MEMORANDUM

To : X SORG CODY DSC

Cc : All HODS Announci: Sales Planning Department

Date : 19 July 2018 **Doc. No** : 0867

Sharing on Public Sites or Social Media is Strictly Not Allowed

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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:



Competition Criteria

HP Setting – Unlimited Seat!!!

Method	Fighting Period	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Grand Total
0	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
Α	> 120	6
В	> 80	5
С	≤ 80	4

SM Level Criteria

Group	Target	Seat
Α	> 700	3
В	> 500	3
С	≤ 500	2

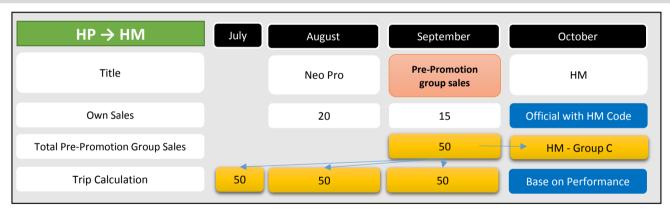
GM Level Criteria

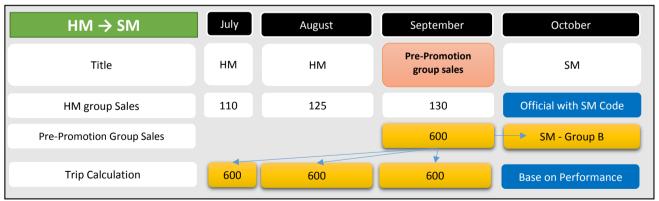
Group	Target	Seat
Α	> 2,000	3
В	≤ 2,000	1

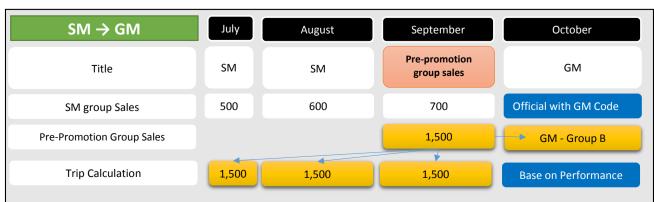
Remarks:

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.







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.



Martin Lee C.O.O.

COWAY (M) SDN. BHD.