

BUSINESS PLAN



Grow Rich by Enriching The Society



BUSINESS PLAN

Dear distributors,

We have updated our business plan to make it compliant as per the model guidelines on direct Selling – 2016.

- All product's Point Value (PV) is 200.

Type of Distributorship

Customer

Purchase any 1 product on MRP = 200 PV and become a customer

He/She can upgrade it to premium distributor by MRP and get all plan benefits.

Premium Distributor

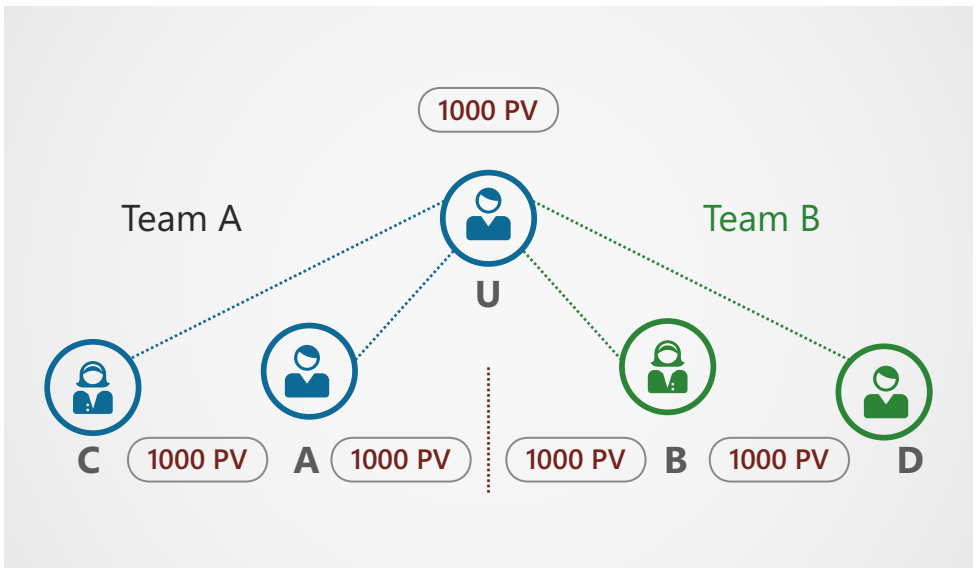
Purchase any 5 products on D.P = 1000 P.V and become a Premium distributor.

He/She will get entire business plan benefits.

1. Discount on self purchase

- If you become a Premium Distributor He/She will get this income. (Difference between MRP and D.P.)
- Any 'Premium Distributor' have to sponsor minimum 2 direct people, ie. L & R compulsory, otherwise he/she is not eligible for any income.
- He/She can sponsor anybody in your front-line (other leg)

2. P.V. Matching Incentive



- As soon as He/She complete 1000 : 1000 PV in your down line, will be get 1000 RS. P.V. matching. (1 PV Matching = Rs 1.00)
- As per above example, your 2000 P.V. matching you will get Rs. 2,000 incentive.
- Unmatched P.V. is carried Forward.
- Maximum incentive is Rs. 6,000 daily.

3. Team Development Royalty

Company has reserved 21% of P.V. turnover of each month for this income.

Leader

- If his/her left Team and right team maintain 1,00,000 P.V. he/she will be able to avail 7% of the company's P.V. Turnover. Royalty Equally Divided to all Leader.
He/She need to maintain only 5,000 P.V. Matching monthly.

Team Manager

- If his/her left Team and right team maintain 2,50,000 P.V. he/she will be able to avail 7% of the company's P.V. Turnover. Royalty Equally Divided to all Team Manager.
He/She need to maintain only 15,000 P.V. Matching monthly.

Executive Manager

- If his/her left Team and right team maintain 5,00,000 P.V. He/She will be able to avail 7% of the company's P.V. Turnover. Royalty Equally Divided to all Executive Manager.
He/She need to maintain only 30,000 P.V. Matching monthly.



4. P. V. Matching Awards and Rewards

| RA NK | MATCHING PV (NEW PV) | AWARDS | CONDI TION | TOTAL DAYS |
|-------|----------------------|--|------------|------------|
| 1 | 30,000 P.V. | Goa Tour Only | First | 150 days |
| 2 | 1,00,000 P.V. | Thailand Tour Only | Next | 180 days |
| 3 | 2,50,000 P.V. | Rs. 40,000 Cash For Two Wheeler D.p. | Next | 180 days |
| 4 | 5,00,000 P.V. | Dubai Tour Only | Next | 180 days |
| 5 | 10,00,000 P.V. | Rs. 2 Lacs Cash For Alto Car D.p. | Next | 210 days |
| 6 | 15,00,000 P.V. | Malaysia - Singapore Tour (1+1) Only | Next | 240 days |
| 7 | 25,00,000 P.V. | Rs. 5 Lacs Cash For Swift Car D.P. | Next | 270 days |
| 8 | 50,00,000 P.V. | Europe Tour (1+1) Only | Next | 300 days |
| 9 | 1,00,00,000 P.V. | Rs. 15 Lacs Cash For Mahindra XUV 500 D.P. | Next | 330 days |
| 10 | 2,00,00,000 P.V. | Rs. 30 Lacs Cash For B.M.W. car D.P. | Next | 360 Days |

- Tours are Subject to Members / Achievers of Tour (30/40 Minimum)

**All this income are base on
B.V. Turnover (Repurchase)**

5. Retail Profit

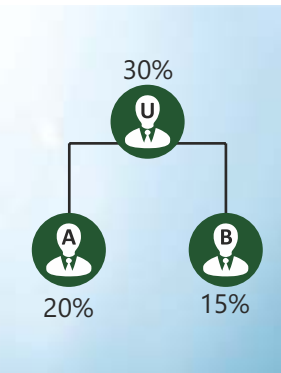
- Now all premium distributor can purchase any product of 350 B.V. They will get retail profit up to 25 % approx.
- If they will purchase their products in repurchased



6. Level Incentive

1 PRODUCT = 350 B.V. (BUSINESS VOLUME)

| | | |
|-----|------------------------------|-------------|
| 10% | 1 Product To 30 Products | 10,500 B.V. |
| 15% | 31 Products To 60 Products | 21,000 B.V. |
| 20% | 61 Products To 100 Products | 35,000 B.V. |
| 25% | 101 Products To 150 Products | 52,500 B.V. |
| 30% | 151 Products and Above | 52,850 B.V. |



7. Difference Incentive

EXAMPLE: -

Team Left 35,000 B.V

Team Right 21,000 B.V

Total Group B.V. 56,000 X 30% your level = 16,800

Group Left B.V 35,000 X 20% = 7,000

Group Right B.V. 21,000 X 15% = 3,150

Less = 10,150

Your net incentive = Rs. 6,650.



8. Repurchase Matching Bonus

- Company reserves 42% B.V. turnover of each month and it is equally divide to specific rank achievers.
- When his/her Two Direct Legs (one from Left & one from Right compulsory) reaches 30%, you are eligible for Repurchase Matching Bonus.

| Rank | B.V. Group A | B.V. Group B | % Of B.V Turnover Equally Divided Rank |
|---------------|--------------|--------------|--|
| Silver | 10,000 | 10,000 | 5% |
| Pearl | 20,000 | 20,000 | 5% |
| Sapphire | 50,000 | 50,000 | 5% |
| Ruby | 1,00,000 | 1,00,000 | 5% |
| Emerald | 2,50,000 | 2,50,000 | 4% |
| Gold | 5,00,000 | 5,00,000 | 4% |
| Platinum | 10,00,000 | 10,00,000 | 4% |
| Diamond | 25,00,000 | 25,00,000 | 4% |
| Royal Diamond | 50,00,000 | 50,00,000 | 3% |
| Crown Diamond | 1,00,00,000 | 1,00,00,000 | 3% |

9. Field Allowance

| Rank | M.F.A | Condition |
|---------------|--------------|---|
| Silver | Rs. 6,000 | You have to maintain the rank for 3 months continuously then you will be get MFA for the rank only once in life |
| Pearl | Rs. 12,000 | |
| Sapphire | Rs. 30,000 | |
| Ruby | Rs. 45,000 | |
| Emerald | Rs. 60,000 | |
| Gold | Rs. 1,20,000 | |
| Platinum | Rs. 2,40,000 | |
| Diamond | Rs. 4,50,000 | |
| Royal Diamond | Rs. 6,00,000 | |
| Crown Diamond | Rs. 9,00,000 | |



10. Dhamaka Offers (Occasionally)

- Few months company will offer you some P.V and B.V. offers.
- It will be declared on 1st to 5th day of every month.

Note: -

- The conditions mentioned above are only examples, and your income will depend solely on your efforts.
- In case you wish to keep the entire plan benefits, you will have to purchase products worth a minimum of 350 B.V. every month otherwise his/her same month's income/ achievement laps.

Growth is never by chance, it is the result of forces working together...

JOIN AND GROW WITH US



Marketed by

SAHAJ LIFE CARE PRODUCTS (P) LTD.

326, 3rd Floor, Swastik Plaza, Yogi Chowk, Varachha Road, Surat - 395010 (Gujarat) INDIA
Contact: +91 91570 71071 / 72072 Web: www.norwela.com Email: info@sahajlifecare.com