

MEMORANDUM

HAPPY • HEALTHY
coway

To : ☒ SORG ☐ CODY ☐ DSC
Cc : All HODS **Announc**: Sales Planning Department
Date : 19 July 2018 **Doc. No** : 0867

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2019 Half Yearly Incentive Trip

We are pleased to announce our 2019 Half Yearly Incentive Trip criteria are on the following:

DISCOVERED

FRANCE

NETHERLANDS

BELGIUM

DST INCENTIVE TRIP 2018

Competition Criteria

● HP Setting – Unlimited Seat!!!

Method	Fighting Period	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Grand Total
1	Net Unit to achieve	10	10	10	10	10	10	90
	Min. requirement	160,000 PV with 90 units						
2	180,000 PV							

* NEO Pro allow to achieve in any 5 months within the fighting period.

Limited Seat (by Net Sales Ranking)

● HM Level Criteria

Group	Target	Seat
A	> 120	6
B	> 80	5
C	≤ 80	4

● SM Level Criteria

Group	Target	Seat
A	> 700	3
B	> 500	3
C	≤ 500	2

● GM Level Criteria

Group	Target	Seat
A	> 2,000	3
B	≤ 2,000	1

Remarks:

Expansion (July onwards) son's sales will be included into mother's total sales for incentive trip.

● For new promoted manager during these fighting period will take the pre-promotion group net sales.

HP → HM	July	August	September	October
Title		Neo Pro	Pre-Promotion group sales	HM
Own Sales		20	15	Official with HM Code
Total Pre-Promotion Group Sales			50	HM - Group C
Trip Calculation	50	50	50	Base on Performance

HM → SM	July	August	September	October
Title	HM	HM	Pre-Promotion group sales	SM
HM group Sales	110	125	130	Official with SM Code
Pre-Promotion Group Sales			600	SM - Group B
Trip Calculation	600	600	600	Base on Performance

SM → GM	July	August	September	October
Title	SM	SM	Pre-promotion group sales	GM
SM group Sales	500	600	700	Official with GM Code
Pre-Promotion Group Sales			1,500	GM - Group B
Trip Calculation	1,500	1,500	1,500	Base on Performance

Terms & Conditions:

- 1 Sales Key In Period: 27th June 2018 advance Key in to December 2018 (Closing of Sales Submission)
- 2 Net Sales Period: July 2018 to December 2018 (Fresh Key In Fresh Net Sales)
- 3 Each qualifier is entitled to ONE (01) ticket only.
- 4 The trip qualification is applicable to NEO Pro HP only.
- 5 The updated monthly result will be based on the data of MONTHLY NET SALES CLOSING DATA & MONTHLY NEO PRO HP SURVIVOR LISTING.
- 6 The final qualifier name list shall be based on January 2018 MONTHLY NEO PRO HP SURVIVOR LISTING.
NOT including Jan-19 New join / Re-join Neo Pro.
- 7 Manual Bidet (BA-12), Prism (CJP-05), Water Softener (BB09-A) will not be included in Net Sales calculation.
- 8 The calculation of the Point Value (PV) will be based on Own Sales (HP Category)
- 9 The trip qualifiers (Neo Pro HP & Manager) are required to remain in the current position (except for higher level promotion) before the trip departure. Otherwise, the qualification will be forfeited.
- 10 For those who get promoted to higher level during the competition period, the competition criteria shall be referred to the new promoted level qualification criteria.
- 11 Mother group should remain Evaluation target which is, HM - 60 units, SM - 300 units, GM - 1,200 to entitled son's group net sales count.
- 12 For newly promoted manager during these fighting period will take the pre-promotion group net sales
- 13 The incentive trip is not allowed to be exchanged for cash or transferred to 3rd party.
- 14 The Management will implement disciplinary action on those who are non-qualifier as well as their involved organisations who join the incentive trip without permission.
- 15 If the final qualified results are the same, the Coway Management will decide the qualifier by giving priority to:
 - a. Total Accumulated PV.
 - b. Total Net Sales and Application Type: Outright > Instalment > Rental
- 16 The point of departure will be Kuala Lumpur only.
- 17 The qualifier shall prepare own valid passport to submit to the Management before departure.
- 18 Coway Malaysia reserves the right to change any terms and conditions without prior notice.

See you there!



Martin Lee
C.O.O.
COWAY (M) SDN. BHD.