



# Adamaya Marketing Plan Enhancement

## 1. Personal Sales 20%

Effective from 7<sup>th</sup> January 2011, every time you make a personal sale, you will be getting 20% of the PV as product rebates.

**Note:**

Before the new system interface is up, member has to notify the management about the personal sale, and the 20% rebates will be credited to their account. When new system is up, it will be automatically credited to the account.

For title upgrade, upline will no longer be getting the top-up referral bonus. Upline will only be getting the first referral bonus at the point of recruitment.

Personal sales still will be counted towards Group Development Bonus.

## 2. Referral Bonus 20%

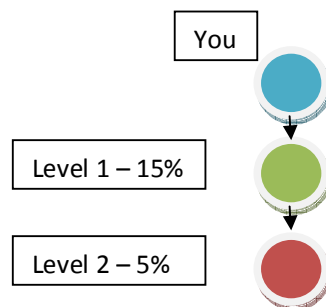
Effective when the new system interface is up (estimated from 1<sup>st</sup> March 2011), the referral bonus will be as such:

Direct Sponsor - 15%

When you directly sponsor a new member, you will be getting 15% of the PV of this new member.

2<sup>nd</sup> level sponsor – 5%

When your first level members directly sponsor a new member, you will be getting 5% of the PV of this new member.



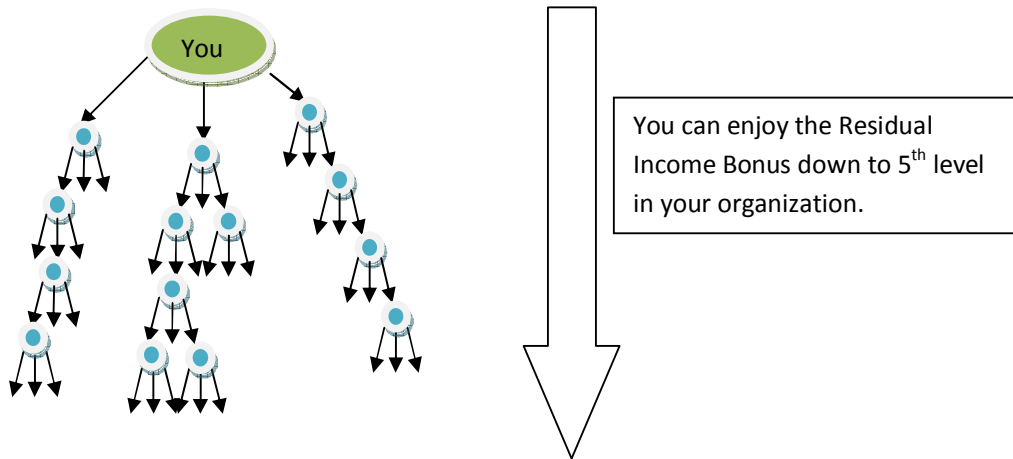
The more you help your level 1 member to recruit, the more you get!

### 3. Maintenance Bonus 20%

We believe in long term business, and major part of it comes from repeat sales. Hence, company has decided to increase the maintenance bonus from 10% to 20%! This is to encourage members to repurchase our products, at the same time, enjoying more commission when their organization maintains their accounts active too!

A member will earn the maintenance bonus down to 5<sup>th</sup> level in his direct sponsor line every month, when the down lines maintain their accounts.

Maintenance will start when the new system interface is ready (Estimated 1<sup>st</sup> March 2011).



Direct Sponsor's maintenance	10%
2 <sup>nd</sup> Generation's maintenance	4%
3 <sup>rd</sup> Generation's maintenance	3%
4 <sup>th</sup> Generation's maintenance	2%
5 <sup>th</sup> Generation's maintenance	1%

*Table 1*

In table 1, it shows the percentage you can enjoy as an incentives over your organization monthly volume. You will enjoy 10% of your 1<sup>st</sup> level's maintenance PV. You will enjoy 4% of your 2<sup>nd</sup> level's maintenance PV. Similarly, you will enjoy all the way to your 5<sup>th</sup> level's monthly maintenance PV, according to the percentage shown in table 1.

### 3.1 Monthly Maintenance

Every month, members are required to keep their account active by maintaining it. The PV for maintenance is 100PV every month.

Member needs to maintain their account base on their Joined date. Company gives 2 months grace period maximum without maintenance required. If the joined date is 31<sup>st</sup> July, his maintenance will starts on 30<sup>th</sup> September, because there is no 31<sup>st</sup> in September.

For example, a member joined on 3<sup>rd</sup> Jan 2011, he will have the 60 days grace period without having to maintain the account. His first maintenance date will be on the 3<sup>rd</sup> March 2011.

### 3.2 Auto-maintenance

10% of the Member's bonus will be automatically deducted into an auto-maintenance wallet, with the maximum amount of **RM200** capped. On the respective maintenance date, system will auto deduct the required amount of maintenance (i.e RM200) to keep the account active. If the auto-maintenance wallet does not have enough amounts, the account will be inactive.

### 3.3 Inactive account

If an account status is **inactive**, this member will only receive **2** bonuses: **Personal sales and Referral Bonus**. The rest of the bonuses will not be rewarded.

## 4. Leadership Bonus Pool

Every time an account has achieved maximum pay out (refer to table 2), the account will be qualified for this bonus pool and will be getting a certain number of shares. 3% of the total company turn over (monthly) will be used as leadership bonus pool, to be shared among the qualified accounts. The value of each share is equal to total amount of pool divided by total number of qualified shares. System needs to calculate the total amount from 3% of CTO, then automatically divide and credit into these qualified members' accounts weekly.

Status	Maximum daily pair (GSV)	Weekly Limit (GSV)	Maximum Bonus/Day	Bonus Pool Share
Distributor	1200	8400	RM240	1 share
Manager	3600	25200	RM720	3 shares
Director	6000	42000	RM1200	5 shares
Ambassador	18000	126000	RM3600	15 shares
Diamond Ambassador	36000	252000	RM7200	30 shares

Table 2