



Introducing..
LOYALTY in
NEW AVATAR!



EASIEST

Purchase of Just DP Rs 1800 Per Month

FASTEST

Rewards In Just 2 Months

MOST REWARDING

Now 120% Higher Rewards
(For 6 months Loyalty)

GET
120%
REWARD

of your average
6 months of billing
& with faster rewarding
option of
2 months or 4 months





Easy Rules:

+ WHAT SHOULD I DO

Purchase **ANY PRODUCT** of your **CHOICE** for **DP Rs. 1800/- and above**, every month within the **LOYALTY PERIOD** & Qualify for the

**REWARDS up to
Rs. 6000*!**

Loyalty Billing Value	Qualify	%Considered
Less than Rs. 1800	No	0
More than Rs. 1800 & Less than Rs 2500	Yes	80
More than Rs 2500	Yes	100



FASTER & BIGGER REWARDS

Loyalty Month	Loyalty Reward	Loyalty Coupon Maximum CAP
6 Months	120% of Average	Rs.6000
4 Months	60% of Average	Rs.3000
2 Months	20% of Average	Rs.1000





RULE

Loyalty Billing Value	Qualify	%Considered
Less than Rs 1800	No	0
More than Rs 1800 & Less than 2500	Yes	80
More than Rs 2500	Yes	100

REWARD



Loyalty Month	Loyalty Reward	Loyalty Coupon Maximum CAP
6 Months	120% of Average	Rs. 6000
4 Months	60% of Average	Rs.3000
2 Months	20% of Average	Rs.1000

Loyalty Express Replaces Loyalty Plus Program (12 Months)

For those already in Race for
12 months

More Details in subsequent Slides



EASIEST | FASTEST | MOST REWARDING

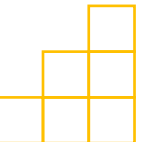


+ EXAMPLE 1 : Understanding 120% Reward for 6 months Loyalty

Month	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Avg
Billing in Loyalty Period	3000	4000	2500	3000	3000	2500	
Value %age	100%	100%	100%	100%	100%	100%	
Counted in Loyalty	3000	4000	2500	3000	3000	2500	3000

The consultant **started** the loyalty in **Jun-21** and **completed** his/her 6-month loyalty in **Nov-21**, with an average loyalty value of **Rs. 3000**.

His/her loyalty reward would be **120%** of Rs 3000, ie. **Rs.3600**.

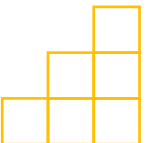


+ EXAMPLE 2 : Understanding 80% Value for billing below Rs 2500 in any month

Month	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Avg
Billing in Loyalty Period	1800	3000	2200	3000	3000	2000	
Value %age	80%	100%	80%	100%	100%	80%	
Counted in Loyalty	1440	3000	1760	3000	3000	1600	2300

The consultant **started** the loyalty in **Jul-21** and in months, where he did loyalty billing of equal or higher than Rs 1800, but less than Rs 2500, 80% of the value is considered, accordingly his average comes to Rs 2300.

His/her loyalty reward would be **120%** of Rs 2300, ie. Rs. **2760**.



+ EXAMPLE 3 : Understanding 4 months Loyalty



Month	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Average
Billing in Loyalty Period	2500	3000	2000	3000	1400	2500	
Value % age	100%	100%	80%	100%	0%	100%	
Counted in Loyalty	2500	3000	1600	3000	0	2500	2525

The consultant is not qualified for 6-month loyalty, as he missed to complete his minimum required billing of Rs 1800 in Oct-21. However, he will be considered qualified for 4-month loyalty, his average of 4-month being 2525.

His/her loyalty reward would be **60%** of Rs. 2525 ie.,Rs. 1515.

Also, he/she has restarted his loyalty in Nov-21.

+ EXAMPLE 4 : Understanding



2 months Loyalty & CAP- Loyalty Coupon

Month	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Average
Billing in Loyalty Period	0	7000	5000	0	3000	2500	
Value %age	0%	100%	100%	0%	100%	100%	
Counted in Loyalty	0	7000	5000	0	3000	2500	6000

The consultant started the loyalty in Jul-21 and is qualified for 2-month loyalty as he/she missed to complete his minimum required billing of Rs 1800 in Sep-21.

His/her average of 2 month is 6000 & loyalty reward would be **20%** of Rs. 6000 ie., Rs.1200 but he/she will get Rs 1000, as this is the CAP for 2-month loyalty.

Also, he/she has restarted his loyalty in Oct-21.



I am already in RACE!

For all who have started Loyalty in May 2021 or before

(Who have at least done 1 month of qualification in May-21)

Rules:

1. All consultants, who have qualified for atleast one month of loyalty in May 2021, will only be eligible for 4-month or 6-month Loyalty. They will not have the option of participating in 2-month loyalty.
2. All consultants, who have completed their 7th month or more of the 12-month loyalty in May 2021, will only be eligible for the 4 or 6 months Loyalty
3. Loyalty billing should be minimum Rs 1800 every month within the loyalty period. If in any month,
 - a. If the billing is less than Rs 1800, the consultant will not qualify for that month
 - b. If the billing is Rs 1800 or more, but less than Rs 2500, 80% of the value will be considered for loyalty for that month
 - c. If the billing is Rs 2500 or more, 100% of the value will be considered for loyalty for that month.

FOR MORE CLARIFICATIONS



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Loyalty	2 month Loyalty	O R	4 month Loyalty	O R	6 month Loyalty	+	12 month loyalty
Reward	20% of the average		60% of the average		120% of the average		100% of the average
Loyalty months done in May '21	Optional		Optional		Optional		Discontinued
0	✓		✓		✓		x
1	x		✓		✓		x
2	x		✓		✓		x
3	x		✓		✓		x
4	x		x		✓		x
5	x		x		✓		x
6	✓		✓		✓		x
7	x		✓		✓		✓
8	x		✓		✓		✓
9	x		✓		✓		✓
10	x		x		✓		✓
11	x		x		✓		✓
12	✓		✓		✓		x

Unbelievable, but True!!



Yes, Now lets go and break all records !!



1. If I do a purchase of DP Rs 1500 will I be considered in loyalty in June ?

Ans: NO. I have to purchase minimum of DP Rs 1800 for loyalty ,from June 2021.

2. How much percentage is considered if I do less than DP Rs 1800 ?

Ans: I will be disqualified for that month. Minimum purchase has to be DP Rs 1800 .

3. How much percentage is considered if I do more than DP Rs 1800 & less than 2500 ?

Ans: 80%

4. How much percentage is considered if I do more than DP RS 2500 ?

Ans: 100%





5. What is the reward , If I do 2 months loyalty, 4 months loyalty and 6 months loyalty ?

Ans: Reward for 2 months is 20% of Average, Reward for 4 months is 60% of Average & Reward for 6 months is 120% of Average.

6. Is there any CAPPING for loyalty reward coupon ?

Ans: YES. Capping for 2 months is 1000, 4 months is 3000 and 6 months is 6000.

7. Can I continue for the LOYALTY PLUS program ?

Ans: NO. Loyalty Plus program is discontinued from June 2021 onwards. However If May 2021 was my 7th month or above I still have a final chance to get Loyalty Plus Program.

8. If May 2021 was my 1st month of loyalty, can I take the 2 month loyalty in June 2021 ?

Ans: NO. I have to go for 4 months or 6 months. For more clarity refer the chart.

