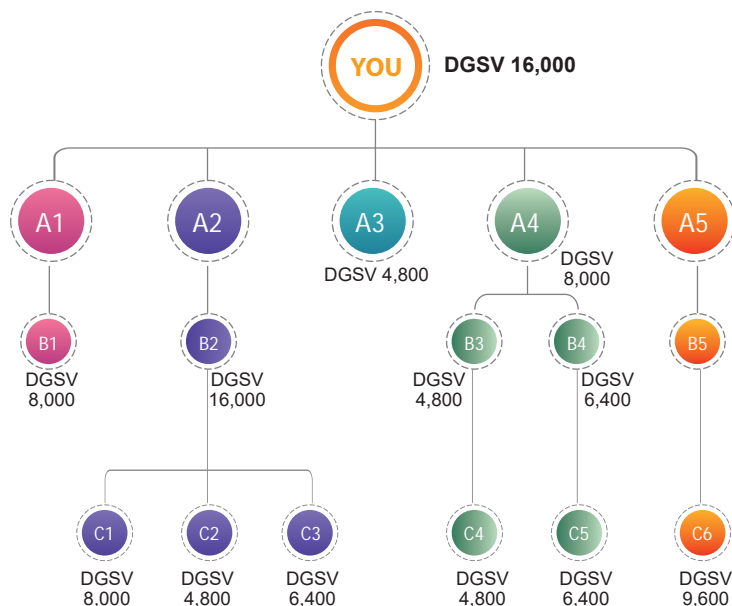
YOUR Leadership Bonus **BRL 4,470.40**

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:

$$B1 + B2 + A3 + A4 + C6 = 46,400SV \times 5.0\% = \text{BRL } 2,320.00$$

2nd Level and below qualified SD:

$$C1 + C2 + C3 + B3 + B4 = 30,400SV \times 6.5\% = \text{BRL } 1,976.00$$

$$C4 + C5 = 11,200SV \times 3.5\% = \text{BRL } 392.00$$

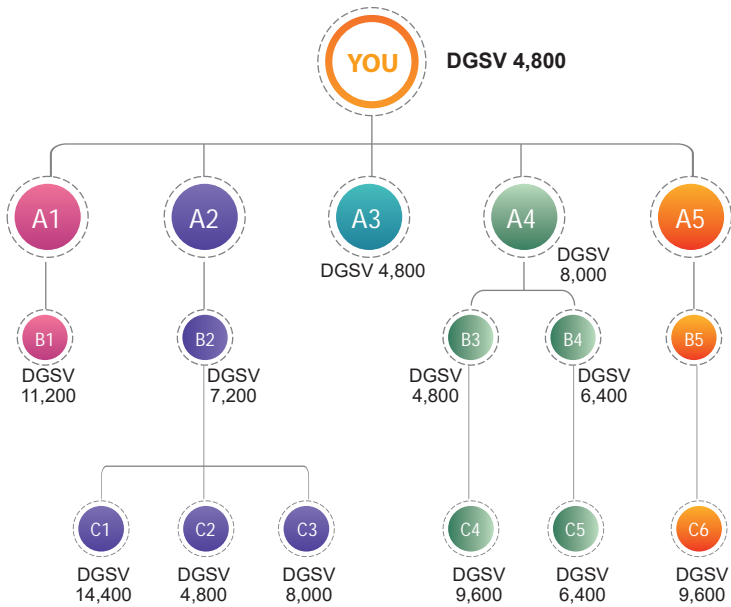
YOUR Leadership Bonus

BRL 4,688.00

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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)

$$\begin{aligned} &= 40,800\text{SV} \\ &= 4,800\text{SV} \\ &= \underline{(11,200\text{SV})} \\ &\quad \mathbf{34,400\text{SV}} \times 5.0\% = \text{BRL } 1,720.00 \end{aligned}$$

2nd Level and below qualified SD:

C1 + C2 + C3 + B3 + B4

Less: Guarantee Upline (B2)

$$\begin{aligned} &= 38,400\text{SV} \\ &= \underline{(4,800\text{SV})} \\ &\quad \mathbf{33,600\text{SV}} \times 6.5\% = \text{BRL } 2,184.00 \end{aligned}$$

C4 + C5

YOUR Leadership Bonus

$$\begin{aligned} &= 16,000\text{SV} \times 3.5\% = \text{BRL } 560.00 \\ &\quad \underline{\text{BRL } 4,464.00} \end{aligned}$$

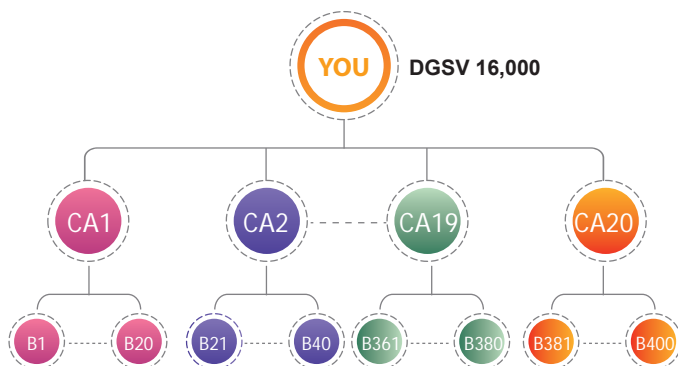
* YOU need to guarantee upline 16,000 DGSV.

* B2 need to guarantee upline 12,000 DGSV.

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CASE 4

YOU are a Crown Ambassador (CA) and have 20 first generation Crown Ambassadors (CAs) with 16,000 DGSV each. All CAs have 20 Qualified SDs with 16,000 DGSV each.



Therefore:

Your Leadership Bonus

1st Level Qualified SD: 16,000DGSV X 20 X 5%

= BRL 16,000.00

2nd Level Qualified SD: 16,000DGSV X 400 X 10%

= BRL 640,000.00

BRL 656,000.00

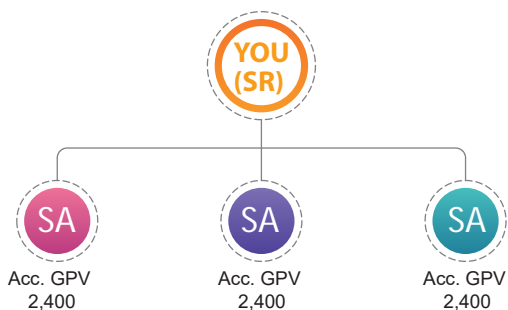


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7. One Time Hand Phone Cash Incentive

EXAMPLE

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



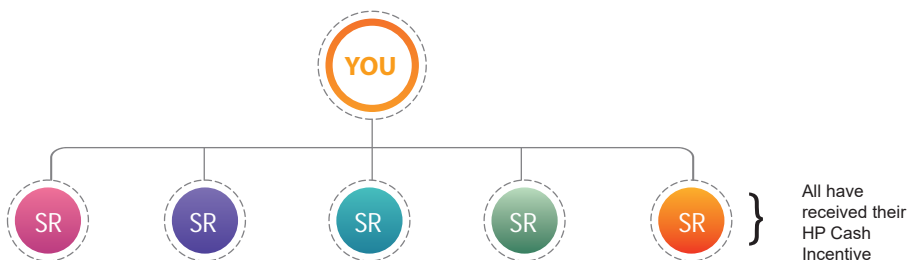
Therefore:

YOU are qualified to receive the One Time Hand Phone Cash Incentive amounting to BRL 1,200.

8. One Time Overseas Trip Cash Incentive

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.



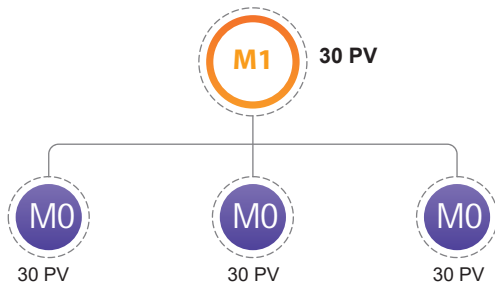
Therefore:

Once YOU have fulfilled the requirement, YOU are qualified for One Time Overseas Trip Cash Incentive amounting to BRL 7,300.

Assumptions :-

- * Personal purchase for each distributor is 30PPV per month.
- * Each distributor sponsors 3 new distributors in each month.
- * 1PV = 4SV

1st Month

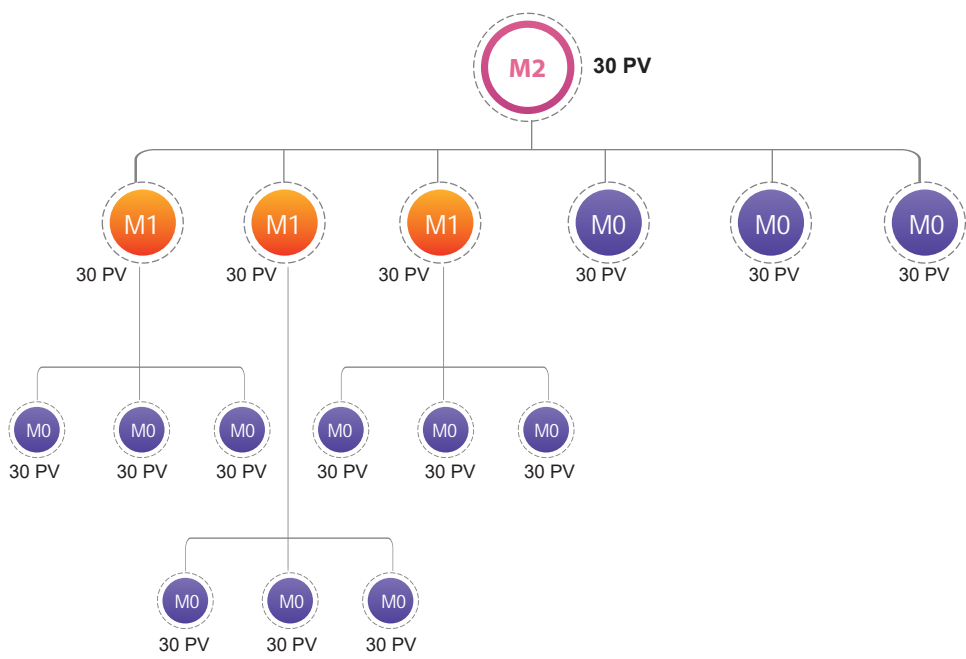


Your status : Distributor - 120PGPV (9%)

Personal PV/SV (PPV/ PSV) = 30PV/120SV
Personal Group PV/SV (PGPV/ PGSV) = 120PV/480SV
Accumulated GPV = 120PV

Your Bonus Income		
Group Bonus	= 480SV X 9%	= BRL 43.20
Less: Downlines Bonus	= (3 X 120SV X 6%)	= (BRL 21.60)
YOUR Bonus Income		<u>BRL 21.60</u>

How to become
A STAR DIAMOND WITHIN 5 MONTHS



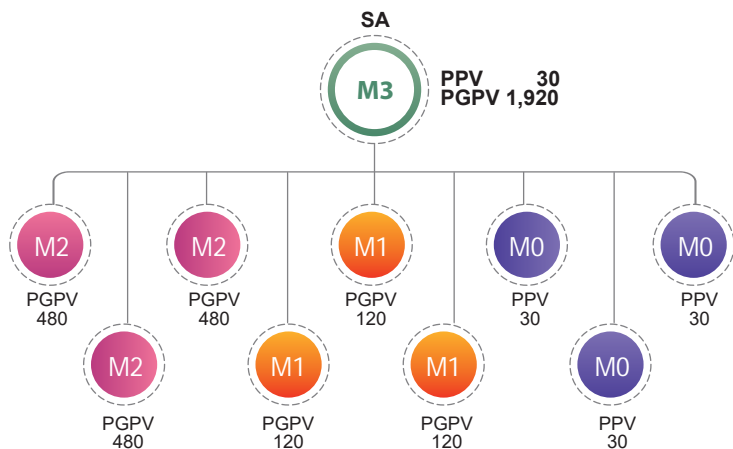
Your status : Distributor - Accumulated 600 PGPV (12%)

Personal PV/SV (PPV/PSV)	=	30PV/120SV
Personal Group PV/SV (PGPV/PGSV)	=	480PV/1,920SV
Accumulated GPV b/f	=	120PV
Accumulated GPV c/f	=	600PV

Your Bonus Income		
Group Bonus	= 1,920SV X 12%	= BRL 230.40
Less: Downlines Bonus	= (480SV X 9% X 3) + (120SV X 6% X 3)	= (BRL 151.20)

YOUR Bonus Income	<u><u>BRL 79.20</u></u>
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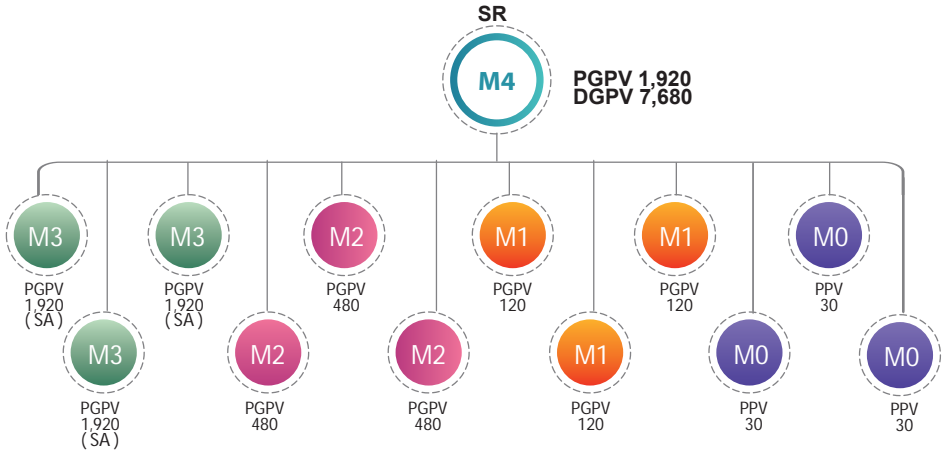


Congratulations! You have reached 1,800 Accumulated GPV and you are now a Star Agent.

Personal PV/SV (PPV/PSV) = 30PV/ 120SV
 Personal Group PV/SV (PGPV/PGSV) = 1,920PV/7,680SV
 Accumulated GPV b/f = 600PV
 Accumulated GPV c/f = 2,520PV

Your Bonus Income
 Star Group Bonus = 7,680SV X 25% = BRL 1,920.00
 Less: Downlines Bonus = (1,920SV X 12% X 3) + (480SV X 9% X 3) + (120SV X 6% X 3) = (BRL 842.40)

YOUR Bonus Income **BRL 1,077.60**

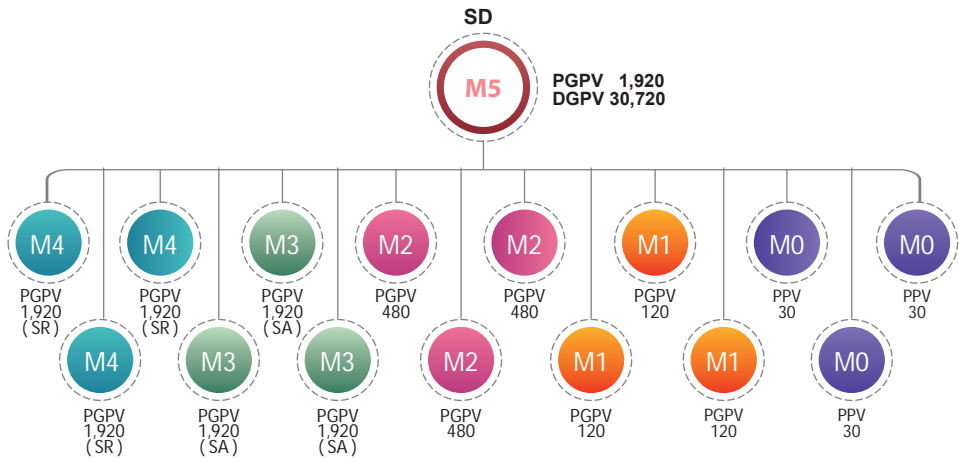


Congratulations! You have successfully promoted 3 direct Star Agents under you, and therefore you are now a Star Ruby.

Personal PV/SV (PPV/PSV) = 30PV/ 120SV
Personal Group PV/SV (PGPV/PGSV) = 1,920PV/ 7,680SV
Diamond Group PV/SV (DGPV/DGSV) = 7,680PV/30,720SV

Your Bonus Income			
(A)Star Group Bonus	= 30,720SV X 31%	=	BRL9,523.20
Less: Downlines Bonus	= (7,680SV X 25% X 3) + (1,920SV X 12% X 3) + (480SV X 9% X 3) + (120SV X 6% X 3)	= (BRL6,602.40)	BRL2,920.80
(B)Development Bonus			
1st level QSA	= 7,680SV X 5% X 3	=	BRL1,152.00
(C)HP Cash Incentive		=	BRL1,200.00
YOUR Bonus Income			<u><u>BRL5,272.80</u></u>

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

Personal PV/SV (PPV/PSV) = 30PV/ 120SV
Personal Group PV/SV (PGPV/PGSV) = 1,920PV/ 7,680SV
Diamond Group PV/SV (DGPV/DGSV) = 30,720PV/122,880SV

Your Bonus Income
(A) Star Group Bonus = 122,880SV X 37% = BRL 45,465.60
Less: Downlines Bonus = (30,720SV X 31% X 3) + (7,680SV X 25% X 3) + (1,920SV X 12% X 3) + (480SV X 9% X 3) + (120SV X 6% X 3) = (BRL 35,172.00) **BRL10,293.60**

(B) Development Bonus
1st level QSA = 7,680SV X 6 X 5% = BRL 2,304.00
2nd level QSA = 7,680SV X 9 X 4% = BRL 2,764.80 **BRL 5,068.80**

(C) International Profit Sharing
Assumption:-
i) IPS Fund = BRL 82,000
ii) Total IPS Point for all Qualifiers = 2,000,000 points
iii) YOUR IPS Point for the month = 122,880SV X 100% = 122,880pts

Your International Profit Sharing
= BRL82,000 X $\frac{122,880pts}{2,000,000pts}$ = **BRL5,038.08**

YOUR Bonus Income **BRL20,400.48**

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