

# MEMORANDUM

To : ☒ SALES ☐ CODY ☐ DSC ☐ HT  
Cc : All HOD **Announcer** : Sales Planning Department  
Date : 05 May 2020 **Doc. No** : SP - 2005- 320

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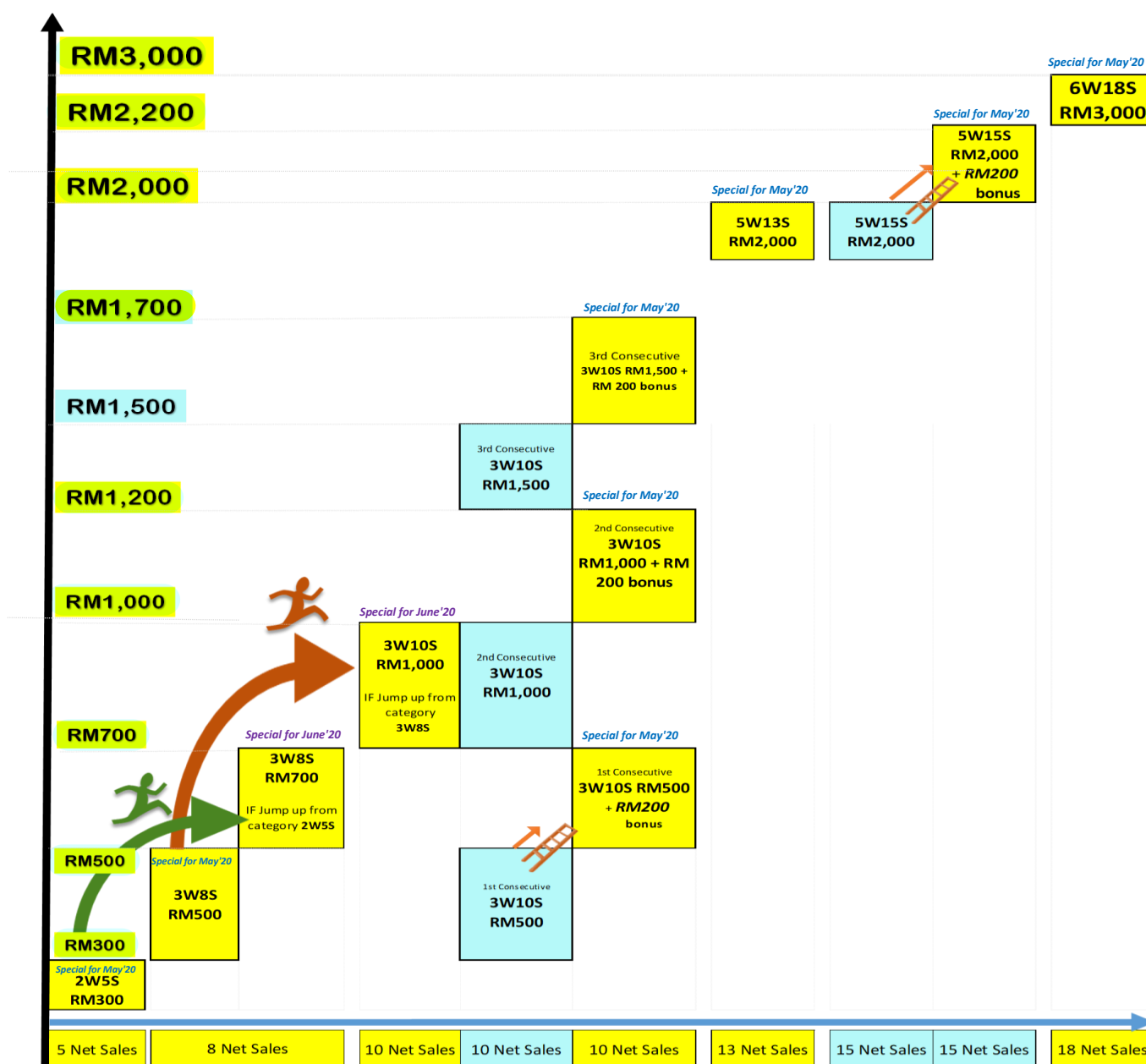
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## SPECIAL WS CATEGORIES ( May 2020 & June'20 )

Dear Sales Organisation,

We are pleased to announce the **Special WS Categories** for May 2020.

For Neo Pro HP :



**Terms & Conditions :**

1. HP **MUST** remain their status as Neo Pro or higher level in subsequent month.
2. Net Sales will be calculated based on Fresh Key Fresh Net basis **exclude** Manual Bidet (BA-12).
3. Mattress will **NOT** be included for **key-in** calculation.
4. Consecutive count will be included for May-2020 achiever onward **except** for 2W5S.
5. For Non-WS achievers ;  
5a : **GOOD NEWS !** For Non-WS achiever in the month of Mar'20 or Apr'20 , will resume count consecutive in May'20 onwards.
6. Apr'20 WS Achiever shall refer to previous memo. [Click here → Memo : Apr + May 2020 Special WS \(HP\)](#)
7. May-20 Key in count WS1 to W3 only. ([WS 1 : 27/4/2020 - 8/5/2020](#) ; [WS 2 : 9/5/2020 - 15/5/2020](#) ; [WS 3 : 16/5/2020 - 20/5/2020](#))
8. Jun-20 WS Key in refer to latest monthly schedule.
9. Subject to the decision of management and in accordance to MCO announcement by Malaysian government.



**EUGENE CHOO**

Chief Operating Officer (C.O.O)

**COWAY (MALAYSIA) SDN.BHD.**

## FAQ

- 1 **Not allow** for High Ranking achiever in April-20 (6W ,5W and 3W).
- 2 April-20 for 2W5S achiever are **not allow** to fight for 2W5S in May 2020.
- 3 Only applicable to non WS achiever in Mar-20 & Apr-20.