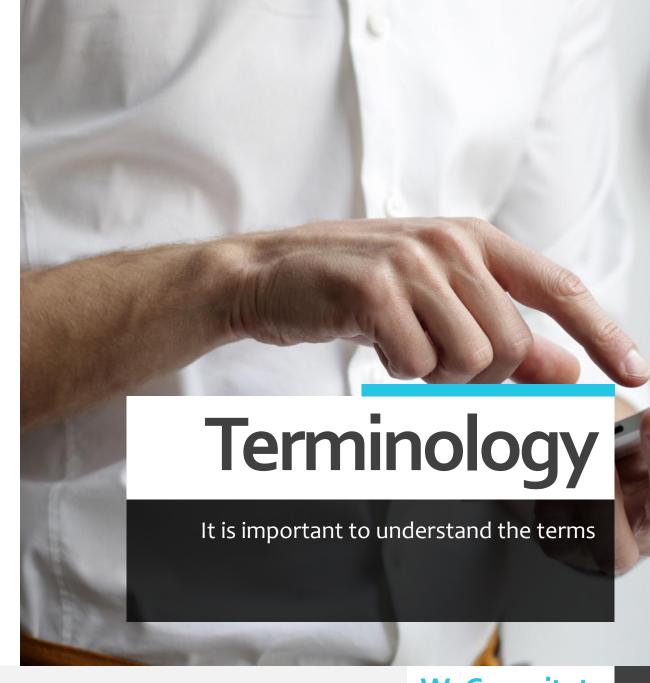


#### Important Abbreviations

- MRP: Maximum Retail Price
- **DP**: Distribution Price
- BV: Business Volume (for Cheque Calculation)
  - Average 50% of DP
- **PV**: Point Value (for Title Progression)
  - PV/BV ratio 1:27
- GBV: Group Business Volume
- GPV: Group Point Value
- **CGPV**: Cumulative Group Point Value
- PGPV: Personal Group Point Value excluding your team Directors GPV
- PGBV: Personal Group Business Volume excluding your team Director GBV
- Extra PV: 50 to 100% extra PV given by the company to help in Title progression ONLY
- RollUP: GPV of a Non-Qualified goes to the leader



# DP / BV Percentages for all categories

DP / BV %
60.00%
40.00%
35.00%
60.00%
60.00%
60.00%
55.00%
40.00% (Oil & Masala – 10-20%)
60.00%
50.00%
40.00%
60.00%
50.00%
20.00%
0.00%

#### **Extra PV**

What are the advantages and disadvantages?

#### For New Joinee

- Do a minimum PV of 50 and get 50% Extra
- Do a minimum PV of 100 and get 100% Extra
- Upto an Extra PV of 150 per consultant
- Within Stipulated Time

#### **For Old Consultants**

- Do a minimum PV of 50 and get 25% Extra
- Do a minimum PV of 100 and get 50% Extra
- Upto an Extra PV of 150 per consultant
- Within Stipulated Time

#### Extra PV

What are the advantages and disadvantages?

#### For New Joinee

#### With Extra PV

DP	PV	Extra	Total PV	BV	Cheque @ 16%
2700	50	50	100	1350	216
5400	100	100	200	2700	432
8100	150	150	300	4050	648
10800	200	150	350	5400	864

#### Without Extra PV

DP	PV	PV Extra PV		BV	Cheque @ 16%
2700	50	0	50	1350	216
5400	100	0	100	2700	432
8100	150	0	150	4050	648
10800	200	0	200	5400	864

#### **Extra PV**

What are the advantages and disadvantages?

#### **For Old Consultants**

#### With Extra PV

DP	PV	Extra	Total PV	BV	Cheque @ 16%
2700	50	25	75	1350	216
5400	100	50	150	2700	432
8100	150	75	225	4050	648
10800	200	100	300	5400	864

#### Without Extra PV

DP	PV	Extra	Total PV	BV	Cheque @ 16%
2700	50	0	50	1350	216
5400	100	0	100	2700	432
8100	150	0	150	4050	648
10800	200	0	200	5400	864

# **TEAM SIZE WITH EXTRA PV**

#### **New Joinee with Extra PV**

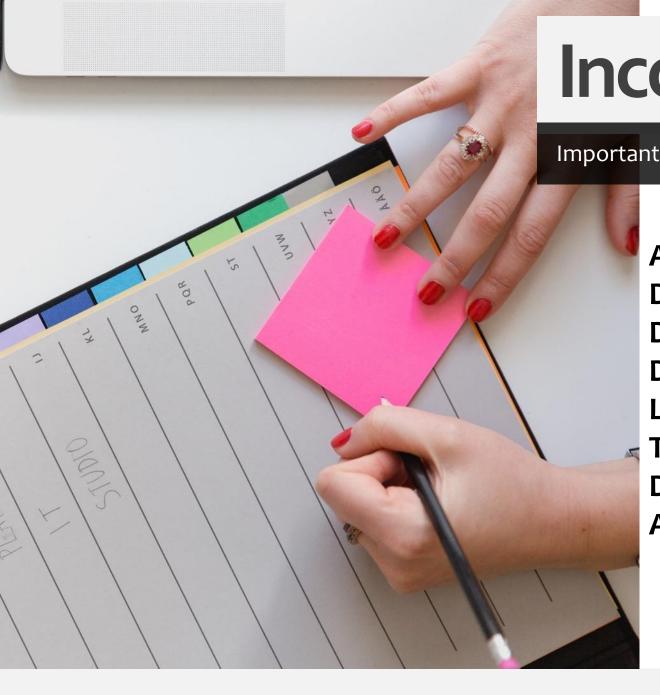
Pre GPV	PV	Extra	Total PV	Consultants	GPV
2700	100	100	200	6	1300
2700	50	25	75	17	1325

#### **Old Consultants with Extra PV**

Pre GPV	PV	Extra	Total PV	Consultants	GPV
2700	100	50	150	8	1300
2700	50	13	63	20	1300

#### No Extra PV

Pre GPV	PV	Extra	Total PV	Consultants	GPV
2700	100	0	100	12	1300
2700	50	0	50	24	1250



Income Terminology

Important as you grow in Modicare

ABB: Atoot Bandhan Bonus 2%

**DHF:** Dream House Fund 3%

**DVF**: Dream Vehicle Fund 5%

**DTF**: Dream Travel Fund 3%

**LPB:** Leadership Productivity Bonus **15**%

**TBB**: Team Builder Bonus 14%

**DB**: Director Bonus 4%

**APB:** Accumulative Performance Bonus

7% to 16%

LEGS	ABB	DHF	DVF	DTF	LPB	TBB	DB	APB	APB	APB	APB	APB
	2%	3%	5%	3%	15%	14%	<b>4</b> %	16%	15%	13%	10%	<b>7</b> %
14	YES	YES	YES	YES	YES	YES		YES				
11	YES	YES	YES	YES	YES	YES		YES				
8	YES	YES	YES	YES	YES	YES		YES				
6		YES	YES	YES	YES	YES		YES				
4			YES	YES	YES	YES		YES				
3			YES	YES	YES	YES		YES				
2				YES	YES	YES		YES				
1				YES	YES	YES		YES				
							YES	YES				
									YES			
	Hov	w voi	ıget	VOLII	r con	nmiss	sion			YES		
	1101	now you get your commission									YES	
												YES
	14 11 8 6 4 3	2% 14 YES 11 YES 8 YES 6 4 3 2 1	2% 3%  14 YES YES  11 YES YES  8 YES YES  6 YES  4 3  2 1	2%       3%       5%         14       YES       YES         11       YES       YES         8       YES       YES         6       YES       YES         3       YES         2       1         1       1	2%         3%         5%         3%           14         YES         YES         YES           11         YES         YES         YES           8         YES         YES         YES           6         YES         YES         YES           3         YES         YES         YES           2         YES         YES         YES           1         YES         YES	2%         3%         5%         3%         15%           14         YES         YES         YES         YES           11         YES         YES         YES         YES           8         YES         YES         YES         YES           6         YES         YES         YES         YES           4         YES         YES         YES         YES           2         YES         YES         YES         YES           1         YES         YES         YES	2%         3%         5%         3%         15%         14%           14         YES         YES         YES         YES         YES         YES           11         YES         YES	2%         3%         5%         3%         15%         14%         4%           14         YES         YES         YES         YES         YES         YES           11         YES         YES         YES         YES         YES         YES           8         YES         YES         YES         YES         YES         YES           6         YES         YES         YES         YES         YES         YES           4         YES         YES         YES         YES         YES         YES           3         YES         YES         YES         YES         YES         YES           1         YES         YES         YES         YES         YES         YES	2%         3%         5%         3%         15%         14%         4%         16%           14         YES         YES	2%         3%         5%         3%         15%         14%         4%         16%         15%           14         YES         YES         YES         YES         YES         YES           11         YES         YES         YES         YES         YES         YES           8         YES         YES         YES         YES         YES         YES           6         YES         YES         YES         YES         YES         YES           4         YES         YES         YES         YES         YES         YES           3         YES         YES         YES         YES         YES         YES           2         YES         YES         YES         YES         YES         YES           1         YES         YES         YES         YES         YES         YES	2%         3%         5%         3%         15%         14%         4%         16%         15%         13%           14         YES         YES	2% 3% 5% 3% 15% 14% 4% 16% 15% 13% 10%

# **How you Qualify**

TITLE	LEGS	QUALIFY PV	PGPV	MIN GPV	MAX GPV
GLOBAL BLACK DIAMOND (GBD)	14	26	(1250)		
ROYAL BLACK DIAMOND (RBD)	11	26	(1250)		
CROWN DIAMOND DIRECTOR (CDD)	8	26	(1250)		
PRESIDENTIAL DIRECTOR (PRD)	6	26	(1250)		
PLATINUM DIRECTOR (PLD)	4	26	300 (1250)		
SENIOR EXECUTIVE DIRECTOR (SED)	3	26	600 (1250)		
EXECUTIVE DIRECTOR (ED)	2	26	900 (1250)		
SENIOR DIRECTOR (SD)	1	26	1100 (1250)		
DIRECTOR (D)		26	1250	4001+	
SUPERVISOR (S)		13	(1250)	2701	4000
DEPUTY SUPERVISOR (DS)		13	(1250)	1201	2700
SENIOR CONSULTANT (SC)		13	(1250)	301	1200
CONSULTANT ©		13	(1250)	1 We	300 Capacitate



# Benefits on every purchase

What you earn when you grow your business

#### Free Gifts

#### Every bill you get 10% free gifts

- DP 1000 you get DP 100+
- DP 2000 you get DP 200+
- DP 3000 you get DP 300+
- DP 5000 you get DP 500+

The products you get are for daily use

# Loyalty 25%

MONTH	SHOPPING (BETWEEN 1st to 15th of each month)
CONSECUTIVE FIRST 6 MONTHS	100 PV*
FREE GIFT ON 7TH MONTH	RS. 5000 DP PRICE
CONSECUTIVE NEXT 6 MONTHS	100 PV*
FREE GIFT ON 13TH MONTH	RS. 5000 + RS. 5000 DP PRICE

<sup>\* 100</sup> PV = Rs. 5400 DP

What you earn when you grow your business

#### Savings on Consumption 15% to 20%

- You save on MRP which is paid in the market
- You always buy Modicare products at DP price



#### Retail Profit 15% to 20%

- You can always sell at MRP, the products which you purchased from Modicare at DP price to
  - Friends
  - Relatives
  - Neighbors
  - References

What you earn when you grow your business





MINIMUM PV TO QUALIFY	MIN PV Range	MAX PV Range	APB % of BV	INCREASE	TITLE
13	1	300	7.00%	300	CONSULTANT
13	301	1200	`10.00%	900	SENIOR CONSULTANT
13	1201	2700	13.00%	1500	DEPUTY Supervisor
13	2701	4000	15.00%	1300	SUPERVISOR
26	400	1++	16.00%	1250	DIRECTOR

# Ч

#### **Director Bonus 4% of pool**

- You achieve 4000 PV
- You Qualify with 1250 GPV in first month
- Subsequent month also maintain 1250 GPV
- Fast Start Director 3200 PV in a single month before hitting 16%

<sup>\*</sup> Accumulated Performance Bonus - Cheque directly deposited in your bank account.

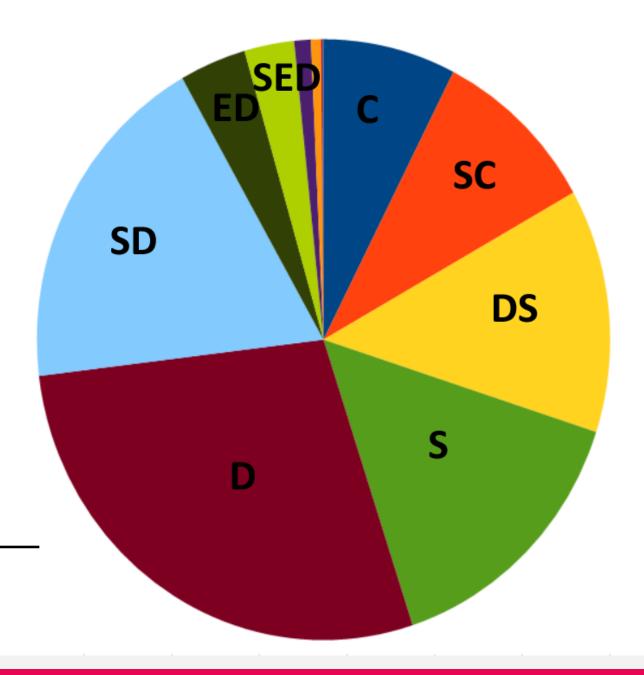
<sup>%</sup> of BV + Level difference APB% of your team's BV

<sup>\*\*</sup> Fast Start 10%: When a consultant does 240PV in a single month before achieving 10% level, he/she will be considered Fast Start 10% and will be given bonus accordingly. Eligible for Rs. 750 products

#### **MODICARE POOL**

- Consultant
- Senior Consultant
- Deputy Supervisor
- Supervisor
- Director
- Senior Director
- **■** Executive Director
- Senior Executive Director
- Platinum Director
- Presidential Director
- Crown Diamond Director
- Royal Black Diamond Director
- Global Black Diamond Director

PV of all Directors x 27
Total PV of Modicare



What you earn when you grow your business



# Team Builder Bonus 14% of pool SENIOR DIRECTOR AND ABOVE ONLY

- Personal PV at least 26 DP 3000
- Qualify as a Senior Director with 1100 PGPV
- One Director under you with 1250 GPV

# 6

# **SENIOR DIRECTOR AND ABOVE ONLY**

- Personal PV at least 26 DP 3000
- Qualify as a Senior Director with 1100 PGPV
- One Director under you with 1250 GPV

What you earn when you grow your business

7

# Dream Vehicle Bonus 5% of pool SENIOR EXECUTIVE DIRECTOR AND ABOVE ONLY 3 QUALIFIED DIRECTOR LEGS

- Personal PV at least 26 DP 3000
- Qualify as a Senior Executive Director with 900 PGPV
- Three Qualified Directors under you with 1250 GPV
- After 3 months of consecutive qualifications
- Maximum 100,000 per month



# PRESIDENTIAL DIRECTOR AND ABOVE ONLY 6 QUALIFIED DIRECTOR LEGS

- Personal PV at least 26 DP 3000
- Qualify as a Presidential Director no GPV required
- Six Qualified Directors under you with 1250 GPV
- After 3 months of consecutive qualifications
- Maximum 120,000 per month

What you earn when you grow your business



# Atoot Bandhan Bonus 2% of pool CROWN DIAMOND DIRECTOR AND ABOVE ONLY 8 QUALIFIED DIRECTOR LEGS

- Personal PV at least 26 DP 3000
- Qualify as a Crown Diamond Director
- Eight Qualified Directors under you with 1250 GPV
- Same title as downline only 3 depths
- Lower title than downline on ABB
- Maximum 21,00,000 per month



# SENIOR DIRECTOR AND ABOVE ONLY 1 QUALIFIED DIRECTOR LEG

- Personal PV at least 26 DP 3000
- Qualify as a Senior Director 1100 GPV
- One Qualified Senior Director with 3600 PGPV
- Same title as downline only 3 depths
- Lower title than downline, no LPB
- No limit

# **DIRECTOR BONUS 4%**

Status	Qualified Director Bonus points in %					
	PPV	PGPV	You			
DIRECTOR PPV>26, PGPV > 1200	26	1250	6			

# TRAVEL BONUS 3% PAID ON TBB EARNED

Status		Qualified Director Generation in %								
Jidius	You	1	2	3	4	5				
SENIOR DIRECTOR (SD)	6	5	4							
EXECUTIVE DIRECTOR (ED)	6	5	4	3						
SENIOR EXECUTIVE DIRECTOR (SED)	6	5	4	3	2					
PLATINUM DIRECTOR (PLD)	6	5	4	3	2	1				
PRESIDENTIAL DIRECTOR (PRD)	6	5	4	3	2	1				
CROWN DIAMOND DIRECTOR (CDD)	6	5	4	3	2	1				
ROYAL BLACK DIAMOND DIRECTOR (RBDD)	6	5	4	3	2	1				
GLOBAL BLACK DIAMOND DIRECTOR (GBDD)	6	5	4	3	2	1,,,,				

# **TEAM BUILDER BONUS 14%**

		Qualified Director Generation in %								
Status	You	1	2	3	4	5	6	7	8	9
SENIOR DIRECTOR	6	5	4							
EXECUTIVE DIRECTOR	6	5	4	3						
SENIOR EXECUTIVE DIRECTOR	6	5	4	3	2					
PLATINUM DIRECTOR	6	5	4	3	2	1				
PRESIDENTIAL DIRECTOR	6	5	4	3	2	1	0.5			
CROWN DIAMOND DIRECTOR	6	5	4	3	2	1	0.5	0.5		
ROYAL BLACK DIAMOND DIRECTOR	6	5	4	3	2	1	0.5	0.5	0.5	
GLOBAL BLACK DIAMOND DIRECTOR	6	5	4	3	2	1	0.5	0.5	0.5	0.5

# **LEADERSHIP PRODUCTIVITY BONUS 15%**

	NIIAI IEIED	QUALIFIED QUALIFYING CRITERIA	GENERATION PAID IN %								
STATUS			You	SD	ED	SED	PLD	PRD	CDD	RBD	GBDD
SENIOR DIRECTOR	1	GPV 3600	5	5							
EXECUTIVE DIRECTOR	2	GPV 3600	5	5	5						
SENIOR EXECUTIVE DIRECTOR	3	GPV 3600	5	5	5	5					
PLATINUM DIRECTOR	4	GPV 3600	5	5	5	5	4				
PRESIDENTIAL DIRECTOR	6	GPV 3600	5	5	5	5	4	3			
CROWN DIAMOND DIRECTOR	8	GPV 3600	5	5	5	5	4	3	2		
ROYAL BLACK DIAMOND DIRECTOR	11	GPV 3600	5	5	5	5	4	3	2	1	
GLOBAL BLACK DIAMOND DIRECTOR	≥ 14	GPV 3600	5	5	5	5	4	3	2	1	0.5

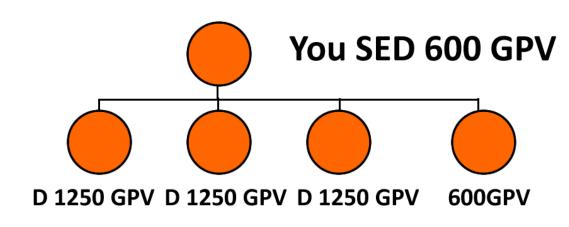


#### **Income Growth**

How the income grows, when you qualify your title

TITLE	MINIMUM INCOME
GLOBAL BLACK DIAMOND	500,000
ROYAL BLACK DIAMOND	300,000
CROWN DIAMOND DIRECTOR	200,000
PRESIDENTIAL DIRECTOR	100,000
PLATINUM DIRECTOR	50,000
SENIOR EXECUTIVE DIRECTOR	30,000
<b>EXECUTIVE DIRECTOR</b>	10,000
SENIOR DIRECTOR	4,000
DIRECTOR	2,000
SUPERVISOR	1,000
DEPUTY SUPERVISOR	500
SENIOR CONSULTANT	200
CONSULTANT	100

## 1. FOCUS ON ONLY TITLE



# YOUR INCOME

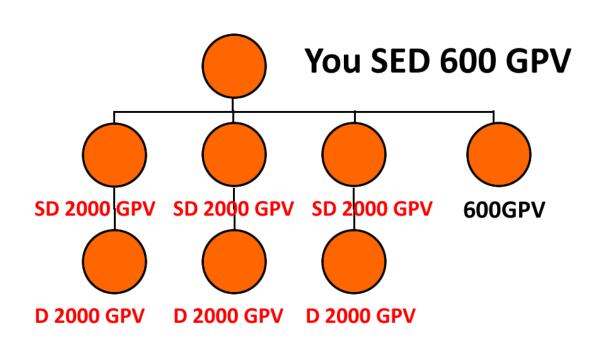
**TBB: 4100** 

**DTB: 1000** 

**DVB: 2200** 

**Total 7300 + APB** 

## 2. WITH DEAPTH IN SED



# YOUR INCOME

**TBB: 12000** 

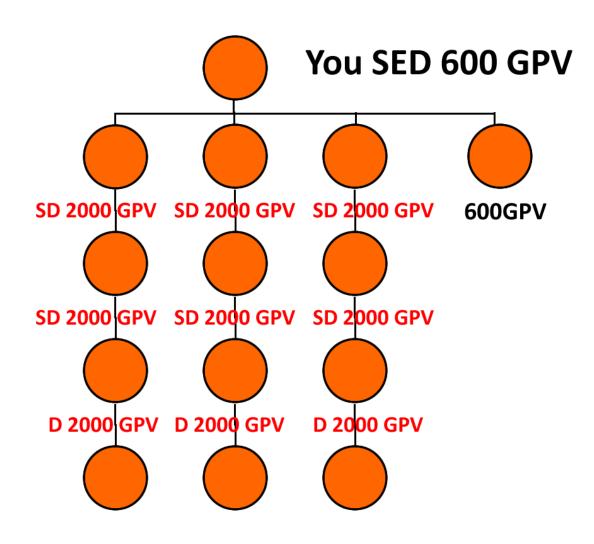
LPB: 33000

**DTB: 3000** 

**DVB: 6500** 

Total 54500 + APB

## 3. WITH MORE DEAPTH IN SED



# YOUR INCOME

TBB: 17600

LPB: 88000

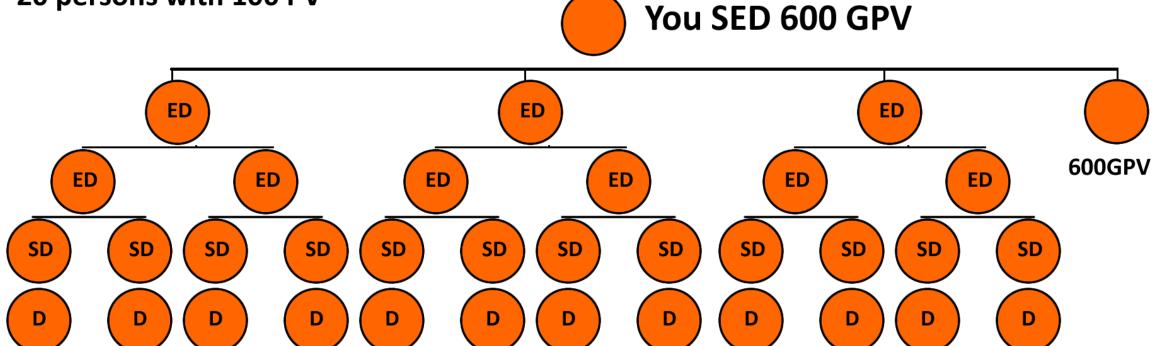
DTB: 4400

**DVB: 9300** 

Total 1,19,300 + APB

## 4. WITH BETTER DEAPTH AND STRONG GENERATION AND MORE PGPV

Every one have PGPV of 2000 20 persons with 100 PV



YOUR INCOME

TBB: 38500

LPB: 166000

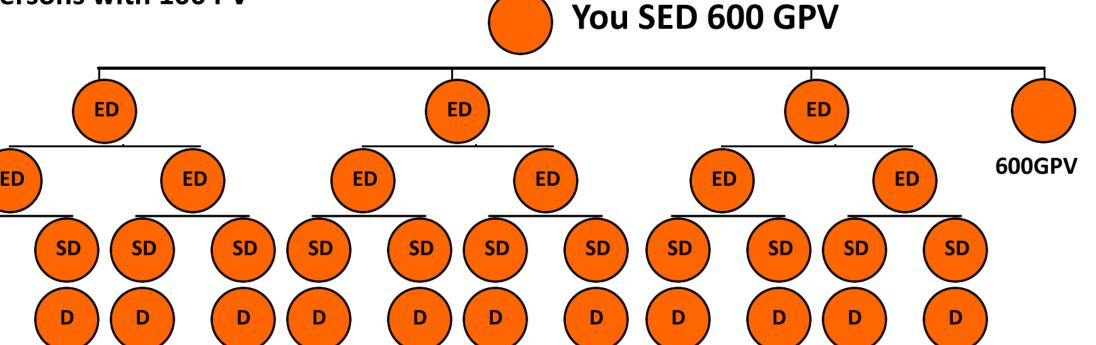
DTB: 9500

**DVB: 20500** 

Total 2,34,500 + APB

## 5. WITH BETTER DEAPTH AND STRONG GENERATION AND MORE PGPV

Every one have PGPV of 5000 20 persons with 100 PV



YOUR INCOME

SD

TBB: 96400

LPB: 388800

**DTB: 24100** 

**DVB: 51000** 

Total 5,60,300 + APB

