

Starting March 2022



BENEFITS OVERLOADED

1.Easier Growth Path for New Consultants



- ✓ Improved and Better Performance Bonus



- ✓ Uniform and Improved Differential Incomes

2. Rewards Beginners for Basic Behaviors



✓ Self Use



✓ Sponsoring and Activation

3.Rewards for Building Teams



✓ Share in More Pools



✓ Improved Income at Director Levels

4.Rewards for Growth



- ✓ Progression to Higher Titles is More Rewarding



- ✓ Additional Income at Builder Levels (**SD to Platinum**)



- ✓ More In- hand and Disposable Income

5. Rewards for Building Volumes



- ✓ Creating New Leadership Leg is More Rewarding



- ✓ Drives Builders to Focus on Leg Volumes

6.Sustained Results

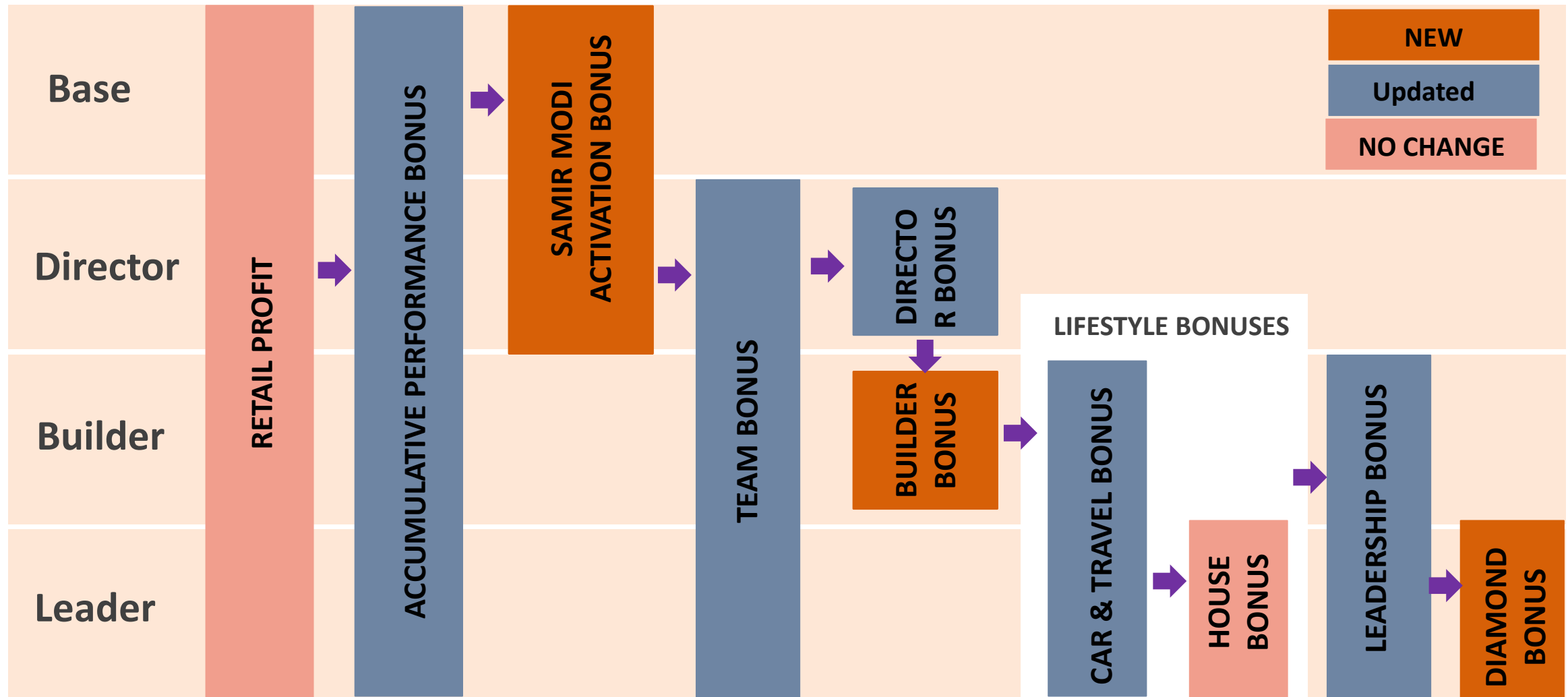


- ✓ More Income and Stability at Base and Builder Levels



- ✓ Infinite Growth Opportunities

10 Areas of Lifelong Income



No changes

1. Retail Profit Upto 20%

- ✓ No Change
- ✓ Upto 20% Markup on DP



Change in PPV PV : BV Ratio

PPV Requirement Changed in Sync with Repurchase & Loyalty

- **PPV For Upto 16% (Upto NQD)**
 - *Increase From 13 To 25 PV*
- **PPV For Directors And Above**
 - *Increase from 26 to 50/100 PV*

PV:BV Ratio Change

- Increase From 1:27 To 1:28



13 to 25 PV



26 to 50/100 PV



1:27 to 1:28

2. Accumulative Performance Bonus

1. Easier Differential Income for New Joinees
2. Power of Accumulation with better symmetry
3. Increased differential at Director level

Now

Title	% Lvl	AGPV Range
Consultant	7%	1 to 300
Senior Consultant	10%	301 to 1200
Assistant Supervisor	13%	1201 to 2700
Supervisor	15%	2701 to 4000
Director	16%	>= 4001

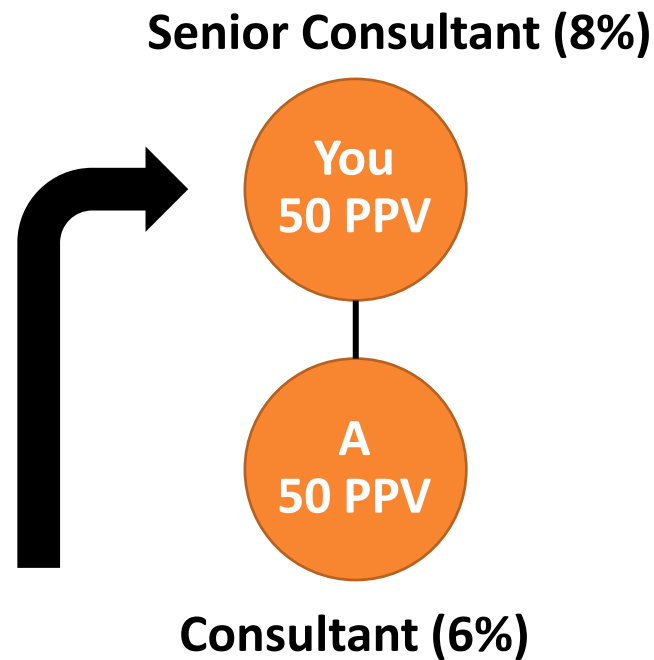
New

Title	% Lvl	AGPV Range
Consultant	6%	1 to <100
Senior Consultant	8%	100 to < 300
Assistant Supervisor	10%	300 to < 1000
Supervisor	12%	1000 to < 2000
Senior Supervisor	14%	2000 to <4000
Director	16%	>= 4000

Accumulative Performance Bonus (6% - 16 %)

NOW

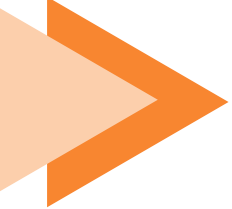
7% on PPV Only



NEW

- You earns 8% on PPV
- 2% differential from A

FAST START PROGRAMS

 **Become Fast Start Assistant Supervisor (10%) by doing 240 GPV in a single month before reaching the level of Assistant Supervisor (10%)***

- Get pre-defined Modicare products worth approx. Rs. 750/- at Rs. 1/- each

 **Help 3 Frontline Consultants to qualify at Fast Start 10%**

- Get Pre-Selected Products worth DP Rs. 950/- or above

 **Become Fast Start Director (16%) by doing 3200 GPV in a single month before reaching the level of Director (16%)***

*** These are special programs, announced from time to time and subject to change.**

Two most important Behaviors



1. Sponsoring



2. Activation

How about if consultants at Base Level are handsomely awarded for these two behaviors?

NEW

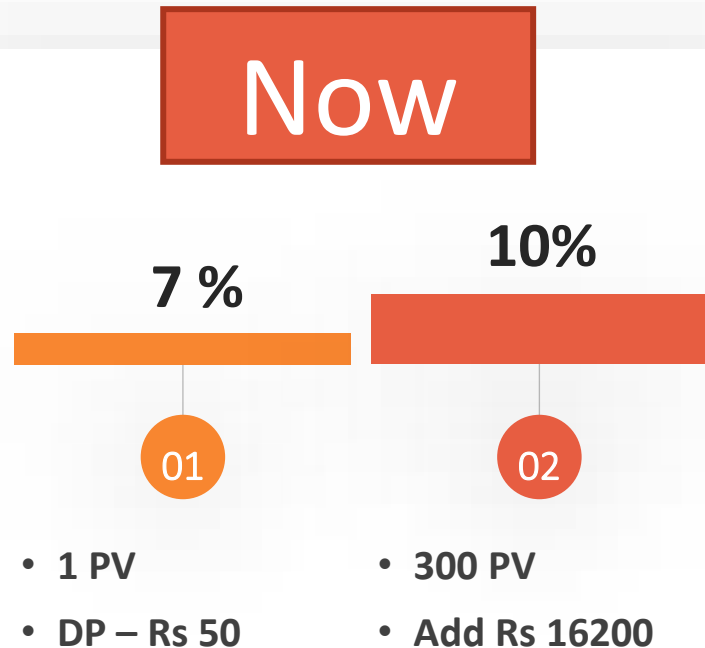
3. Samir Modi Activation Bonus



- ✓ **Promotes the Golden Behavior of Sponsoring and Activation**
 - Drives New Joinee Numbers and Participation
- ✓ **1% BV POOL**
- ✓ **Eligibility –**
 - Consultants to PAT Directors
- ✓ **Qualification –**
 - Do PPV ≥ 50 and Sponsor atleast one New Joinee with PPV ≥ 50

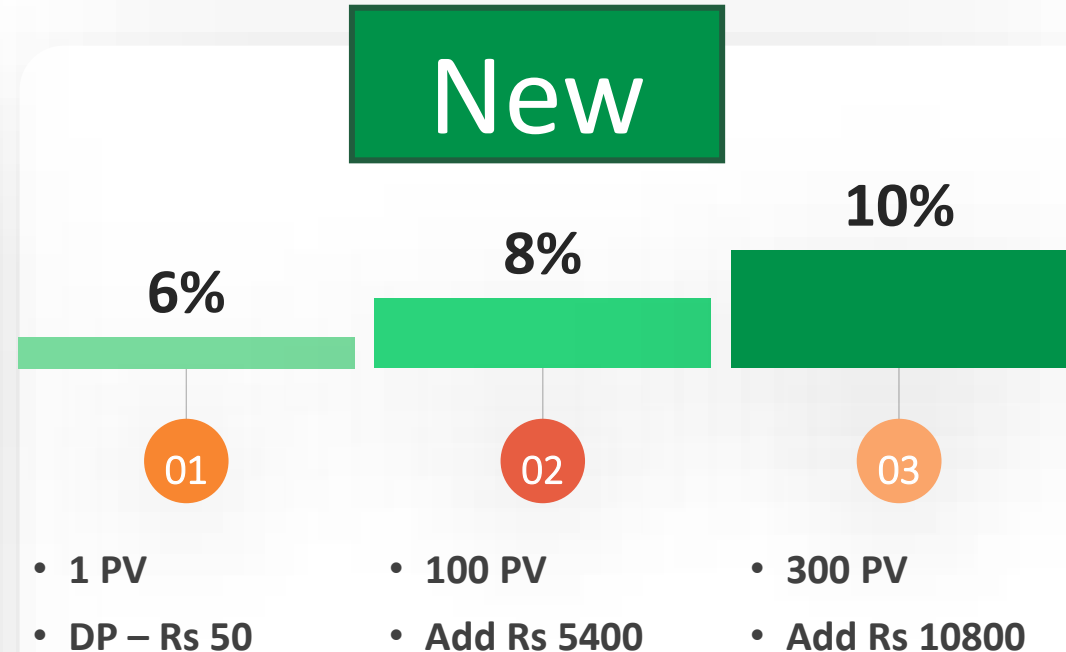


New Joinee Progression



Why to do?

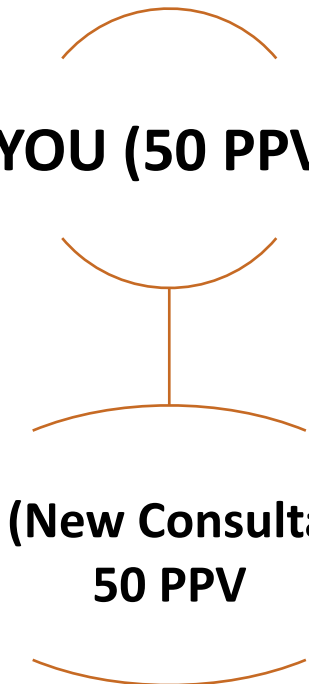
How to do?



- Next Slab is easier to achieve
- Do Self 50 PV and Sponsor One with 50PV
Samir Modi Activation Bonus

How to qualify

- Do PPV ≥ 50
- Sponsor one new Consultant with PPV ≥ 50
- Get a share in company's 1% Monthly BV Pool



YOU (50 PPV)

A (New Consultant)
50 PPV

$$\text{SMSB} = \frac{1\% \text{ of Company's Monthly BV}}{\text{Total Number of SMSB Qualifiers}}$$

New Joinee Income

New Joinee "A"
50 PV (Rs 3000/-)

New Joinee "B"
50 PV (Rs. 3000/-)

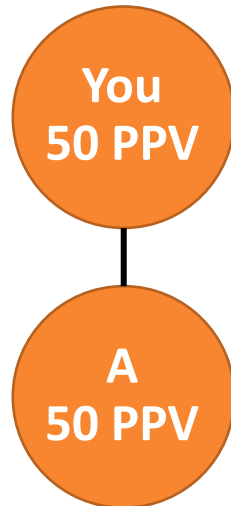
	NOW	NEW
NJ "A"	<p>APB : Rs. 95/-</p> <p>Plus Repurchase and Loyalty Benefit</p>	<p>APB : Rs. 140/-</p> <p>SMAB : upto Rs. 500/-</p> <p>Total : upto Rs. 640/-</p> <p>Plus Repurchase and Loyalty Benefit</p>

**6.5
Times**

Progression to Assistant Supervisor

STEP 1

AGPV: 100
Senior Consultant (8%)

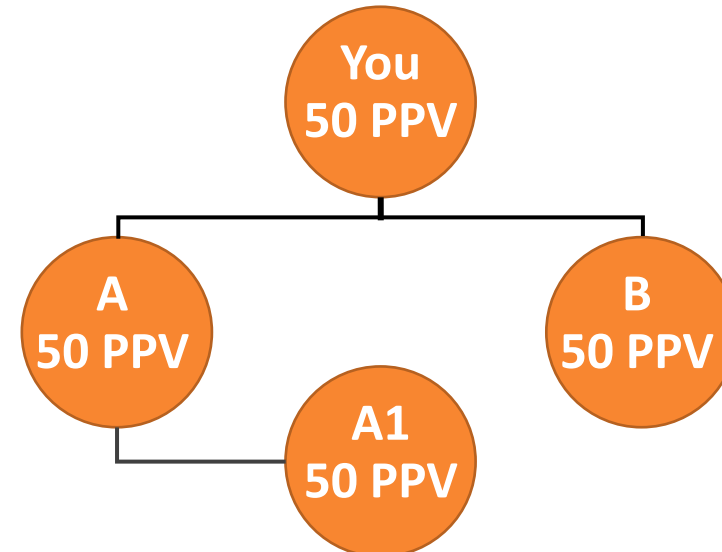


New Sponsoring



STEP 2

AGPV: 300
Assistant Supervisor (10%)



New Sponsoring

New Sponsoring

Progression Table



	Paid As Title	Minimum Qualifying Criteria		
		PPV	PAT Director and above Legs	PGPV
	Director (QD)	50	NA	1250
Builders	Senior Director (SD)	50	1	1100
	Executive Director (ED)	50	2	900
	Senior Executive Director (SED)	50	3	600
	Platinum Director (PD)	50	4	300
	Diamond Director (DD)	100	6	NA
Leaders	Crown Diamond Director (CDD)	100	8	NA
	Royal Black Diamond Director (RBD)	100	11	NA
	Global Black Diamond Director (GBD)	100	14	NA

Presidential Director renamed as **Diamond Director**

PPV requirement changed as per table for **Builders and Leaders**

Team Bonus Table

(For calculation of Team Bonus, Director Bonus, Builder Bonus and Lifestyle Bonuses)

Paid As Title	Qualified director generation in %									
	YOU	1	2	3	4	5	6	7	8	9
Director	6									
Senior Director (SD)	6	5	4							
Executive Director (ED)	6	5	4	3						
Senior Executive Director (SED)	6	5	4	3	2					
Platinum Director (PD)	6	5	4	3	2	1				
Diamond Director (DD)	6	5	4	3	2	1	0.5			
Crown Diamond Director (CDD)	6	5	4	3	2	1	0.5	0.5		
Royal Black Diamond Director (RBD)	6	5	4	3	2	1	0.5	0.5	0.5	
Global Black Diamond Director (GBD)	6	5	4	3	2	1	0.5	0.5	0.5	0.5

4. TEAM Bonus



✓ **Team Builder Bonus renamed as Team Bonus**

✓ **Increased from 14% to 15% BV POOL**

✓ **Eligibility**

- PAT Directors to PAT GBD
- PAT Qualified Directors added



Paid on Team Bonus Points

$$\text{Team Bonus Point Value} = \frac{\text{15\% of total Medicare BV}}{\text{Total TB Points earned by all TB qualifiers in a month}}$$

To calculate Team Bonus, Team Bonus Points are multiplied by Team Bonus Point Value



5. Director Bonus

- ✓ **2% BV POOL**
- ✓ **Eligibility**
 - No Change (Paid to all PAT Directors)
- ✓ **Paid on Team Bonus Points**

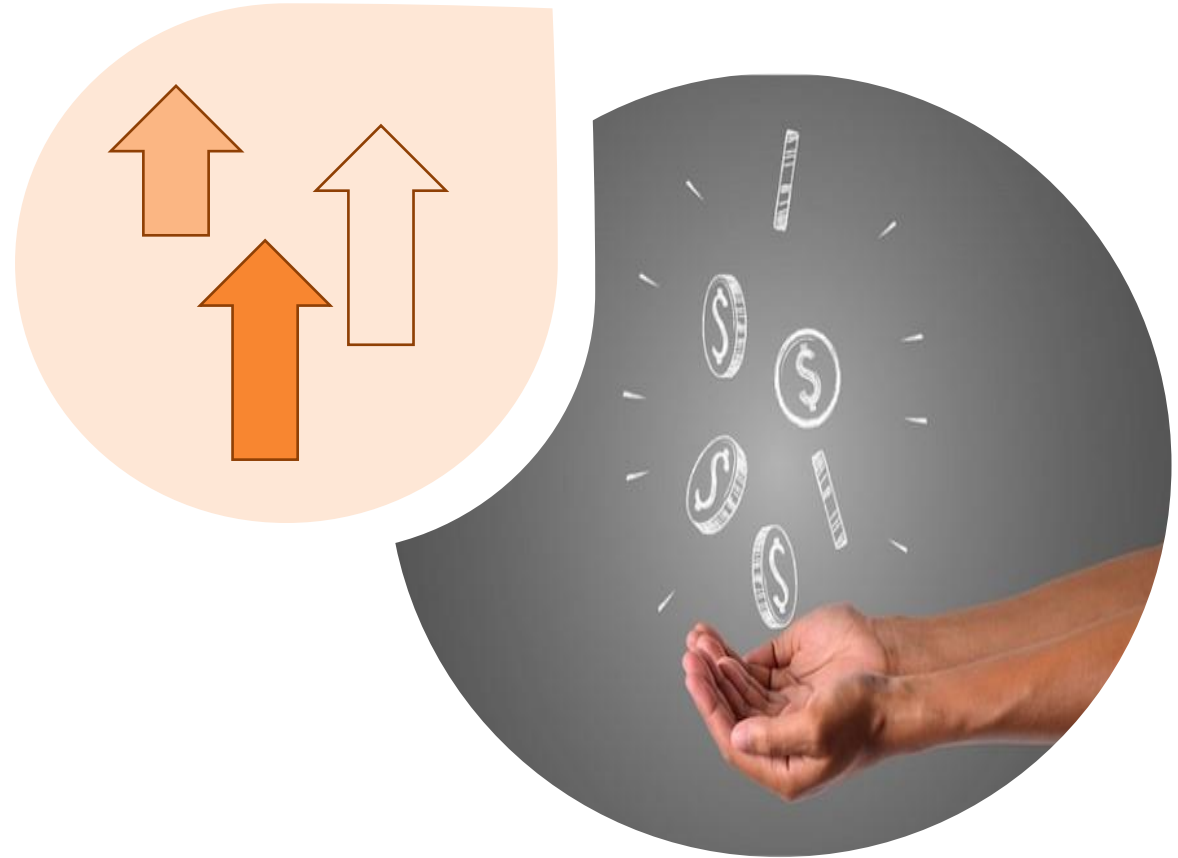
Director Bonus Point Value =
$$\frac{\text{2\% of total Medicare BV}}{\text{Total TB Points earned by all DB qualifiers in a month}}$$

To calculate Director Bonus, Team Bonus Points are multiplied by DB Point Value



Now 3 Pools for Qualified Directors

- ✓ **1% SMAB* (if qualified)**
- ✓ **2% Director Bonus**
- ✓ **15% Team Bonus**



Example - Director's Income

Now

Director Bonus Points: 2400

Director Bonus: Rs. 3072/-

Total: Rs. 3072/- + APB

DIRECTOR
40,000
PGBV

A
50 PPV

New Joining

New

Team Bonus Points: 2400

Director Bonus: Rs. 1560/-

Team Bonus: Rs. 1800/-

SMAB (if qualified): upto Rs. 500/-

Total: Upto Rs. 3860/- + APB Income

NEW

6. Builder Bonus



✓ Promotes team building by rewarding the **BUILDER** behavior

- Drives Directors to progress to higher levels

✓ **3% BV POOL**

✓ Eligibility

- PAT SD to Platinum

✓ Paid on Team Bonus Points

$$\text{Builder Bonus Point Value} = \frac{\text{3\% of total Modicare BV}}{\text{Total Team Points earned by all BB qualifiers in a month}}$$

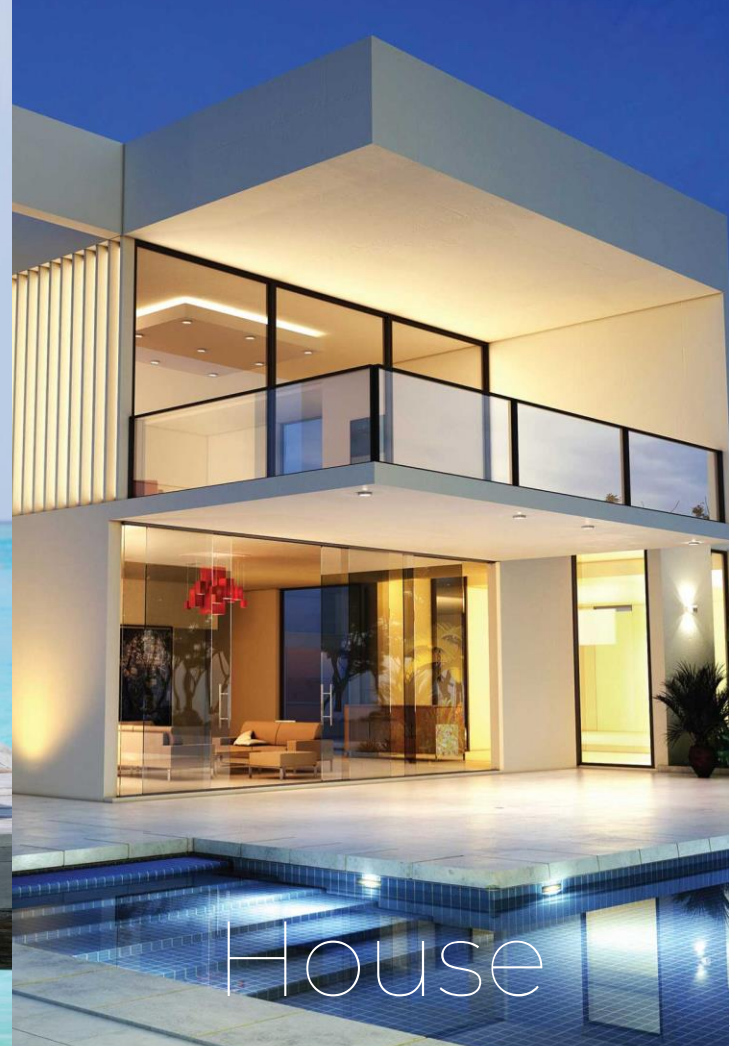
To calculate Builder Bonus , Team Bonus Points are multiplied by BB Point Value



Lifestyle Bonuses



Car & Travel



House

7. Car & Travel Bonus



- ✓ Dream Vehicle Bonus renamed as Car & Travel Bonus
- ✓ 5% BV POOL
- ✓ Eligibility
 - No Change (SED x 3 Consecutive Months)
- ✓ Paid with Monthly Bonus for the first 12 calendar months, starting from next month of qualification, accumulated from 13th months onwards. Accumulated Fund could be utilized for Vehicle Purchase or company announced trips.
- ✓ Paid on Team Bonus Points, Capped at Rs 100000

More
In-Hand
Income



$$\text{Car \& Travel Bonus Point Value} = \frac{5\% \text{ of total Modicare BV}}{\text{Total TB Points earned by all CTB qualifiers in a month}}$$

To calculate Car & Travel Bonus, Team Bonus Points are multiplied by Car & Travel Bonus Point Value

No changes

8. House Bonus

- ✓ **3% BV POOL**
- ✓ **Eligibility**
 - No Change (Diamond x 3 Consecutive Months)
- ✓ **Paid on Team Bonus Points, Capped at Rs 120000**



House Bonus Point Value =

3% of total Modicare BV

Total TB Points earned by all HB qualifiers in a month

To calculate House Bonus, Team Bonus Points are multiplied by House Bonus Point Value

Leadership Bonus Table

(For calculation of Leadership Bonus and Diamond Bonus)

Title	Generations Eligible	LB points in % on PAT in eligible generation							
		SD	ED	SED	PD	DD	CDD	RBD	GBD
Senior Director (SD)	1	5							
Executive Director (ED)	2	5	5						
Senior Executive Director (SED)	3	5	5	5					
Platinum Director (PD)	4	5	5	5	4				
Diamond Director (DD)	5	5	5	5	4	3			
Crown Diamond Director (CDD)	6	5	5	5	4	3	2		
Royal Black Diamond Director (RBD)	7	5	5	5	4	3	2	1	
Global Black Diamond Director (GBD)	8	5	5	5	4	3	2	1	0.5

9. Leadership Bonus



- ✓ PAT Senior Director or higher with at least one leg of GPV \geq 3600 (100800 GBV) WITH ATLEAST ONE PAT DIRECTOR OR HIGHER
- ✓ Paid from Company's 15% Monthly BV Pool
- ✓ Computed as per LEADERSHIP Bonus Points Earned by PAT SENIOR DIRECTORS & HIGHER (QUALIFIED FOR LEADERSHIP BONUS)
- ✓ **PAID MONTHLY**



$$\text{Leadership Bonus Point Value} = \frac{15\% \text{ of total Modicare BV}}{\text{Total LB Points earned by all LB qualifiers in a month}}$$

To calculate Leadership Bonus, Leadership Bonus Points are multiplied by Leadership Bonus Point Value

9. Leadership Bonus



- ✓ **Leadership Productivity Bonus renamed as Leadership Bonus**
- ✓ **NO MG Deduction**
 - Get Fixed Guarantee of 3600 LB Points on every LB Leg
- ✓ **LB Paid on NQD Volume for all eligible generations**
 - Now NQD Volume rolled up to the qualified generation above, only if it is between two SDs or above titles
- ✓ **EARN MORE LB Points Even with HIGHER Title Below**
 - SAME TITLE: Get LB Points on 0 + 3 Generations
 - HIGHER TITLE: Now, Get LB Points on 0 + 1 Generations

“Same or Higher Title in your Downline is Level 0”



9. Leadership Bonus



Ex. Director
PGBV 25,200



A

Sr. Director
PGBV 30,800



B

Sr. Director
PGBV 30,800



C

Director
PGBV 70,000



D

A & B are Leadership Bonus Qualifiers

Now

LPB Points for B:

5% of B's PGBV +
5% of C's PGBV +
5040 (MG from C's GBV)
– 4860 (MG given to upline)
Total LB Points = 3260
Approx. Rs. 8500/-

LPB Points for A:

5% of A's PGBV +
5% B's PGBV+
5% of C's PGBV +
4860 (MG from B)
– 4860(MG given to upline)
Total LB Points= 4340
Approx. Rs. 11,000/-

NEW

LB Points for B:

5% of B's PGBV +
5% of C's PGBV +
3600 (Guarantee from Leg C) = 6680

Approx. Rs. 13,000/-

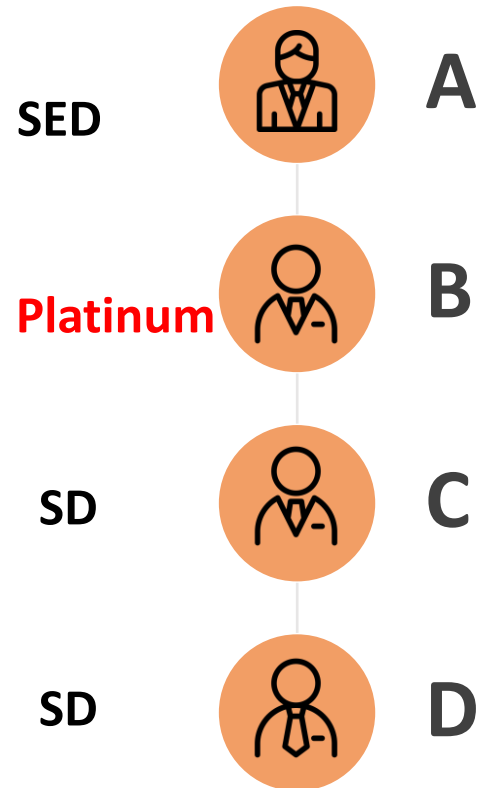
LB Points for A:

5% of A's PGBV +
5% B's PGBV+
5% of C's PGBV +
3600 (Guarantee) from Leg B
Total LB Points = 7940

Approx. Rs. 15,500/-

9. Leadership Bonus

Now Earn LB even from Higher Titles below and one more generation



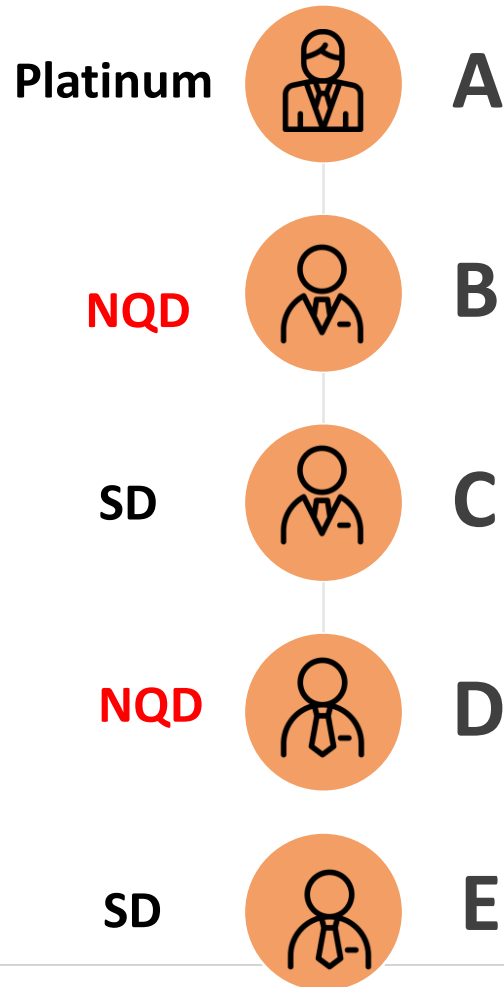
Now

A would have got LPB points from his PGBV only

New

A will get LB points from his PGBV + B's PGBV + C's PGBV

9. Leadership Bonus



**GET PAID ON NQD VOLUME FROM QUALIFIED LB LEGS
ALSO TILL THE ENTIRE GENERATION DEPTH ELIGIBILITY**

Now

Only B's NQD Volume would
have been counted for A's LPB

A was not eligible for LPB
Points on D's Volume


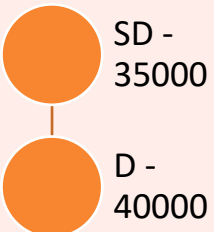
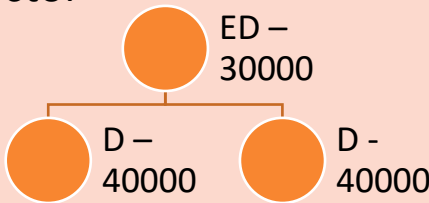
New

Now all NQD volumes will be
rolled up to the higher
generation above.

A will get benefit of B's and
D's Volume.

Director to SD to ED

Income Progression

Title		NOW	NEW
Director GBV 40,000		APB + DB APB + Rs. 3000/- In-Hand: APB + 3000/-	APB + DB + TB + SMAB (if qualified) APB + Rs. 1500/- + Rs. 1800/- + 500/- In-Hand: APB + 3800/-
Senior Director GBV 75,000		APB + TBB + DTB APB + Rs. 3200/- + Rs. 730/- In- Hand: APB + 3200/-	APB + TB + BB APB + Rs. 3100/- + Rs. 1000/- In-Hand: APB + 4100/-
Executive Director GBV 110,000		APB + TBB + DTB APB + Rs. 4600/- + Rs. 1000/- In- Hand: APB + 4600/-	APB + TB + BB APB + Rs. 4350/- + Rs. 1450/- In-Hand: APB + 5800/-
		No MG Retained from LPB Leg	Plus, Fixed Guarantee if qualified for LB

9. Leadership Bonus



SD
PGBV 35,000



A

SD
PGBV 35,000



B

SD
PGBV 35,000



C

Director
PGBV 40,000



D

MORE REWARDS FOR SDs with LB Legs

NOW	NEW
TBB Points: 5250 LPB Points: 4140	TB Points: 5250 LB Points: 7100
APB + TBB + LPB + DTB APB + Rs. 4200/- + 10,750/- + Rs. 950/-	APB + TB + BB + LB APB + Rs.3950/- + Rs.1300/- + Rs. 13,850/-
Total: 15,900/- In- Hand: APB +14,950/-	Total: 19,100/- In-Hand: APB + 19,100/-
No MG Retained from LPB Leg	Fixed Guarantee from LB Legs

10. Diamond Bonus



Promotes Title Progression with better Business Volumes



Drives Builders to progress to higher titles, while focusing on building leadership legs



2% BV POOL

Eligibility

PAT Diamond to GBD

At least one LB Leg

Paid on Leadership Bonus Points



2% of total Modicare BV

Diamond Bonus Point Value = $\frac{\text{2\% of total Modicare BV}}{\text{Total LB Points earned by all LB qualifiers in a month}}$

To calculate Leadership Bonus, Leadership Bonus Points are multiplied by Leadership Bonus Point Value

SMGP SNAPSHOTS: CHANGES FROM SMAPU



Income	Eligibility	Payout	Remarks
Accumulative Performance Bonus	All consultants	6% -16%	Slabs Change
Samir Modi Activation Bonus	Self 50 PV, NJ with 50 PV	1 %	New Bonus - Upto PAT Director
Director Bonus	Only for Director	2 %	Change
Team Bonus	Director and above	15 %	Increased by 1% and Directors added
Builder Bonus	PAT SD to PD	3 %	New Bonus
Car and Travel Bonus	SED for 3 consecutive months then PAT SD	5 %	No change, Now paid for first 12 qualifying months - then accumulated for Car or Travel
House Bonus	DD for 3 consecutive months then PAT SD	3 %	No Change
Diamond Bonus	DD and above with minimum 1 Leadership Bonus Leg	2 %	New Bonus - Paid on LB Points
Leadership Bonus	3600+ GPV Leg with minimum 1 PAT Director	15 %	No MG Deduction, 3600 points as Fixed Guarantee for all LB Legs

Coming Soon !!





Make your Purchases Even More Rewarding...

Easier to Achieve..
Easier to Maintain..
Instant Rewards..
Increasing Benefits..

And NOW..
Never miss Your Loyalty..

Loyalty for Lifetime!!

Time to FLY HIGH!!



March 2022!!