

# DXN MARKETING PLAN



**DXN MEXICO S.A. de C.V.**

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# DXN MARKETING PLAN



English Version





Definition of Terms

<b>PV</b>	: Point Value, for qualification and status.
<b>SV</b>	: Sales Value, for calculation of Bonus and Incentive.
<b>Personal Point Value (PPV) / Personal Sales Value (PSV)</b>	: Total PV/SV generated from all personal cash bills transacted in a month.
<b>Personal Group Point Value (PGPV) / Personal Group Sales Value (PGSV)</b>	: Total PV/SV generated in a month by all downline distributors within personal group (ie. excluding breakaway QSAs) and own PPV/PSV.
<b>Diamond Group Point Value (DGPV) / Diamond Group Sales Value (DGSV)</b>	: Total PV/SV generated in a month by all downline distributors within your diamond group (ie. excluding breakaway QSDs) and own PPV/PSV.
<b>Qualified Star Agent (QSA)</b>	: Any SA who maintains 100 PPV in a month.
<b>Qualified Star Diamond (QSD)</b>	: Any Diamond who qualifies for 37% Star Group Bonus.
<b>Travel Seminar Qualifier</b>	: Any SA and above who meets the Yearly Travel Seminar Incentive Points (TSIP) Quota set for the year.

Introduction Of Remuneration

<b>1) Retail Profit</b> .....	<b>&gt;15%</b>
<b>2) Bonus (71%) and Cash Incentive (MXN 42,000)</b>	
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 Hand Phone Cash Incentive .....	MXN 6,000
h) One Time Overseas Trip Cash Incentive .....	MXN36,000

## Status

Status	Conditions
Distributor	Membership Fee, Age 18 years and above + 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 Diamonds*
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.

## Remuneration in DXN Marketing Plan

### 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 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%

\* If a Star Agent (21%) maintains 100 PPV, 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 100 PPV (QSA) .*

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%

# 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 100 PPV (QSA) .

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

5. International Profit Sharing (2%)

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

IPS Fund

=

Overall Company's Sales in SV

X

2%

Your IPS entitlement

=

IPS Fund

X

Your IPS Point for the month

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)*.

No. of Qualified SD Lines	1	2	3	4	5	6	7	8	9	10
1st Level QSD's DGSV	5%	5%	5%	5%	5%	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%	7.1%	7.6%	8%	8.3%	8.5%
Minimum DGSV needed to Guarantee upline ('000)	12	24	36	48	48	48	48	48	48	48

No. of Qualified SD Lines	11	12	13	14	15	16	17	18	19	20
1st Level QSD's DGSV	5%	5%	5%	5%	5%	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%	9.6%	9.7%	9.8%	9.9%	10%
Minimum DGSV needed to Guarantee upline ('000)	48	48	48	48	48	48	48	48	48	48



## 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.

$$\text{Travel Seminar Incentive Fund} = \text{Company's Annual Sales in SV} \times 2\%$$

- To be shared as below:

- 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.
- 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.

- Travel Seminar Incentive for SA Qualifier (TSI<sub>SA</sub>)

$$\text{TSI}_{\text{SA}} = 50\% \times \text{TSIF} \times \frac{\text{Accumulated TSIP* for a SA Qualifier}}{\text{Total Accumulated TSIP for all SA Qualifiers}}$$

- \* Travel Seminar Incentive Point (TSIP) will be calculated monthly based on the following formula and to be accumulated for a year:

Level of Qualified 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%

- Travel Seminar Incentive for SD Qualifier (TSI<sub>SD</sub>)

$$\text{TSI}_{\text{SD}} = 50\% \times \text{TSIF} \times \frac{\text{Accumulated TSIP* for a SD Qualifier}}{\text{Total Accumulated TSIP for all SD Qualifiers}}$$

- \* 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 (MXN6,000) - 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 MXN6,000.

\* Only personally sponsored downlines counted.

#### **9. Overseas Trip Cash Incentive (MXN36,000) - 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 MXN36,000

\* Only personally sponsored downlines counted.



# Explanation On The DXN Marketing Plan Reward

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

One bottle of DXN Product	
Distributor Price	MXN127
Retail Price	MXN152

**Therefore,**  
*Retail Price – Distributor Price = Retail Profit*  
*MXN152 – MXN127 = MXN25*

*YOUR retail profit is MXN25 (19.7% from distributor's price)*

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

\* Example

Products	PV	SV
Product A	15.80	190
Product B	15.80	190
<b>TOTAL</b>	<u><b>31.60</b></u>	<u><b>380</b></u>

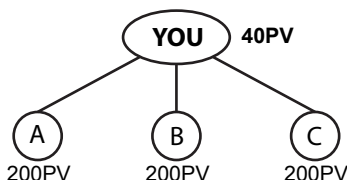
"The statements made on this page are hypothetical and merely meant to describe and explain the mechanisms of the Compensation plan and its various bonus features. Any statements made on this page are not meant as earnings claims, nor do they represent any promises or guarantees of specific earnings or earning potential. Specific earnings will be influenced by many factors."

\* Assume 1PV = 12SV for all the following Bonuses and Incentives calculations.

## 2. Group Bonus (6% - 21%)

### CASE 1

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



Personal PV/SV (PPV/PSV) = 40PV/480SV  
 Personal Group PV/SV (PGPV/PGSV) = 640PV/7,680SV

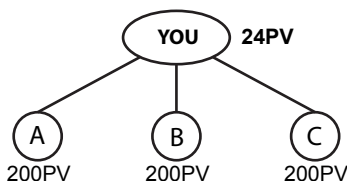
Your Group Bonus = (7,680SV X 12%) - (2,400SV X 9%)  
 - (2,400SV X 9%) - (2,400SV X 9%)  
 = MXN921.60 - MXN216 - MXN216 - MXN216  
 = MXN273.60

Therefore:

**Your Group Bonus is MXN273.60 and Group Bonus for A,B and C is MXN216 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.**

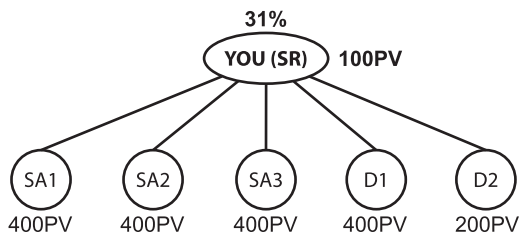
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### 3. Star Group Bonus (25% - 37%)

#### CASE 1

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



$$\text{Personal PV/SV (PPV/PSV)} = 100\text{PV}/1,200\text{SV}$$

$$\begin{aligned}
 \text{Your Star Group Bonus} &= (22,800\text{SV} \times 31\%) - (4,800\text{SV} \times 25\%) \\
 &\quad - (4,800\text{SV} \times 25\%) - (4,800\text{SV} \times 25\%) \\
 &\quad - (4,800\text{SV} \times 12\%) - (2,400\text{SV} \times 9\%) \\
 &= \text{MXN}7,068 - \text{MXN}1,200 - \text{MXN}1,200 \\
 &\quad - \text{MXN}1,200 - \text{MXN}576 - \text{MXN}216 \\
 &= \underline{\underline{\text{MXN}2,676}}
 \end{aligned}$$

Therefore:

**YOUR Star Group Bonus is MXN2,676.**

**SA1, SA2 and SA3 will earn MXN1,200 each.**

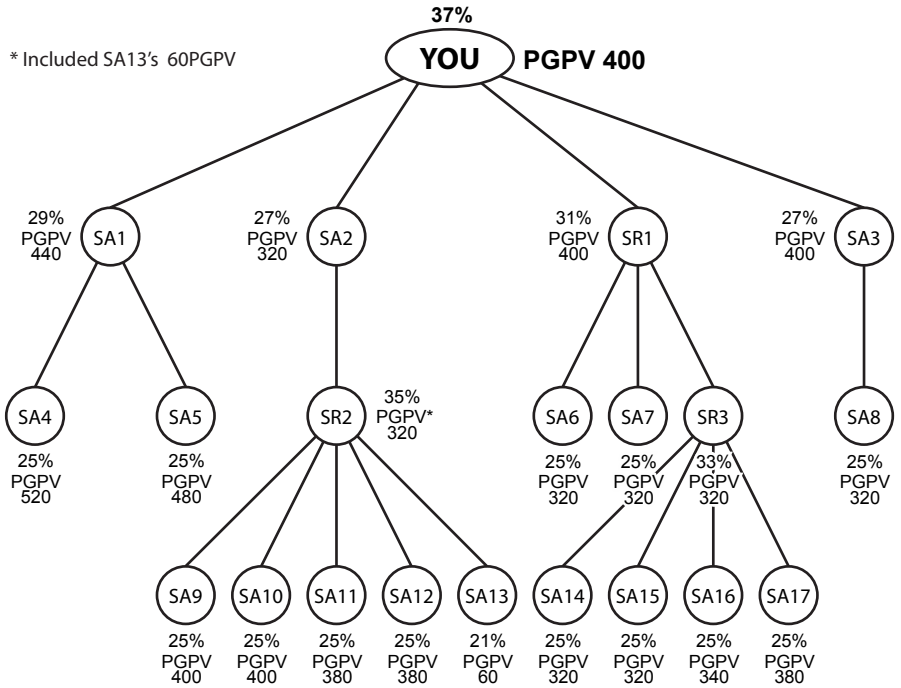
**Group Bonus for D1 is MXN576 and D2 is MXN216.**

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## CASE 2

If YOU are a Star Diamond with **6 SA** (1st Generation), 100PPV and 400 PGPV.  
At the same time, YOU have some downlines with the status of Star Ruby (SR) and Star Agent (SA) who have at least 100PPV.

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



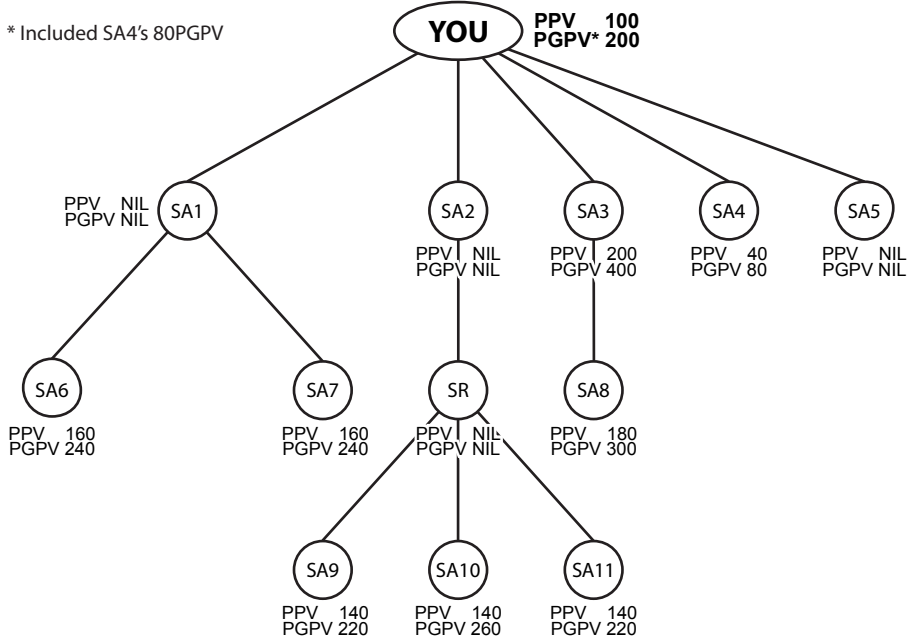
**Star Group Bonus (%)**

	Status	No of Qualified SA Lines	PPV	PGPV	DGPV	SGB entitlement (%)
YOU	SD	4	100	400	7,480	37%
SA1	SA	2	100	440		29%
SA2	SA	1	100	320		27%
SR1	SR	3	100	400	2,720	31%
SR2	SR	4	100	320	1,880	35%
SR3	SR	4	100	320	1,680	33%
SA4	SA	0	100	520		25%
SA13	SA	0	40	60		21%

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### CASE 3

If YOU are a Star Ruby with **5 SA** (1st Generation), 100PPV 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)



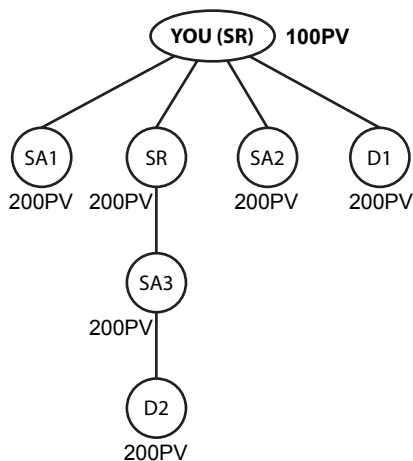
Therefore, YOU are entitled to 35% of Star Group Bonus even you have only 3 qualified SA lines. It is because YOU have 5 SA (1st Generation) and obtained 2,080 DGPV.

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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/SV (PPV/PSV) = 100PV/1,200SV

YOUR Development Bonus =  $(7,200\text{SV} \times 5\%) + (4,800\text{SV} \times 4\%)$   
= MXN360 + MXN192  
= MXN552

Therefore:

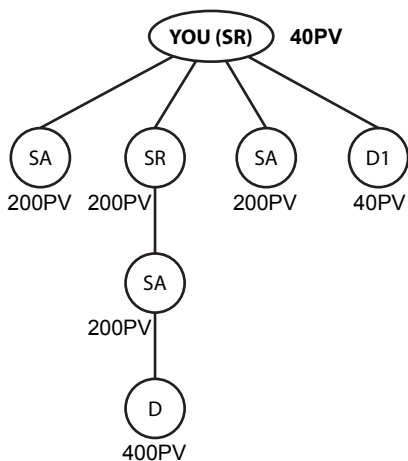
**YOUR Development Bonus is MXN552.**

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## CASE 2

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



Personal PV (PPV) = 40PV

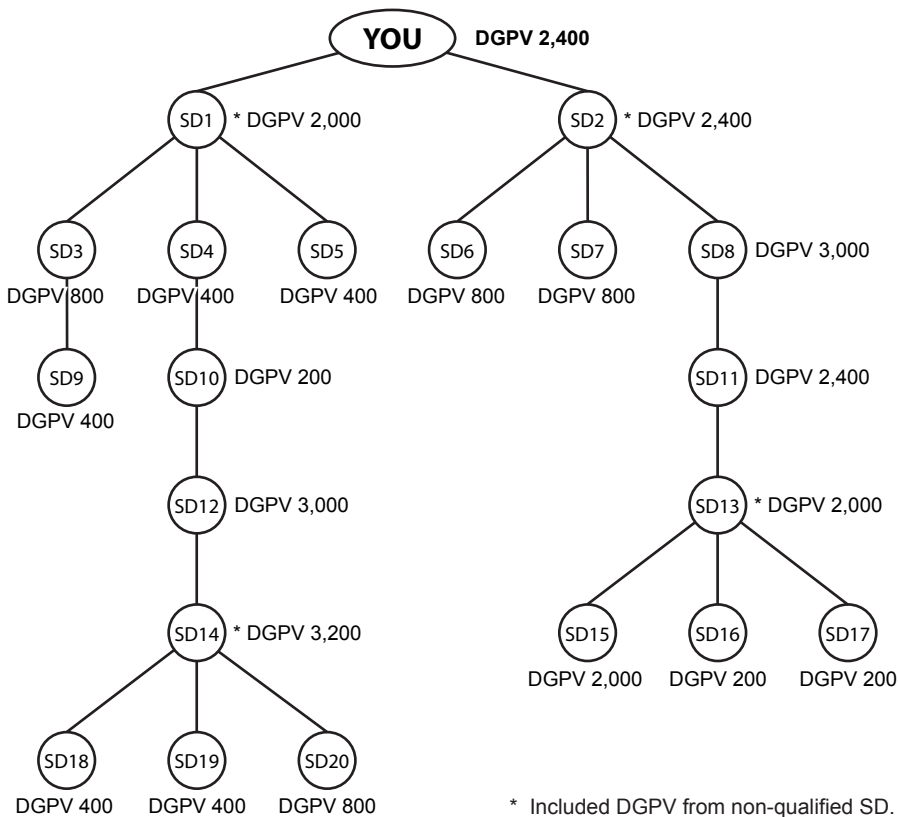
**YOU are not qualified to earn the development bonus because your Personal PV is less than 100PV.**

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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:-

- 1 PV equals to 12 SV.
- There are 68 Star Diamonds and above in the company and the Total IPS Point is 2,400,000 points.
- Total company's sales for that particular month is 10,000,000 SV.

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IPS Point for YOU:

	DGSV			IPS points
YOU	28,800	X	100%	= 28,800
1st Level: SD1 + SD2	52,800	X	50%	= 26,400
2nd Level: SD12 + SD8	72,000	X	40%	= 28,800
3rd Level: SD14 + SD11	67,200	X	30%	= 20,160
4th Level: SD13	24,000	X	20%	= 4,800
5th Level: SD15	24,000	X	10%	= 2,400

YOUR Total IPS Point

111,360

Therefore:

YOUR International Profit Sharing

$$= 2\% \times 10,000,000\text{SV} \times \frac{111,360\text{pts}}{2,400,000\text{pts}}$$

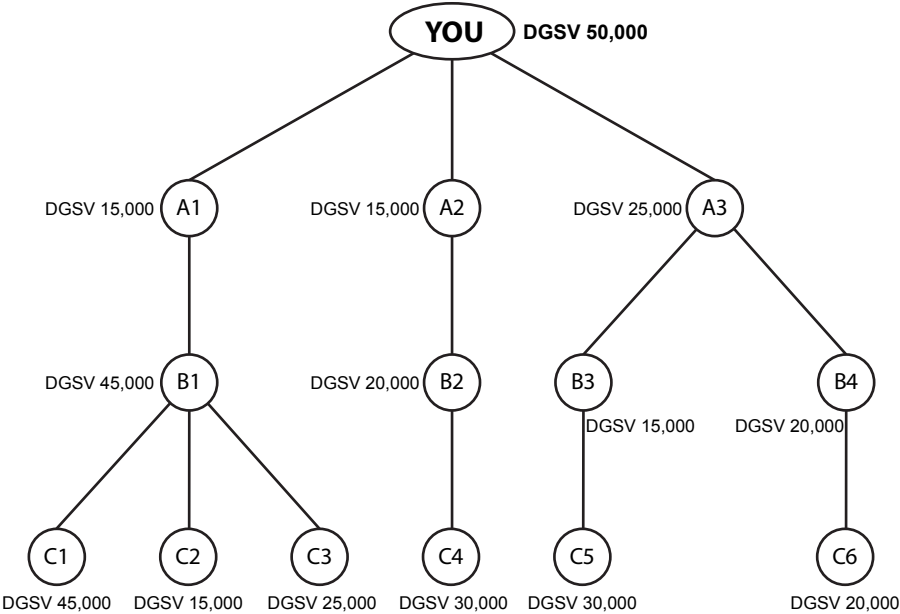
$$= \underline{\text{MXN9,280}}$$

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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:

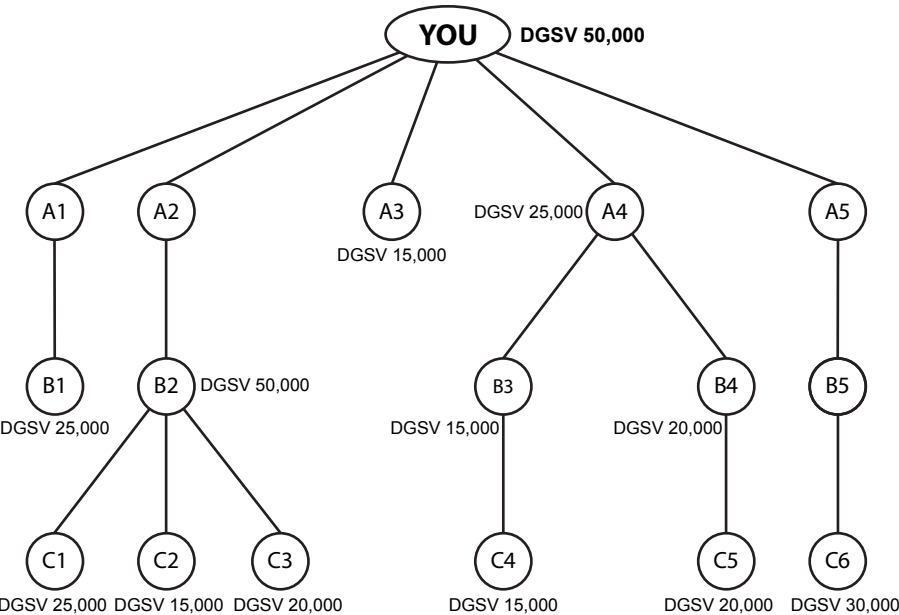
1st Level qualified SD:			
A1 + A2 + A3	=	55,000SV X 5.0%	= MXN 2,750
2nd Level and below qualified SD:			
B1 + C1 + C2 + C3 + B2 + C4 + B3 + B4	=	215,000SV X 4.8%	= MXN10,320
C5 + C6	=	50,000SV X 1.8%	= MXN 900
YOUR Leadership Bonus			<u><u>MXN13,970</u></u>

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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 = 145,000SV X 5.0% = MXN 7,250

2nd Level and below qualified SD:  
 C1 + C2 + C3 + B3 + B4 = 95,000SV X 6.5% = MXN 6,175  
 C4 + C5 = 35,000SV X 3.5% = MXN 1,225

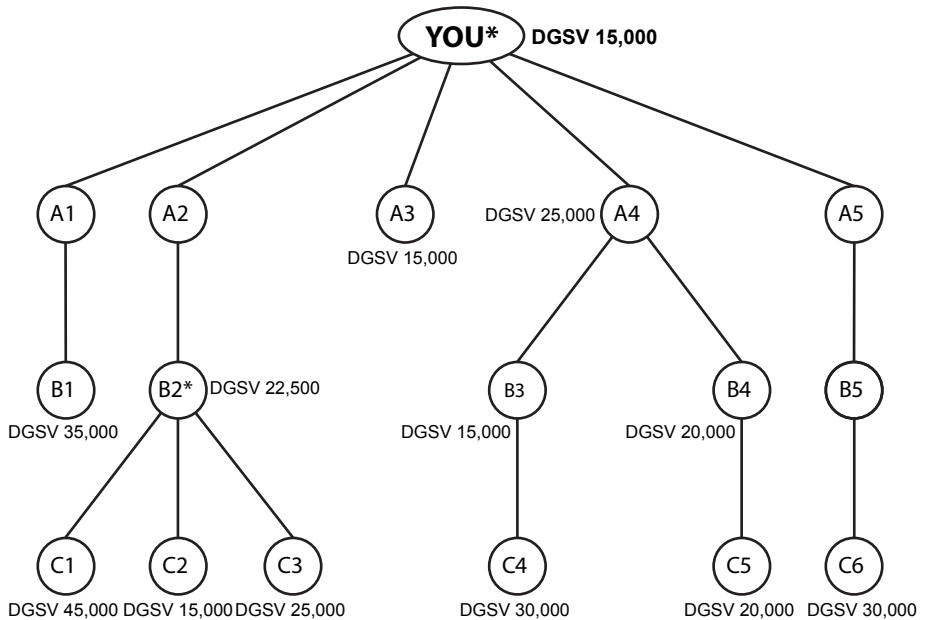
YOUR Leadership Bonus MXN14,650

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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)

127,500SV

13,500SV

(33,000SV)

108,000SV

X 5.0% = MXN 5,400.00

2nd Level and below qualified SD:

C1 + C2 + C3 + B3 + B4

Less: Guarantee Upline (B2)

120,000SV

(13,500SV)

106,500SV

X 6.5% = MXN 6,922.50

C4 + C5

YOUR Leadership Bonus

50,000SV

X 3.5% = MXN 1,750.00

MXN14,072.50

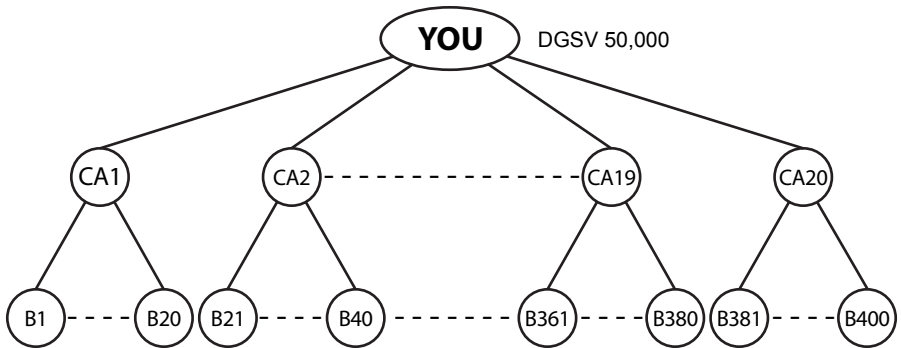
\* YOU need to guarantee upline 48,000 DGSV.

\* B2 need to guarantee upline 36,000 DGSV.

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## CASE 4

YOU are a Crown Ambassador (CA) and have 20 first generation Crown Ambassadors (CAs) with 50,000 DGSV each. All CAs have 20 Qualified SDs with 50,000 DGSV each.



Therefore:

Your Leadership Bonus

1st Level Qualified SD:  $50,000 \text{ DGSV} \times 20 \times 5\%$  = MXN 50,000

2nd Level Qualified SD:  $50,000 \text{ DGSV} \times 400 \times 10\%$  = MXN2,000,000

MXN2,050,000

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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 90,000,000 SV.
- Travel Seminar Incentive Fund =  $2\% \times 90,000,000 \text{ SV}$   
= MXN 1,800,000

### A) Travel Seminar Incentive for SA Qualifiers.

Assumption:-

- Total Accumulated TSIP for all SA Qualifiers is 4,000,000 points.
- YOUR Accumulated TSIP as a SA Qualifier is 60,000 points.
- Yearly TSIP QUOTA for SA is 50,000 points.
- Estimated cost of Travel Seminar for SA Qualifier is MXN 7,500,000/pax.

Therefore:

Your Travel Seminar Incentive as SA Qualifier

$$= 50\% \times \text{MXN } 1,800,000 \times \frac{60,000 \text{ pts}}{4,000,000 \text{ pts}} = \underline{\underline{\text{MXN } 13,500}}$$

**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 MXN1,500 as the short amount for the fare of two.**

### B) Travel Seminar Incentive for SD Qualifiers

Assumption:-

- Total Accumulated TSIP for all SD Qualifiers is 5,000,000 points.
- Your Accumulated TSIP as a SD Qualifier is 140,000 points.
- Yearly TSIP QUOTA for SD is 125,000 points.
- Estimated cost of Travel Seminar for SD Qualifier is MXN 12,500/pax.

Therefore:

Your Travel Seminar Incentive as SD Qualifier

$$= 50\% \times \text{MXN } 1,800,000 \times \frac{140,000 \text{ pts}}{5,000,000 \text{ pts}} = \underline{\underline{\text{MXN } 25,200}}$$

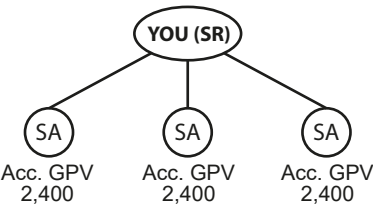
**Note: Your TSI is more than enough to pay for two persons to attend the Travel Seminar. So, you can go for this Travel Seminar with your spouse. There is no cash refund for any excess incentive.**

"The statements made on this page are hypothetical and merely meant to describe and explain the mechanisms of the Compensation plan and its various bonus features. Any statements made on this page are not meant as earnings claims, nor do they represent any promises or guarantees of specific earnings or earning potential. Specific earnings will be influenced by many factors."

8. One Time Hand Phone Cash Incentive



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

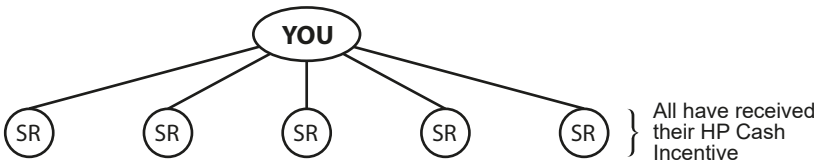


YOU are qualified to receive the One Time Hand Phone Cash Incentive amounting to MXN6,000.

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 Overseas Trip Cash Incentive.



Therefore:  
Once YOU have fulfilled the requirements, YOU are qualified for One Time Overseas Trip Cash Incentive amounting to MXN36,000.

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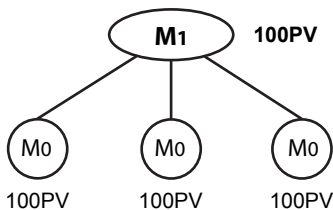


# How to become a Star Diamond within 4 months

Assumptions:-

- Personal Sales for each distributor is 100PPV per month.
- Each distributor sponsors 3 new distributors in each month.
- 1 PV = 12 SV

## 1st Month



### Your status : Distributor - 400PGPV (12%)

Personal PV/SV (PPV/PSV) = 100PV/1,200SV

Personal Group PV/SV (PGPV/PGSV) = 400PV/4,800SV

Accumulated PGPV = 400PV

Your Bonus Income

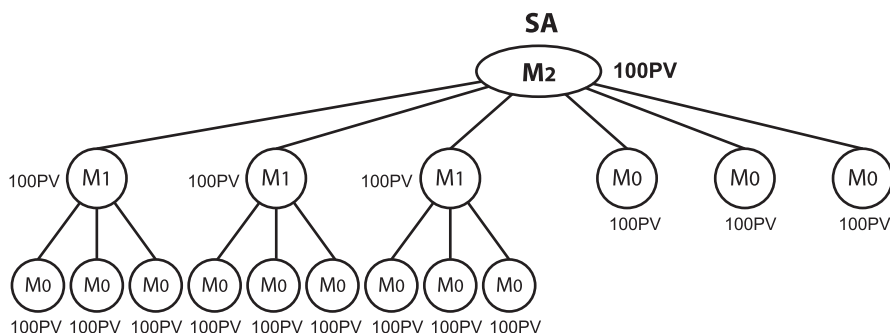
Group Bonus = 4,800SV X 12% = MXN576

Less: Downlines Bonus = (3 X 1,200SV X 6%) = (MXN216)

YOUR Bonus Income

MXN360

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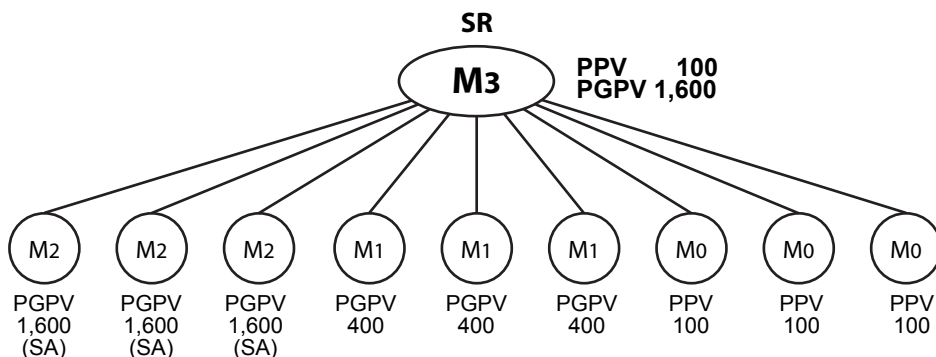
**Congratulations! You have reached 1,800 Accumulated PGPV and you are now a Star Agent.**

**Your status : Star Agent - Accumulated 2,000 PGPV (25%)**

Personal PV/SV (PPV/PSV)	=	100PV/1,200SV
Personal Group PV/SV (PGPV/PGSV)	=	1,600PV/19,200SV
Accumulated PGPV b/f	=	400PV
Accumulated PGPV c/f	=	2,000PV

YOUR Bonus Income		
Group Bonus	= 19,200SV X 25%	= MXN4,800
Less: Downlines Bonus	= ( 4,800SV X 12% X 3)	
	+ ( 1,200SV X 6% X 3)	= (MXN1,944)
		<u><u>MXN2,856</u></u>

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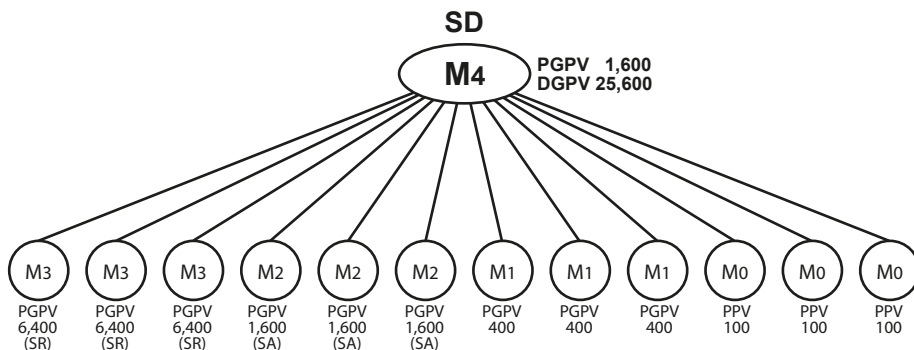
**Congratulations! You have successfully promoted 3 direct Star Agent under you, and therefore you are now a Star Ruby.**

Personal PV/SV (PPV/PSV) = 100PV/1,200SV  
 Personal Group PV/SV (PGPV/PGSV) = 1,600PV/19,200SV  
 Diamond Group PV/SV (DGPV/DGSV) = 6,400PV/76,800SV

Your Bonus Income

Star Group Bonus	=	76,800SV X 31%	=	MXN23,808
Less: Downlines Bonus	=	(19,200SV X 25% X 3) + (4,800SV X 12% X 3) + (1,200SV X 6% X 3)	=	(MXN16,344) MXN 7,464
Development Bonus	=	19,200SV X 5% X 3	=	MXN 2,880
Your Bonus Income				<u>MXN10,344</u>

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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) = 100PV/1,200SV  
 Personal Group PV/SV (PGPV/PGSV) = 1,600PV/19,200SV  
 Diamond Group PV/SV (DGPV/DGSV) = 25,600PV/307,200SV

Your Bonus Income

(A) Star Group Bonus = 307,200SV X 37% = MXN113,664  
 Less: Downlines Bonus = (76,800SV X 31% X 3)  
 + (19,200SV X 25% X 3)  
 + (4,800SV X 12% X 3)  
 + (1,200SV X 6% X 3) = (MXN 87,768) **MXN25,896.00**

(B) Development Bonus  
 1st Level = [(76,800SV X 3)+(19,200SV X 3)] X 5% = MXN 14,400  
 2nd Level = [19,200SV X 9] X 4% = MXN 6,912 **MXN21,312.00**

(C) HP Cash Incentive **MXN 6,000.00**

(D) International Profit Sharing  
 Assumption:-  
 i ) IPS Fund = MXN200,000  
 ii ) Total IPS Point for all Qualifiers = 25,000,000pts  
 iii) YOUR IPS Point for the month = 491,520SV X 100%  
 = 491,520pts

Your International Profit Sharing

= MXN200,000 X  $\frac{491,520\text{pts}}{25,000,000\text{pts}}$  = **MXN 3932.16**

Your Bonus Income

**MXN57,140.16**

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