



## New Direct Profit Plan for Business Owners

### All products will be sold at Retail Price effective 1<sup>st</sup> August 2011

All products will be sold at Retail Price, except for Rewards Products (category R), which you can buy at a discounted price using Rewards Points (RPs). RPs cannot be used to get discounts on eCosway products.

We are excited to introduce a new type of profit called Direct Profit (DP) which will be **added** to our current Profit Plan.

- You will be awarded a Direct Profit (DP) of up to 15% for retail sales (net GST) made by your direct VIP Shoppers and Business Owners (BOs) according to the following table:

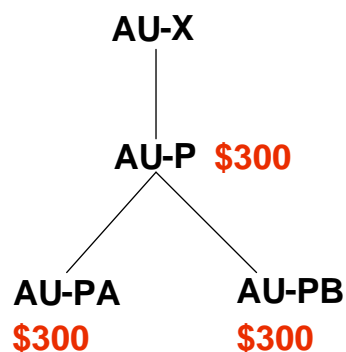
**Table 1 : Direct Profit % by Product Category**

<b>Category</b>	<b>DP</b>
<b>A</b>	<b>15%</b>
<b>B</b>	<b>10%</b>
<b>C</b>	<b>5%</b>
<b>P (Promotion)</b>	<b>-</b>
<b>R (Rewards Product)</b>	<b>-</b>

#### a) Direct Profit calculated on main account

All accounts with 3 profit centres will be treated as 1 account for Direct Profit calculation.

Example : AU-X will enjoy Direct Profit on the total of \$900 made by AU-P, AU-PA and AU-PB.



**b) Table 2: Qualification Table for Business Owners who join on 1<sup>st</sup> August 2011 onwards**

30 days	31 – 90 days	91 – 180 days	Branch Overrides	Direct Profit	BPI/EI	Profit Centre(s)
< 100eV			✓	-	-	1
100eV			✓	✓	-	1
100eV + 200eV			✓	✓	1	1
100eV + 200eV + 200eV			✓	✓	3	1
100eV + 400eV			✓	✓	3	1
100eV + 200eV + 500eV			✓	✓	Unlimited	1
100eV + 400eV + 200eV			✓	✓	Unlimited	1
100eV + 600eV			✓	✓	Unlimited	1
100eV + 400eV + 500eV			✓	✓	Unlimited	3
100eV + 900eV			✓	✓	Unlimited	3
500eV			✓	✓	Unlimited	3
1000eV			✓	✓	Unlimited	7
8 branches, 20,000eV each branch in any month			✓	✓	Unlimited	7

**c) What Existing Business Owners need to do to Qualify for Direct Profit**

All existing BOs will be required to make a purchase of 50eV by 31<sup>st</sup> August 2011 to qualify for Direct Profit. This is a one-time qualification requirement.

- If you have 3 profit centres, you will need to purchase a 50eV set under the main account, and this will qualify all 3 profit centres for Direct Profit.
- Existing BOs who want to upgrade their account from 1 to 3 profit centres or 3 to 7 profit centres, can do so in August 2011. Upgrade options are indicated in red in the table below.

**Table 3 : Qualification Requirements for Existing BOs to Upgrade**

Existing status	By 31/8/11 (Qualify for DP)	By 31/10/11	Branch Override	Direct Profit	BPI/EI	Profit center
Unlimited	50eV		✓	✓	U	3
Unlimited	200eV		✓	✓	U	7
3 BPI/EI	50eV		✓	✓	3	1
3 BPI/EI	200eV		✓	✓	U	3
1 BPI/EI	50eV		✓	✓	1	1
1 BPI/EI	50eV + 500eV		✓	✓	U	3
0 BPI/EI	50eV		✓	✓	-	1
0 BPI/EI	50eV + 500eV		✓	✓	U	3

#### **d) JUNE/JULY SPECIAL**

- BOs who join in the month of June and July, and fulfil the 1000eV requirement in June or July will:
  - enjoy the 1000eV at a discounted price
  - be automatically qualified for the Direct Profit, AND
  - be entitled to 7 Profit Centres effective 1st August 2011

**Table 4 : BOs who join in June and July and fulfil 1000eV by 31<sup>st</sup> July 2011**

<b>Status as of 31<sup>st</sup> July</b>	<b>August (DP qualification)</b>	<b>Branch Overrides</b>	<b>Direct Profit</b>	<b>BP/VEI</b>	<b>Profit Centres</b>
<b>1000eV</b>	<b>Auto qualify</b>	<b>✓</b>	<b>✓</b>	<b>Unlimited</b>	<b>7</b>

- BOs who achieve less than 1,000eV as at 31<sup>st</sup> July 2011, will be able to upgrade their qualifications via similar options given to existing BOs (please refer to 'Table 3 : Qualification Requirements for Existing BOs to Upgrade').

#### **e) Direct Profit awarded for Local Sales only**

- The Direct Profit will be awarded for sales made by your direct VIP Shoppers and BOs in the same country of your registration (overseas sales will not be taken into account).

#### **f) Monthly Qualification for Profit Payout including Direct Profit**

- You will need to achieve the minimum 15eV and QU requirements to qualify for profit payout every month, including Branch Overrides and Direct Profit.
- The eV and QU requirement applies to each profit centre under your account, but you will need to make the purchases via your main account only.  
Example: If you have 3 Profit Centres which each qualifies for over e\$1,000 profit, you will need to purchase a minimum of 45eV + 90 QUs under your main account to qualify for the profits from the 3 profit centres.
- If you fail to meet the monthly qualification, the DP and branch overrides will be passed up to your immediate upline BO.

#### **g) Restructuring downlines**

- BOs who join from 1 August 2011 onwards will not receive A and B profit centres upon registration. Instead, the additional profit centres (3 or 7), will only be given upon qualification.
- Existing BOs who purchase additional 200eV/500eV to upgrade to 3/7 profit centres, and new BOs who qualify for 3/7 profit centres will be given up to 6 months from the qualifying month to perform restructuring of their direct downlines.
- Restructuring can only be performed ONCE.
- The monthly placement of newly recruited BOs from 1<sup>st</sup> to 10<sup>th</sup> of the month will be as usual.

## **h) VIP Shoppers recruited directly under you**

- You can now recruit VIP Shoppers to join or renew their membership with either option below:

**Option 1:** Pay \$15 to join/renew VIP Shopper membership and subscribe for 1 year of product catalogues.

(They will receive a special joining/renewal discount of 30% for purchases of Category A,B,C products up to \$250 within 30 days from their joining/renewal date. eV will not be awarded.)

**Option 2 :** Purchase products (category A,B,C) \$30 or more at retail price in a single receipt, and receive FREE VIP Shopper membership and catalogue subscription for 1 year.

(eV will not be awarded.)

**Direct Profit (DP) on product price (net of GST) will be awarded to the introducer for purchases made under both options.**

- VIP Shoppers can now get Discount Points (DPs) up to 15% from monthly purchases (based on the net price excluding GST) made by their directly introduced VIP Shoppers.
- VIP Shoppers can use the Discount Points (DPs) to purchase products for FREE. (Please refer to corresponding VIP Shopper announcement for more details.)
- For Store Operators, the store sales handling charge will be calculated based on product Selling Price (net of GST). For example, a VIP Shopper uses 150 DPs + \$50 to purchase products worth \$200. The store sales handling charge will be calculated based on \$181.82 (\$200 minus GST).

If you have any questions, please contact your upline BO or send your inquiry to our Customer Service Department at [customerserviceau@ecosway.com](mailto:customerserviceau@ecosway.com).