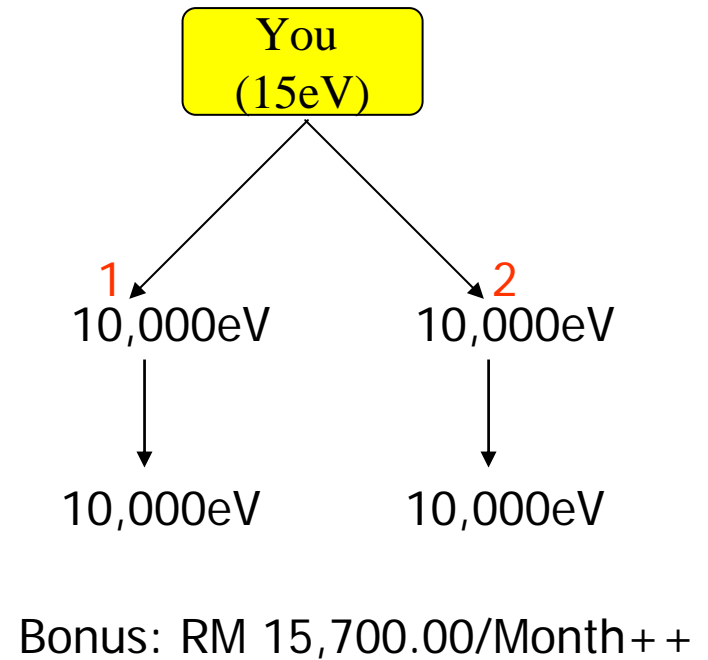
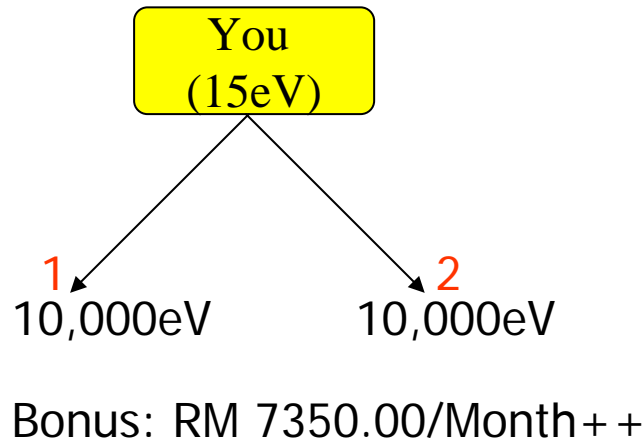
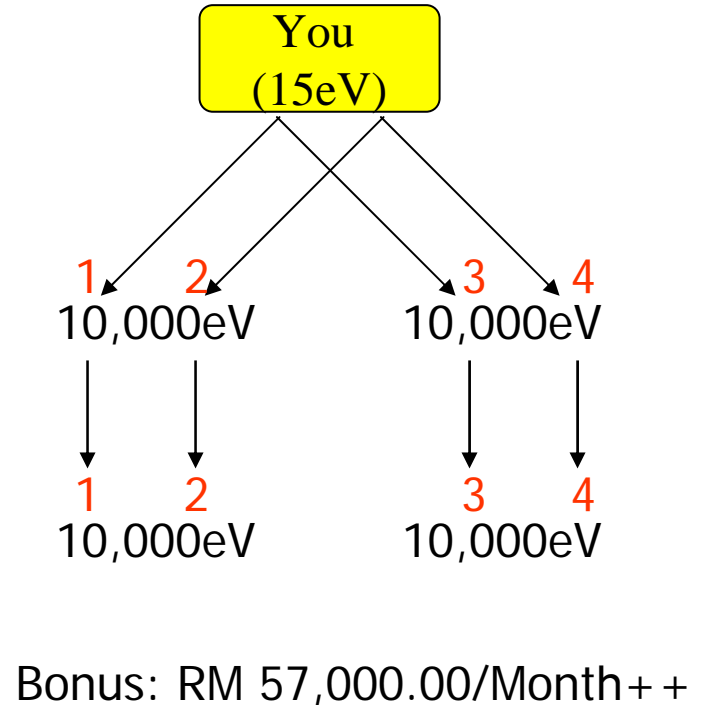
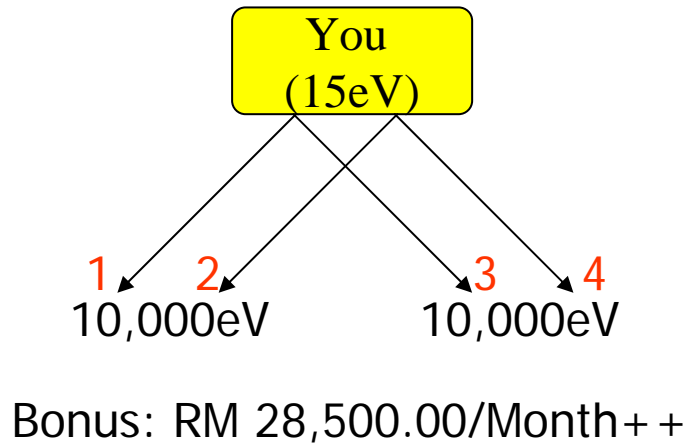


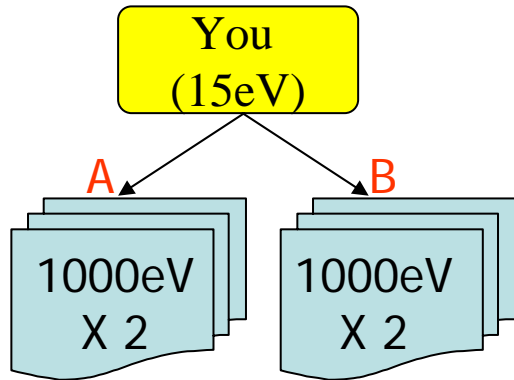
B.O#1: One (1) Account With Only 2 Global Chain Stores



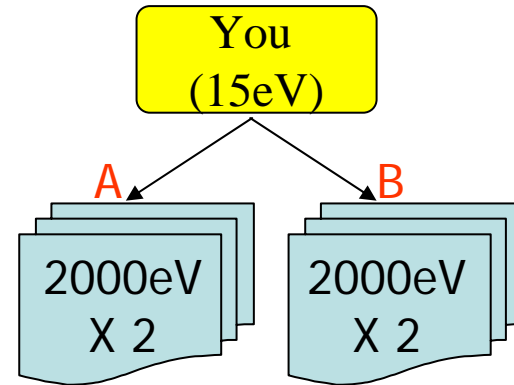
B.O#2: One (1) Account With Only Four (4) Global Chain Stores



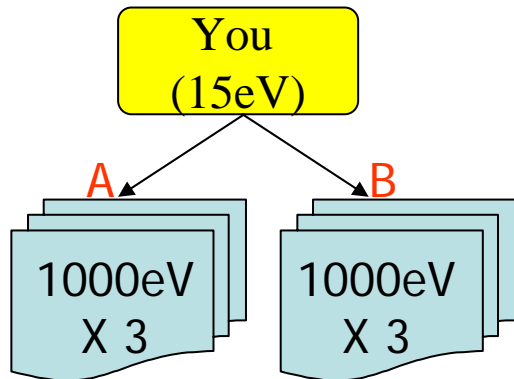
B.O#3 Three (3) Account With A & B Segments (Unlimited)



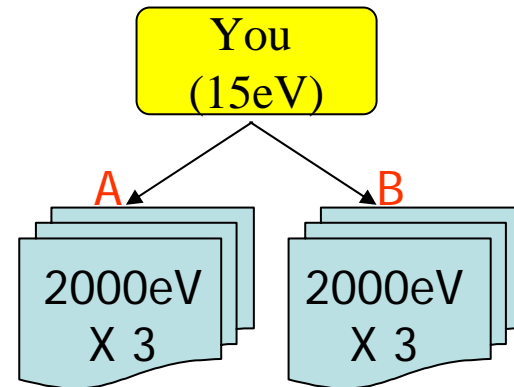
Bonus: RM 2730.00



Bonus: RM 5880.00

















Bonus: RM 4462.50



Bonus: RM 10482.50

New Qualification Table Effective From 1st May 2010

eV Set Selection in first 30days	Retail Profit (R.P)	Branch Overrides (B.O)	Branch Performance Incentives (B.P.I)	Extra Incentives (E.I)	Profit Centers (P.C)
Less than 200 eV					1
200 eV			 1 Branch	 1 Extra Incentive	1
500 eV			 3 Branch	 3 Extra Incentives	1
1000 eV			 Unlimited	 Unlimited	3



平均營業額
RM 100,000
= 10,000eV



10,000eV
12%



10,000eV
12%

20,000eV = 16%

40,000eV = 21%

多开一间分店
RM 7,350



20,000eV
16%

多开一间分店
RM 7,350



20,000eV
16%

雙贏
策略

5~7年

70 分店



50 分店



100 分店



120 分店



60 分店



200 分店



RM 38M = 5,000,000eV

5,000,000eV



= RM 250,000

+ RM 250,000

+ RM 250,000

RM 200M = 26,000,000eV

26,000,000eV



= RM 1,000,000

+ RM 1,000,000

+ RM 1,000,000

1. 個人銷售利潤 = 0 (維持費 15eV)

2. 分支差額利潤

$$(16\% - 12\%) = 4\% \times 10,000 \times 2 = \text{USD } 800$$

3. 分支獎勵表現

$$10,000\text{eV} = \text{USD } 600$$

4. 額外獎勵

$$10,000\text{eV} = \text{USD } 700$$

$$\text{USD } 2,100 \times 3.5 = \text{RM } 7,350$$

1. 個人銷售利潤 = 0 (維持費 15eV)

2. 分支差額利潤

$$(21\% - 16\%) = 5\% \times 20,000 \times 2 = \text{USD } 2,000$$

3. 分支獎勵表現

$$20,000\text{eV} = \text{USD } 900$$

4. 額外獎勵

$$10,000\text{eV} = \text{USD } 1,000$$

$$\text{USD } 3,900 \times 3.5 = \text{RM } 13,650$$