



市场计划

(Compensation Plan)

代理阶級 Rank	代理资格 (第一次购买)			备注
	尊贵顾客 (LC)	RM750	75 PTS	
	市场代理 (MO)	RM3,000	300 PTS	
	区域代理 (DO)	RM25,000	2,500 PTS	2000 POINTS – 计入当月奖金 500 POINTS – 计入 DO Vault

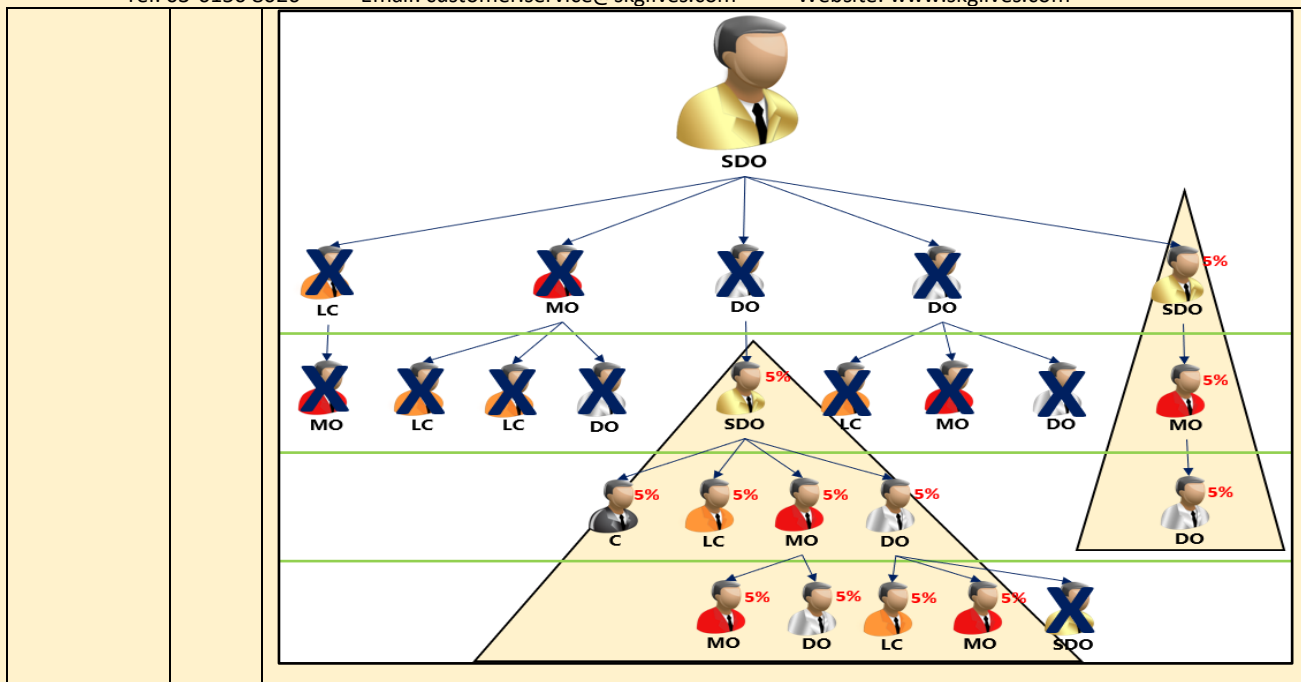
- C (Customer, 顾客), LC (Loyal Customer, 尊贵顾客), MO (Marketing Officer, 市场代理), DO (District Officer, 区域代理), SDO (Senior District Officer, 高级区域代理), LP (Loyal Point, 尊贵积分)

1. 零售利润 Retail profit (以零售价计算/based on customer price) - personal maintain 18 PTS

阶級/Rank	利润 /Profit (%)	利润上传/Profit Overriding	例子/Example:
尊贵顾客 Loyal customer, LC	5 %	LC 保荐 C = 5%	<u>个人积分奖励/Personal Point Reward</u> $RM750 * 5\% = 37.50 \text{ LP}$ <u>积分上传/Overriding:</u> LC 保荐 C = $RM200 * 5\% = 10 \text{ LP}$
市场代理 Marketing Officer, MO	25 %	MO 保荐 C = 25% MO 保荐 LC = 20%	<u>个人回扣/Personal Rebate</u> $RM3000 * 25\% = RM750$ <u>利润上传/Overriding:</u> MO 保荐 C = $RM200 * 25\% = RM50$ MO 保荐 LC = $RM750 * 20\% = RM150$
区域代理 District Officer, DO	32 %	DO 保荐 LC = 27% DO 保荐 MO = 7%	<u>个人回扣/Personal Rebate</u> $RM20000 * 32\% = RM6400$ <u>利润上传/Overriding:</u> DO 保荐 C = $RM200 * 32\% = RM64$ DO 保荐 LC = $RM750 * 27\% = RM202.50$ DO 保荐 MO = $RM3000 * 7\% = RM210$
高级区域代理 Senior District Officer, SDO	35 %	SDO 保荐 LC = 30% SDO 保荐 MO = 10% SDO 保荐 DO = 3%	<u>个人回扣/Personal Rebate</u> $RM594 * 35\% = RM207.90$ <u>利润上传/Overriding:</u> SDO 保荐 C = $RM200 * 35\% = RM70$ SDO 保荐 LC = $RM750 * 30\% = RM225$ SDO 保荐 MO = $RM3000 * 10\% = RM300$ SDO 保荐 DO = $RM20000 * 3\% = RM600$

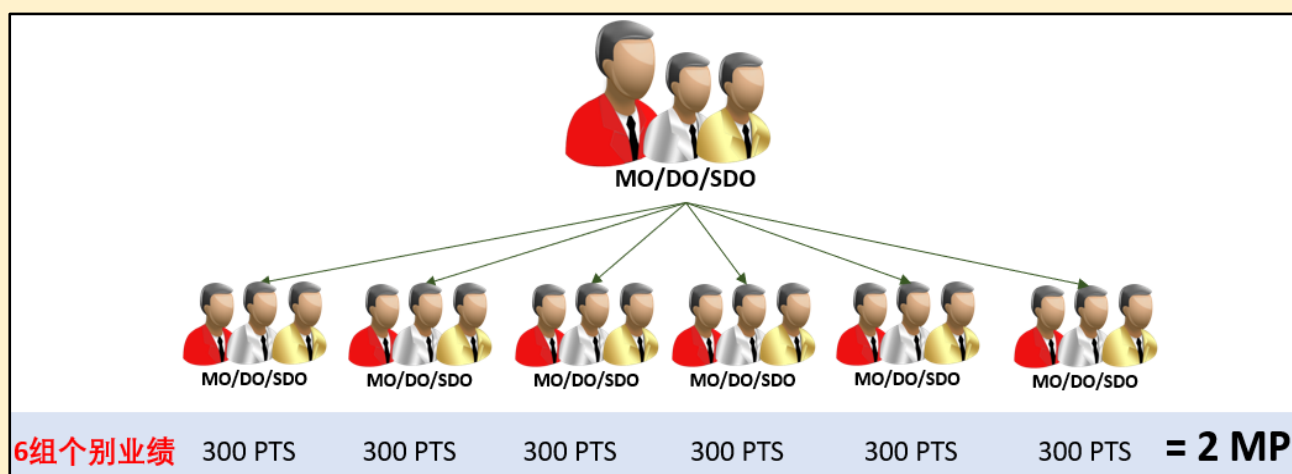
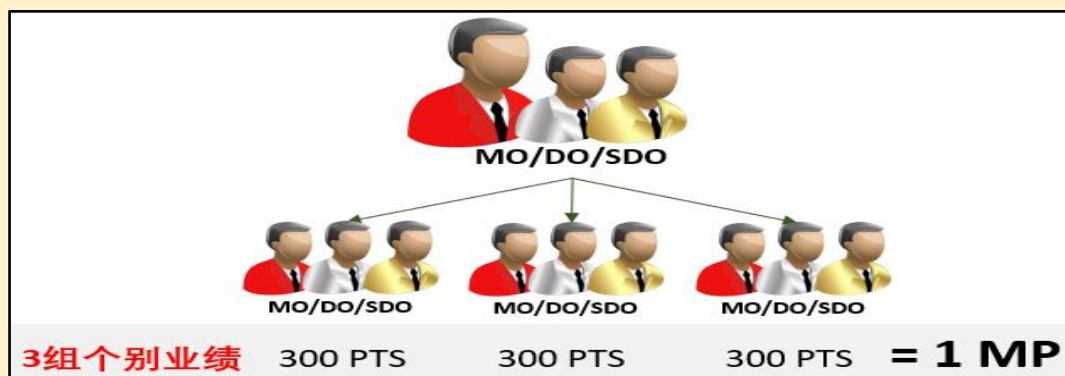
尊贵积分/Loyal Point (LP) - 累计并兑换产品

2. 增员奖金 Enrolment reward (以产品分数计算/based on points) - personal maintain 18 PTS



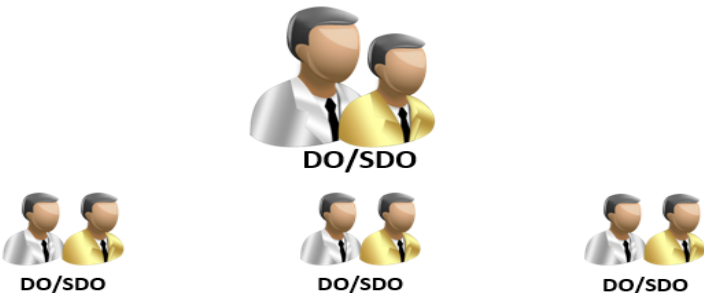
6. MO 共赢奖金 Pool CTO – 20%

MO Pool 计算方式: $[(\text{公司当月 Points 业绩} \times 20\%) / \text{所有合格者 MP}] \times \text{您的 MP} = \text{您的 MO Pool 奖金}$



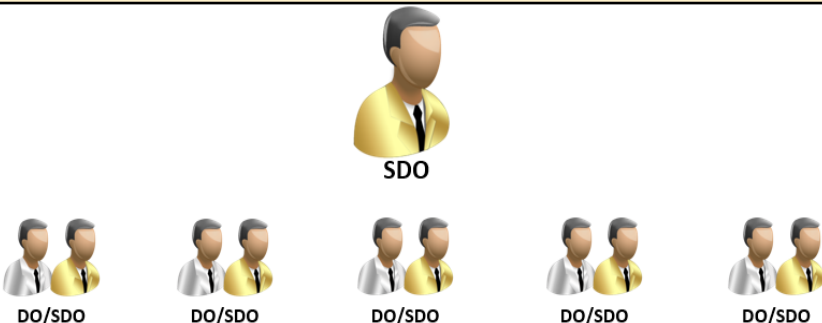
7. DO 共赢奖金 Pool CTO – 15%

DO Pool 计算方式: $[(\text{公司当月 Points 业绩} \times 15\%) / \text{所有合格者 DP}] \times \text{您的 DP} = \text{您的 DO Pool 奖金}$

				
3组个别业绩	1,500 PTS	1,500 PTS	1,500 PTS	= 1 DP
3组个别业绩	3,000 PTS	3,000 PTS	3,000 PTS	= 2 DP
3组个别业绩	9,000 PTS	9,000 PTS	9,000 PTS	= 3 DP
3组个别业绩	15,000 PTS	15,000 PTS	15,000 PTS	= 4 DP
3组个别业绩	30,000 PTS	30,000 PTS	30,000 PTS	= 5 DP

8. SDO pool – 10%

SDO Pool 计算方式: $[(\text{公司当月 Points 业绩} \times 10\%) / \text{所有合格者 SDP}] \times \text{您的 SDP} = \text{您的 SDO Pool 奖金}$

						
5组个别业绩	1,500 PTS	1,500 PTS	1,500 PTS	1,500 PTS	1,500 PTS	= 1 SDP
5组个别业绩	3,000 PTS	3,000 PTS	3,000 PTS	3,000 PTS	3,000 PTS	= 2 SDP
5组个别业绩	9,000 PTS	9,000 PTS	9,000 PTS	9,000 PTS	9,000 PTS	= 3 SDP
5组个别业绩	15,000 PTS	15,000 PTS	15,000 PTS	15,000 PTS	15,000 PTS	= 4 SDP
5组个别业绩	30,000 PTS	30,000 PTS	30,000 PTS	30,000 PTS	30,000 PTS	= 5 SDP