

ABOUT THE COMPANY

That M/s **OKFLIP INDIA PRIVATE LIMITED**, a Company incorporated under the Companies Act, 1956 , having its Registration No. CIN- **U29299RJ2021PTC074718** and Registered Office at **LG-9, SANKALP TOWER, JHARKHAND MODE, VAISHALI NAGAR, JAIPUR, RAJASTHAN -302021** hereinafter referred to as the Company. We have taken immense pleasure in introducing first ever Retail concept with maximum benefit for customers. The Company is engaged into the business of direct selling through its Direct Seller and Retail Outlets , Franchisee as stated in the Object Clauses of memorandum of Association of the Company.

The company having GST/sales tax/vat, Income Tax, TDS and other license as may be required as per the law/regulation/Guideline of its principle place of Business and GST/sales tax/vat and other license for each retail outlets at various states in India. The company is also having own trademark to promote own manufactured products for sale/ direct selling business and trademark identifies the company with the goods to be sold or supplied. Our company is engaged in the manufacturing of the products & the Business of Direct selling. Direct selling refers to selling products directly to the consumer in a non-retail environment. Instead, sales occur at home, work, or other nonstore location. This system often eliminates several of the middlemen involved in product distribution, such as the regional distribution center and wholesaler. Instead, products go from manufacturer to the direct sales company, to the distributor or representative, and to the consumer. The products sold through direct sales are usually not found in typical retail locations, which means finding a distributor or representative is the only method to buy the products or services. All the sales was done by through its sales agent i.e Direct sellers and middleman commission was given to the Direct sellers/sales agent during the considering year.

For smooth running the business of direct selling, Company has certain rules and regulation, mathematically calculated Business plan and other terms and conditions. Now in order to simplify more, to keep more transparent, to control the fraudulent practices and for betterment of the activities of direct selling through its direct selling marketing, Company is using better trading plan and mathematically calculated Business plan to promote the sale of the company's products.

The Company exclusively uses their website and Retail Outlet to display the details about products, products information, product quality certificate, price, complete mathematically calculated Business plan , marketing methods, business monitoring, information regarding management while uses the word of mouth publicity to promote and create awareness about the website and its products.

An Individual / Firm / Company who is able to do contract as per the provision of The Indian Contract Act, 1872 and wish to become direct seller of the company, can apply to be appointed as a Direct seller to marketing and selling of company's product in whole of India, in prescribed form through online/manual. There is **No deposit or any charges/enrollment fees/joining fees/renewal charges** for becoming a Direct Seller of the Company.

CONCEPT DF DIRECT SELLING

Our company is engaged in the Business of Direct selling. Direct selling refers to selling products directly to the consumer in a non-retail environment. Instead, sales occur at home, work, or other non-store location. This system often eliminates several of the middlemen involved in product distribution, such as the regional distribution center and wholesaler. Instead, products go from manufacturer to the direct sales company, to the distributor or rep, and to the consumer.

The products sold through direct sales are usually not found in typical retail locations, which means finding a distributor or rep is the only method to buy the products or services. All the sales was done by through its sales agent i.e Direct sellers and middleman commission was given to the Direct sellers/sales agent during the considering year. This is the basic reason of the distribution of large/huge commission to the direct sellers.

KEYBENEFIT OF OUR CONCEPT AND MATHEMATICALLY CALCULATED BUSINESSPLAN

1. To Direct support to own sales organization.
2. To protect spill over among the corresponding sales organization.
3. To clarify and explain the commission on calculation basis with mathematically manner.
4. To distribute the commission on Direct selling only.
5. To use the capping so that the sales commission could shall be distribute at the bottom level.
6. To provide the sales commission intentionally while using the carry forward method so that there would not be skip off the income when Direct seller is not having equivalent Sales point between Sales Incentive Organization (S.I.O) & Sales Bonus Organization (S.B.O) but his/her such not equivalent balance Sales Business Volume shall be transfer for calculation of next level sales commission.
7. No quick or easy money, all the commission is exclusively depends upon your products sales performance only.
8. No pyramid sales, with using creating unlimited Direct sellers as sales force and no commission payment is paid on recruitment basis. Only sale of products is first and last option to boost your sales commission.
9. Direct seller platform is exclusively opened for consumers.
10. No kit or joining fees , to earn sales commission purchases/sale of any product which is having Sales Business Volume and these S.B.V is the base for entitlement of sales commission.

How to become direct seller

A. Free Registration

B. Register through our website : www.okflip.com

C. Update KYC

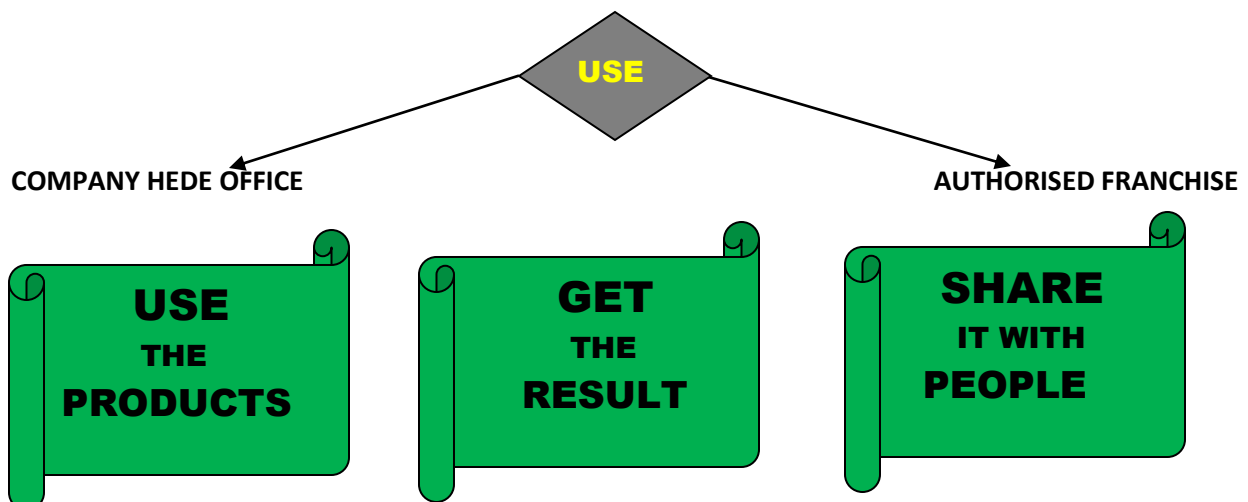
D. Go through terms & conditions, agree & put signature through O.T.P.

E. You will get your user ID & password instantly.

F. Direct Seller Benefits

1.	Self Purchase to own use or further sales up to 0 to 2499 SBV	Life time retail discount 10% to 30% on every products of company
2.	Self Purchase to own use or further sales from 2500 to 4999 SBV	<ul style="list-style-type: none"> ▪ Eligible for Sales Commission. ▪ Eligible for Monthly Sales Performance Commission. ▪ Eligible for Star Sales Leadership Commission. ▪ Eligible for Ambassador Club Leadership Commission. ▪ Eligible for Repurchase Commission.
3.	Self Purchase to own use or further sales from 5000 to 9999 SBV	<ul style="list-style-type: none"> ▪ Eligible for Sales Commission. ▪ Eligible for Monthly Sales Performance Commission. ▪ Eligible for Star Sales Leadership Commission. ▪ Eligible for Ambassador Club Leadership Commission. ▪ Eligible for Repurchase Commission.
4.	Self Purchase to own use or further sales from 10000 SBV & above.	<ul style="list-style-type: none"> ▪ Eligible for Sales Commission. ▪ Eligible for Monthly Sales Performance Commission. ▪ Eligible for Star Sales Leadership Commission. ▪ Eligible for Ambassador Club Leadership Commission. ▪ Eligible for Repurchase Commission.

FROM WHERE USERS CAN PURCHASE PRODUCTS



5 -Ways for Sales Commission

Our company is providing pure product based sales commission on behalf of the achievement of the selling of the products of our company by you(Direct Seller) in & as in following manner.

A. Sales Commission

B. Monthly Sales Performance Commission

C. Star Sales Leadership Commission

D. Ambassador Club Leadership Commission

E. Repurchase Commission on sales

1. In the above, for entire four type of sales commission such as Sales Commission, monthly Sales Performance Commission, Star Sales Leadership Commission, Ambassador Club Leadership Commission (Except Repurchase Commission on Sales), i.e.. 100SBV = Rs.98/-.

2. Repurchase Commission on Sales in not included in this distribution.

3. Sales Business Volume (S.B.V) means described Sales Business Volume on the label of the product of the company.

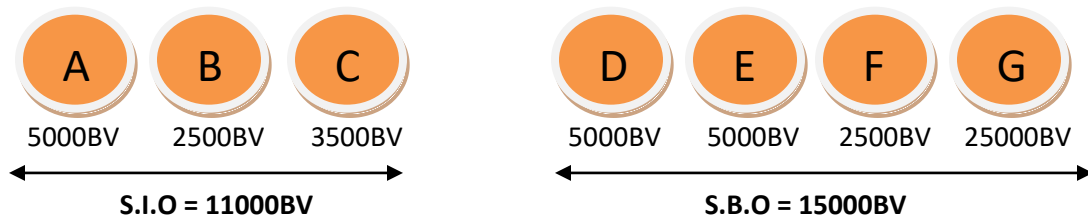
4. Company is providing pure sales commission on behalf of the. sales of product by direct seller only.

5. The above calculation of distribution as per Rs.98/- on the specified 100 SBV shall be treated as a distribution purpose only according to the terms & conditions of the commission to be paid on such achieved Sales Business Volume (SBV) by the direct seller.

6. For Repurchase company shall distribute Rs. 10/- for 100RBV for Retail Profit on self repurchase & Rs. 60/- for Repurchase Commission from each 10000 RBV repurchase.

A. SALES COMMISSION

In this type of sales commission, company shall distribute Rs.43 for each 100 Sales Business Volume (S.B.V) out of the above specified Rs.98/- as explained in the given example -



EQUIVALENT INCOME Total S.

Total S.I.O Sales Business Volume = 11000 SBV **Equivalent S.B.V=10000 , Not Equivalent**
Balance SB,V: S.I.O = 1000 SBV

Total S.B.O Sales Business Volume = 15000 SBV S.B.O = 5000 SBV

FORMULA FOR CALCULATION

(SCR) Sales Commission Rate = $\frac{\text{Total S.B.V Of Company in that week} \times \text{Rs. 43}}{\text{Total equivalent S.B.V of company in that week}}$

- Total S.B.V of Company means = Total Sales Business Volume in respect of overall turnover of the company in that week
- Total Equivalent S.B.V of company means = Similar Sales Business Volume in own corresponding sales organization of company Direct Seller in that week.

FOR Example :

From Above mentioned Diagram :- **Equivalent S.B.V = 10000 BV**

i.e., 10000 S.B.V x (SCR) Sales Commission rate is your Sales Commission

1. Total S.B.V turnover in week = 50000000 SBV

Sales Commission shall be = Rs. 43/- per 100 S.B.V

Now, 50000000 SBV × Rs.0. 43 = Rs.2,15,00,000

Total equivalent S.B.V of company = 21500 SBV

$\frac{\text{Rs.2,15,00000}}{21500} = \text{Rs. 1000/- (Equivalent SBV of company)}$

S.C.R = $\frac{\text{RS. 1000}}{10000\text{SBV}}$ = 1/10, (Sales Commission Rate per100 S.B.V) = 10/-

Now, Max Capping of 100 SBV match is Rs.10
Max Capping of 10000 SBV match is Rs.1000/-

Your Sales Commission is :- 1000 SBV (Equivalent S.B.V) × 10 (S.C.R) = Rs. 1,0000 /-

Now, Suppose Equivalent S.B.V in next week = 1000 SBV

2. Total S.B.V turnover in week = 500000 SBV
 Sales Commission shall be = Rs. 43/- per 100 SBV
 Now, 50000000 SBV × Rs.0. 43 = Rs.2,15,00,000
 Total equivalent S.B.V of company = 20500 SBV
 $\text{Rs } \frac{2,15,00,000}{20500} = \text{Rs.1049/-}$
 (Equivalent SBV of company)

$$\text{S.C.R} = \frac{\text{Rs.1049}}{10000 \text{ SBV}} = 1049\text{-/} \text{ (Sales Commission Rate per S.B.V)}$$

Now, Max Capping of 100 SBV match is Rs.10/-
Max Capping of 10000 SBV match is Rs.1000/-

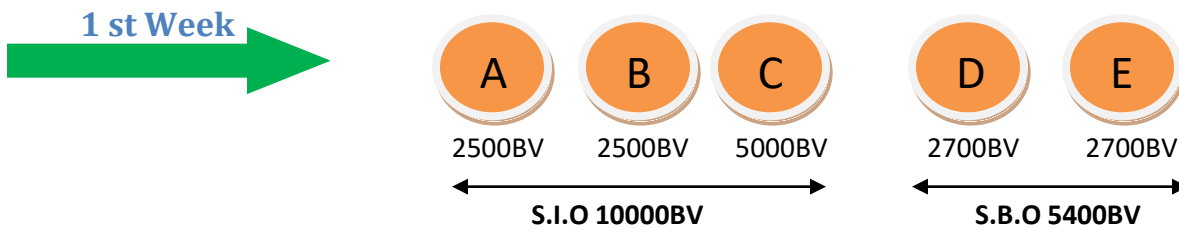
Your Sales Commission is :-

$$1000 \text{ SBV (equivalent S.B.V) } \times 10 \text{ (S.C.R)} = \text{Rs.10000 /-}$$

100 S.B.V = 10 Rs.

Minimum Payout = 500 Rs.

Maximum Cap of 10000 S.B.V equivalent = 1000 Rs.



EQUIVALENT INCOME

Total S.I.O Sales Business Volume = 10000 SBV

Equivalent S.B.V=5000 ,

Total S.B.O Sales Business Volume = 5400 SBV

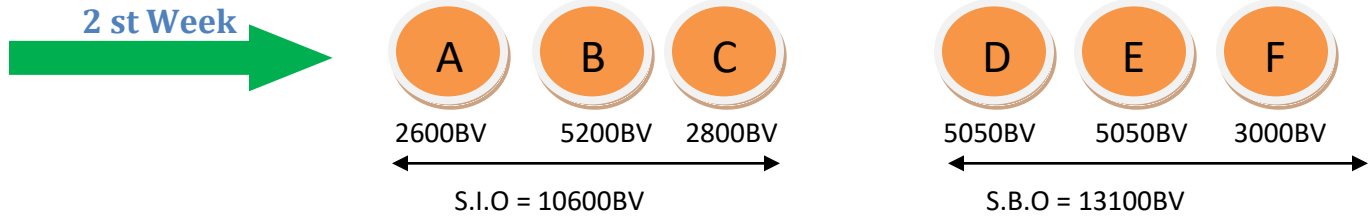
Not Equivalent Balance SBV:

S.I.O =5000 SBV

S.B.O = 400 SBV

EQUIVALENT INCOME in 1st week – Rs.500/-

NOTE :- 1 st Payment will be calculated on basis of 2:1 or 1:2 (vice-versa) .



Total S.I.O Sales Business Volume = 10600 SBV

Equivalent S.B.V=10000 ,

Total S.B.O Sales Business Volume = 13100 SBV

Not Equivalent Balance SBV:

S.I.O = 600 SBV

EQUIVALENT INCOME in 2nd week – Rs.1000/-

S.B.O = 3100 SBV

NOTE : Direct seller will be eligible to get commission when they have 10000 SBV : 5200 SBV equivalent in corresponding Sales Incentive Organization & Sales generation Organization.

Kindly note that

1. For such sales Commission, every Direct seller shall be authorized to create unlimited Sales Incentive organization or Sales Bonus organization depends upon the own skill and expertise of the Direct seller.
2. In this sales commission, it shall be paid to the Direct seller on the achieved and equivalent Sales Business Volume between S.I.O & S.B.O Direct and Indirect sales organization as the result of product sales made by the own Direct and Indirect sales organization.
3. For such sales Commission, Every Direct seller, may engage unlimited direct sponsors in own sales team as Direct seller to promote sales of the company in own sales organizations.
4. Direct seller shall promote, trained, develop expertise to direct sellers who are under own S.I.O & S.B.O to create/explore maximum sales business in the company.
5. Direct seller may guide, help, promote, Train to achieve sales criteria to all direct sellers who are under his own sales organizations.

CAPPING

Capping is the tool to provide the balance or equality in respect of the sales commission among the Direct sellers and provide the sales commission at the bottom level of the Direct sellers. In this context, the company shall have three category of Direct selling for the purpose of such capping as follows-

Category	Who has minimum initial SBV (Sales Business Volume) through self purchase	Initial weekly capping in respect of the sales commission (In Rs.)	Capping May be increased from
WELCOME INDIA DIRECT SELLER	2500 Sales BV	Rs. 50,000 /-	From Rs.50,000 to maximum Rs.20,00,000 upon fulfilment hereunder mentioned conditions
SMART INDIA DIRECT SELLER	5000 Sales BV	Rs. 1,00,000 /-	From Rs.1,00,000 to maximum Rs.20,00,000 upon fulfilment hereunder mentioned conditions
STARTUP INDIA DIRECT SELLER	10000 Sales BV	Rs. 2,00,000 /-	From Rs.2,00,000 to maximum Rs.20,00,000 upon fulfilment hereunder mentioned conditions

Increase your weekly Sales Commission Capping by Rs. 25,000/- each 3rd to 7th Direct

1. When anyone from your 3 rd to 7 th direct or anyone from his corresponding organizations (SIO & SBO) will achieve 15000 SBV equivalent in that week.

Any 3rd Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.25000/- will add to current capping
Any 4th Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.20000/- will add to current capping
Any 5th Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.20000/- will add to current capping
Any 6th Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.20000/- will add to current capping
Any 7th Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.20000/- will add to current capping

Maximum capping will increase up to Rs.1,25,000/- from 3rd to 7th Direct.

Increase your weekly Sales Commission Capping by Rs. 50,000/- each from 8th to 10th Direct

1. When anyone from your 8th to 10th direct or anyone from his corresponding organizations (SIO & SBO) will achieve 15000 SBV equivalent in that week.

Any 8th Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.25000/- will add to current capping
Any 9th Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.25000/- will add to current capping
Any 10th Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.25000/- will add to current capping

Maximum capping will increase up to Rs. 75,000/- from 8th to 10th Direct.

Increase your weekly Sales Commission Capping by Rs.1,00,000/- Each from 11th & above direct..

1. When anyone from your 11th & above direct or anyone from his corresponding organizations (SIO & SBO) will achieve 15000 SBV equivalent in that week.

Any 11th Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.50000/- will add to current capping
Any 12th Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.50000/- will add to current capping
Any 13th Direct self or anyone from his corresponding organizations (SIO & SBO)will achieve 2000000 SBV equivalent	Rs.50000/- will add to current capping

Maximum weekly capping will increase up to Rs. 1,50,000/- from 11th & above Direct.

Kindly NOTE:-

- a. Capping will remain same in case of higher Fresh SBV equivalent than 2000000 SBV as mentioned above.
- b. Up-gradation of capping is the way of growth of sales/turnover in the company, it is means of sales promotion.
- c. Up-gradation of capping is also tool of force to freely create unlimited own sales organization /force instated create of two organization only.
- d. No Limit of sales organization.
- e. If any one from your direct or his sales organizations will achieve capping. Your self capping will increase only single time on each criteria.

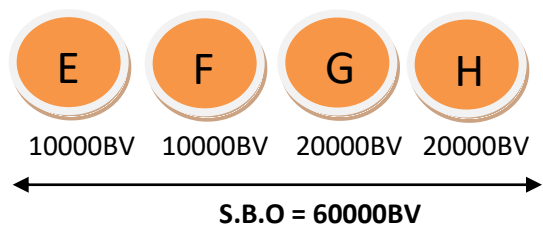
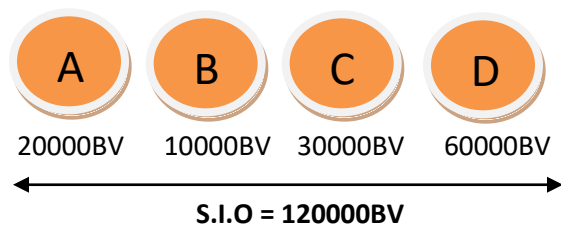
B. Monthly SALES PERFORMANCE COMMISSION

The company shall provide another sales commission in form of monthly sales performance commission on the achievement of specified sales by the direct seller as below -

TABLE -A

	CATEGORY OF DIRECT SELLER	SALES INCENTIVE ORGANIZATION S.B.V	SALES BONUS ORGANIZATION S.B.V
1	BRONZE DS	20000BV	10000BV
2	SILVER DS	60000BV	30000BV
3	GOLD DS	120000BV	60000BV
4	PLATINUM DS	240000BV	120000BV
5	TOPAZ DS	480000BV	240000BV
6	RUBY STAR DS	1200000BV	600000BV
7	SAPPHIRE DS	2400000BV	1200000BV
8	ROYAL CORAL STAR DS	4800000BV	2400000BV

S.I.O



S.I.O = 120000 SBV & S.G.O= 60000 SBV , Qualified for Gold category . As Per percentage Mentioned Below :-

Bronze DS	= 15.60 %	Topaz DS	=16.40 %
Silver DS	= 15.80 %	Ruby Star	=16.60 %
Gold DS	= 16.00 %	Sapphire	=16.80 %
Platinum	= 16.20 %	ROYAL CORAL STAR DS	=17.00 %

KINDLY NOTE THAT

1. In this type of sales commission, company shall distribute Rs.33 for each 100 SBV out of the above specified Rs. 98/- as explained in the above example.
2. 1 st to 8 th Category sales performance commission shall be calculated and distributed on monthly basis with % of Rs.33/-.
3. To consider the category to receive sales performance commission shall be calculated on the basis of the performance in sales achievement on monthly basis as per above table-A.
4. To maintain & get such sales commission on regular basis you have to make repurchase of 500 SBV from bronze to emerald & 1500 SBV from Topaz to Sapphire category Direct Sellers.
5. The above sales performance commission would be calculated on the monthly basis i.e at the end of each month.
6. The company shall provide maximum sales performance commission as hereunder prescribed limit

S.No	Categor	Maximum sales performance Commission
1	BRONZE DS	15.60 % sales performance Commission as calculated above OR up to maximum prescribed limit of Rs.2400/- whichever is lower.
2	SILVER DS	15.80 % sales performance Commission as calculated above OR up to maximum prescribed limit of Rs.7200/- whichever is lower.
3	GOLD DS	16.00% sales performance Commission as calculated above or up to maximum prescribed limit of Rs.14400/- whichever is lower.
4	PLATINUM DS	16.20 % sales performance Commission as calculated above or up to maximum prescribed limit of Rs.28800/- whichever is lower.
5	TOPAZ DS	16.40 % of sales performance Commission as calculated above or up to maximum prescribed limit of Rs.57600/- whichever is lower.
6	RUBY STAR DS	16.60 % of sales performance Commission as calculated above or up

		to maximum prescribed limit of Rs.160000/- whichever is lower. And Trip to Thailand (Self) , projector
7	SAPPHIRE	16.80 % of sales performance Commission as calculated above or up to maximum prescribed limit of Rs.288800/- Whichever is lower.
8	ROYAL CORAL STAR DS	17.00 % of sales performance Commission as calculated above or Up to maximum prescribed limit of Rs.560000/- Whichever is lower. And Trip to malesiya tour self,

FORMULA OF CALCULATION MONTHLY SALES COMMISSION

1. Monthly Sales Performance Commission (1st to 8th category).

Suppose,

Monthly Total S.B.V Turnover of Company = 20,00,00,000 SBV

Distribution @ Rs.33 per S.B.V = Rs. 0.33 × 200000000 SBV = Rs.6,60,00,000 /-

(Will be distributed as per % wise)

For Bronze category, Total Achievers = 4210

Fund for Distribution = Rs. 6,60,00,000 × $\frac{15.60}{100}$ = Rs.102960000 /-

Monthly Sales Commission rate (MSCR) = $\frac{10296000}{4210}$ = Rs.2445.60 /-

(Each will get Rs.1500/- up to maximum prescribed limit)

For Ruby Star category, Total Achievers = 60

Fund for Distribution = Rs. $\frac{6,60,00,000 \times 16.60}{100}$ = Rs.10956000 /-

Monthly Sales Commission rate (MSCR) = Rs. $\frac{10956000}{60}$ = Rs.182600 /-

(Each will get Rs.160000/- up to maximum prescribed limit)

C. STAR SALES LEADERSHIP COMMISSION

The company shall provide another sales commission in form of Star Sales Leadership Commission on the achievement of specified sales by the direct seller as below -

TABLE – B

	CATEGORY NAME	SALES ACHIEVEMENT ORGANIZATION S.B.V	SALES GENERATION ORGANIZATION S.B.V
9	DIAMOND DS	9600000BV	4800000BV
10	BLUE DIAMOND DS	19200000BV	9600000BV
11	BLACK DIAMOND DS	38400000BV	19200000BV
12	ROYAL DIAMOND DS	76800000BV	38400000BV
13	CROWN DIAMOND DS	153600000BV	76800000BV
14	ROYAL VENUS DS	307200000BV	153600000BV

TABLE – B-1

Required Fresh SBV in every month to qualify in Monthly Rank Commission

Fresh Sales Business Volume in S.I.O

Fresh Sales Business Volume in S.B.O

DIAMOND DS	= 25.00 %	50000 BV	50000BV
BLUE DIAMOND	= 22.30 %	100000 BV	100000 BV
BLACK DIAMOND DS	= 18.50%	150000 BV	150000 BV
ROYAL DIAMOND DS	= 15.20 %	200000 BV	200000 BV
CROWN DIAMOND DS	=13.60 %	250000 BV	250000 BV
ROYAL VENUS DS	= 14.00 %	300000 BV	300000 BV

KINDLY NOTE THAT

1. In this type of sales commission, company shall distribute Rs.15 for 100 SBV out of the specified Rs. 98/-.
2. 9 th Rank to 14th Rank Star Sales Leadership Commission shall be calculated and distributed on monthly basis within the maximum of twelve months in partly basis as above specified... % of Rs.15/- till the realization of the maximum prescribed limit.
3. To consider the Category to receive Star Sales Leadership Commission shall be calculated on the basis of the performance in sales achievement as per above table-B.
4. To maintain & get such sales commission on regular basis you have to make repurchase of 4500 SP per month.
5. Direct Seller shall have the right to receive Star Sales Leadership Commission when direct seller maintain Minimum sales criteria as fresh sales in both S.I.O & S.B.O as indicated in Table B-1 on month to month basis.
6. If anyone has missed/skipped this this fresh SBV criteria during the month then his/her maximum prescribed limit shall be reduced by his/her that month percentage.
7. The above Star Sales Leadership Commission would be calculated on the monthly basis i.e. at the end of each month.
8. The company shall provide maximum Star Sales Leadership Commission as hereunder prescribed limit

	Category	Maximum Star Sales Leadership Commission :
1	DIAMOND DS	25.00 % star sales leadership commission as calculated above or up to maximum prescribed limit of Rs.11,50,000/- whichever is lower. And Trip to Dubai tour with family
2	BLUE DIAMOND DS	22.30% star sales leadership commission as calculated above or up to maximum prescribed limit of Rs.14,00,000/- Whichever is lower. And Trip to turkey with family
3	BLACK DIAMOND DS	18.50 % star sales leadership commission as calculated above or up to maximum prescribed limit of Rs.28,00,000/- whichever is lower. And Trip to Hong- kong with family
4	ROYAL DIAMOND DS	15.20% star sales leadership commission as calculated above or up to maximum prescribed limit of Rs.40,50,000/- whichever is lower. And Trip to Egypt with family
5	CROWN DIAMOND DS	13.60 % of star sales leadership commission or up to maximum prescribed limit of Rs.58,00,000/- whichever is lower. And Trip to Singapore with family
6	ROYAL VENUS DS	14.00 % of star sales leadership commission or up to maximum prescribed limit of Rs.1,22,00,000/- whichever is lower. And Trip to Indonesia with family

FORMULA OF CALCULATION STAR SALES LEADERSHIP COMMISSION

Suppose,

1 st Monthly Total S.B.V Turnover of Company = 200000000 SBV

Distribution @ Rs. 15 per S.B.V = $Rs.0.15 \times 200000000 \text{ SBV} = Rs.3,00,00,000 /-$

(Will be distributed as per % Rank wise)

For Star Sapphire, Total Achievers in 1 st Month = 10

Fund for Distribution = $\frac{Rs.3,00,00,000 \times 25}{100} = Rs.75,00,000 /-$

Monthly Sales Commission rate (MSCR) = $\frac{75,00,000}{10} = Rs. 7,50,000 /-$

- (Each A to J will get Rs. 7,50,000/- up to maximum prescribed limit)

Now, **2 nd Month** , Total S.B.V Turnover of Company = 2000000 SBV

Totalnew Star Sapphire in 2nd Month = 10 (**Now, Total no. of Diamond for distribution 10+5= 15**)

Fund for distribution = $Rs. 0.15 \times 200000000 \text{ SBV} = \frac{Rs.3,00,00,000 \times 25}{100} = Rs.75,00,000 /-$

Monthly Sales Commission rate (MSCR)= $\frac{Rs.75,00,000}{15} = Rs.5,00,000 /$

(Each A to J will get Rs.4,00,000 /- & K to T will get Rs.6,50,000 /-up to maximum prescribed limit)

Now, **3 rd Month** , Total S.B.V Turnover of Company = 2000000 S.B.V.

Total New Star Sapphire in 3rd Month = 10 (**Now, Total no. of star sapphire for distribution 10+2= 12**)

Fund for distribution = $Rs.15 \times 2000000 \text{ SBV} = \frac{Rs.3,00,00,000 \times 25}{100} = Rs. 75,00,000/-$

Monthly Sales Commission rate (MSCR) = $\frac{Rs.75,00,000}{12} = Rs. 6,25,000/-$

- (**But, K to T will get Rs.500000/-up to maximum prescribed limit & U to AD will get Rs.1000000/-**)

TABLE FOR DISTRIBUTION (In Rupees)

Distribution	Achievers	1st Month	2nd Month	3rd Month	Maximum Limit	%
A to J completed in 2ND Month	A	750000	400000		1150000	25%
	B	750000	400000		1150000	25%
	C	750000	400000		1150000	25%
	D	750000	400000		1150000	25%
	E	750000	400000		1150000	25%
	F	750000	400000		1150000	25%
	G	750000	400000		1150000	25%
	H	750000	400000		1150000	25%
	I	750000	400000		1150000	25%
	J	750000	400000		1150000	25%
K to T completed in 2ND Month	K		650000	500000	1150000	25%
	L		650000	500000	1150000	25%
	M		650000	500000	1150000	25%
	N		650000	500000	1150000	25%
	O		650000	500000	1150000	25%
	P		650000	500000	1150000	25%
	Q		650000	500000	1150000	25%
	R		650000	500000	1150000	25%
	S		650000	500000	1150000	25%
	T		650000	500000	1150000	25%
	U			500000	1150000	25%
	V			500000	1150000	25%
	W			500000	1150000	25%
	X			500000	1150000	25%
	Y			500000	1150000	25%
	Z			500000	1150000	25%
				500000	1150000	25%
				500000	1150000	25%
				500000	1150000	25%
				500000	1150000	25%

NOTE : Fund will be calculated & distributed as per subjected to the maximum prescribed limit among all achievers.

D. AMBASSADOR CLUB LEADERSHIP COMMISSION The company shall provide another sales commission in form of

AMBASSADOR CLUB LEADERSHIP COMMISSION on the achievement of specified sales by the direct seller as below –

TABLE – C

LEVEL	RANK NAME	SALES ACHIEVEMENT ORGANIZATION S.B.V	SALES GENERATION ORGANIZATION S.B.V
15	AMBASSADOR DS	614400000BV	37200000BV
16	OKFLIP CROWN DS	1228800000BV	614400000BV
17	ROYAL AMBASSADOR DS	2457600000BV	1228800000BV
18	CROWN AMBASSADOR DS	4915200000BV	2457600000BV
19	STAR VENUS AMBASSADOR DS	9830400000BV	4915200000BV
20	ROYAL BRAND AMBASSADOR DS	19660800000BV	9830400000BV
21	OKFLIP INDIA BRAND AMBASSADOR	39321600000BV	19660800000BV

TABLE – C-1

Required Fresh SP in every month to qualify in AMBASSADOR CLUB LEADERSHIP COMMISSION

Fresh Sales Business Volume in S.I.O

Fresh Sales Business Volume in S.B.O

Ambassador DS	= 35.00 %	50000 BV	50000 BV
OKFLIP CROWN DS	= 22.50 %	75000 BV	75000 BV
Royal Ambassador DS	= 22.50 %	100000 BV	100000 BV
Crown Ambassador DS	= 18.50 %	115000 BV	115000 BV
Star venus Ambassador	= 18.20 %	130000 BV	130000 BV
Royal Brand Ambassador	= 16.50 %	150000 BV	150000 BV
Okflip india Ambassador	= 32.20 %	200000 BV	200000 BV

KINDLY NOTE THAT

1. In this type of sales commission, company shall distribute Rs.7 for 100SBV out of the specified Rs. 98/-.
2. 15th Rank to 21th Ambassador Club Leadership Commission shall be calculated on monthly basis on fresh S.B.V and distributed on the basis of company monthly sales point turnover up to maximum prescribed limit in partly basis as above specified... % of Rs 7/- till the realization of the maximum prescribed limit.
3. To consider the Category to receive Ambassador club leadership commission shall be calculated on the basis of the performance in sales achievement as per above table-C.
4. To maintain & get such sales commission on regular basis you have to make repurchase of 4500 SP per month.
5. Direct Seller shall have the right to receive Ambassador Club Leadership Commission when direct seller maintain Minimum sales criteria as fresh sales in both S.I.O & S.B.O as indicated in Table C-1 on month to month basis.
6. If anyone has missed/skipped this this fresh SBV criteria during the month then his/her maximum prescribed limit shall be reduced by his/her that month percentage.
7. The above Ambassador club Leadership Commission would be calculated on the fresh S.B.V on monthly basis i.e. at the end of each month.
8. The company shall provide maximum Ambassador Club Leadership Commission as hereunder prescribed limit

SR.N.	CATEGORY	Maximum Ambassador Club Leadership Commission
1.	AMBASSADOR DS	35.00 % Ambassador Club Leadership Commission as calculated above or up to maximum prescribed limit of Rs.15800000/- whichever is lower. And Trip to Mauritius tour with family.
2.	OKFLIP CROWN DS	22.50 % Ambassador Club Leadership Commission as calculated above or up to maximum prescribed limit of Rs. 31200000/- Whichever is lower. And Trip to Maldives tour with family.
3.	ROYAL AMBASSADOR DS	22.50 % Ambassador Club Leadership Commission as calculated above or up to maximum prescribed limit of Rs.77200000/- whichever is lower. And Trip to Paris tour with family.
4.	CROWN AMBASSADOR DS	18.50 % Ambassador Club Leadership Commission as calculated above or up to maximum prescribed limit of Rs. 175000000/- whichever is lower. And Trip to USA tour with family
5.	STAR VENUS AMBASSADOR DS	18.20 % Ambassador Club Leadership Commission as calculated above or up to maximum prescribed limit of Rs.350000000/- whichever is lower. And Trip to Canada tour with family.
6.	ROYAL BRAND AMBASSADOR	16.50 % Ambassador Club Leadership Commission as calculated above or up to maximum prescribed limit of Rs.1100000000/- whichever is lower. And Trip to Australia tour with family.
7.	OKFLIP INDIA BRAND AMBASSADOR	32.50 % Ambassador Club Leadership Commission as calculated above or up to maximum prescribed limit of Rs.4000000000/- whichever is lower. And Trip to World tour with family

FORMULA OF CALCULATION FOR AMBASSADOR CLUB LEADERSHIP COMMISSION

Suppose,

1 st Month Total S.B.V Turnover of Company = 2000000 SBV

Distribution @ Rs. 7 per S.B.V = $Rs.7 \times 2000000$ SBV = Rs.14000000 /-

(Will be distributed as per % Rank wise)

For Ambassador, Total Achiever in 1 Month = 1 (A)

Fund for Distribution = $Rs.14000000 \times \frac{35}{100}$ = Rs. 49,00,000 /-

MSCR = Rs.49,00,000 = Rs. 49,00,000 /- (Will be distributed to A in 1st Month)

2 nd Month Total S.B.V Turnover of Company = 2000000 SBV

Distribution Rs.7 per S.B.V = $Rs.7 \times 2000000$ SBV = Rs.14000000 /- (Will be distributed as per % Rank wise)

For Ambassador, Total Achievers from last month = 1 (A) + New Achiever 1(B)

Fund for Distribution = $\frac{Rs.14000000 \times 35}{100}$ = Rs.49,00,000/-

MSCR = Rs.49,00,000 = Rs.25,00,500 /- (Will be distributed to A & B in 2nd Month)

3 rd Month Total S.B.V Turnover of Company = 2000000 SBV

Distribution @ Rs.7 per S.B.V = $Rs.7 \times 2000000$ SBV = Rs. 14000000 /-

(Will be distributed as per % Rank wise)

TABLE FOR DISTRIBUTION (In Rupees

Achievers	1st Month	2nd Month	3rd Month	Maximum Limit	%
A	4900000	2500500	2000333	15800000	35.00%
B		2500500	2000333	15800000	35.00%
C			2000333	15800000	35.00%

(Ambassador Club Leadership Commission distribution shall be in partly basis up to maximum prescribed limit as per company Fresh Sales point turnover)

E. Repurchase Commission on sales

The company shall provide another sales commission in form of **Repurchase Commission on sales** on sales made during the period as below -

Bronze DS to TOPAZ DS (1 to 5 Category)	= 500 RSBV EVERY MONTH
RUBY DS to DIAMOND DS (6 to 9 Category)	= 1500 RSP EVERY MONTH
BLUE DIAMOND DS to Brand Ambassador DS (10 to 21 Category	= 4500 RSP EVERY MONTH

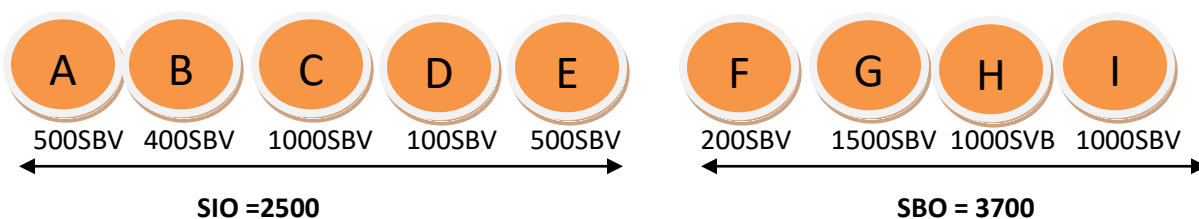
Kindly Note that –

1. Repurchases commission on sales shall be given additionally i.e apart of Rs. 98/- as mentioned above.
2. Repurchases commission on sales is the tool of sales promotion to maintain the Category status or earn sales commission on regular basis.
3. The calculation for the Repurchases commission shall be on weekly basis.
4. For Retail profit company shall distribute Rs.10/- for 100 RSBV on self repurchase.
5. For repurchase commission, company shall distribute Rs.60 for 100RSBV from each 10000 RSBV repurchase of company..
6. You Should activate your direct seller id every month according to your Direct Seller Category.

A. RETAIL PROFIT (based on self repurchase)

1. You will get 10% retail profit on self repurchase R.S.B.V.

B. REPURCHASE COMMISSION



EQUIVALENT REPURCHASE S.B.V

P EQUIVALENT R.S.B.V= 2500,

NON EQUIVALENT BALANCE R.S.B.V

S.I.O = 0 RSBV

S.B.O = 1200 RSBV

Total S.I.O Repurchase Sales Business Volume = 2500 RSBV

Total S.B.O Repurchase Sales Business Volume = 4100 RSBV

FORMULA FOR CALCULATION

Repurchase Commission Rate= $\frac{\text{Total Repurchase S.B.V Of Company in that week} \times \text{Rs. } 60}{\text{Total equivalent R.S.B.V of company in that week}}$

- Total R.S.B.V of Company means = Total repurchase Sales Business Volume in respect of overall turnover of the company in that week.
- Total equivalent R.S.B.V of Direct seller means = Similar repurchase Sales Business Volume in own corresponding sales organization of company Direct Seller in that week.

FOR Example :

From Above mentioned Diagram :- **Equivalent R.S.B.V = 2500**

i.e , 2500 RSP x (RCR) Repurchase Commission rate is your Repurchase Commission.

I. Total Repurchase R.S.B.V. in this week = 2000000 RSBV

Company Distribute Repurchase Commission for 1 RSBV = Rs. 64/-

Now, 2000000 RSBV × Rs.64 = Rs. 12,80,00,000 /-

Total equivalent R.S.B.V. of company in that week = 8,0000

Now, = RS. $\frac{12,80,00,000}{80,000 \text{ RSBV}}$ = Rs.1600/-

Now, Max Capping of 100 RSBV = 16 Rs.

Max Capping of 10000 RSBV = 1600 Rs.

R.C.R, $\text{Rs.} \frac{1600}{10000} = \text{Rs.} 0.16/-$ (Repurchase Commission Rate per R.S.B.V)

Your Repurchase Commission is :- $2500(\text{ equivalent R.S.B.V }) \times \text{Rs.} 0.16 (\text{ R.C.R }) = 400/-$

Now, Suppose Equivalent R.S.B.V in another week = 10000 RSBV

II. Total Repurchase R.S.B.V in this week = 2000000 RSBV

Company Distribute Repurchase Commission for 100 RSBV = Rs. 64/-

Now, $200000 \text{ RSBV} \times \text{Rs.} 64 = \text{Rs.} 12,80,00,000 /-$

Total equivalent R.S.B.V of company in that week =

Now, $= \text{Rs.} \frac{12,80,00,000}{75000 \text{ SBV}} = \text{Rs.} 1706 /-$

Now, Max Capping of 100 RSBV = 16 Rs.

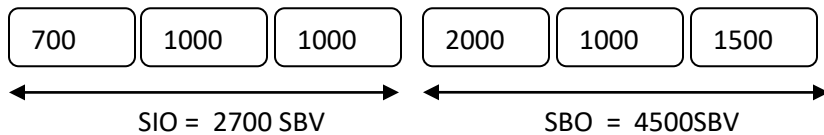
Max Capping of 10000 RSBV = 1600 Rs

R.C.R, $\text{Rs.} 1600 = \text{Rs.} 0.16/-$ (Repurchase Commission Rate per R.S.B.V)

Your Repurchase Commission is :- $100 (\text{ equivalent R.S.B.V }) \times \text{Rs.} 0.16 (\text{ R.C.R }) = 1600 /-$

Minimum Payout = 400 Rs.

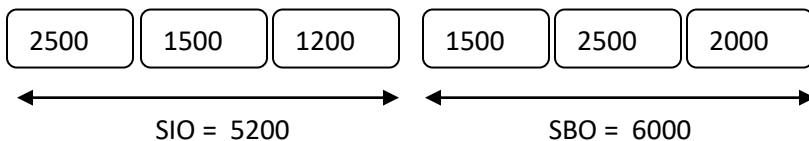
Maximum Cap of 10000 R.S.B.V Equivalent = 1600 Rs.



Your Repurchase Commission is : RSBV
 $2500 \times \text{Rs.} 0.16 = \text{Rs.} 400/-$

Equivalent R.S.B.V= 2500 , Non Equivalent Balance = S.I.O = 200 RSBV

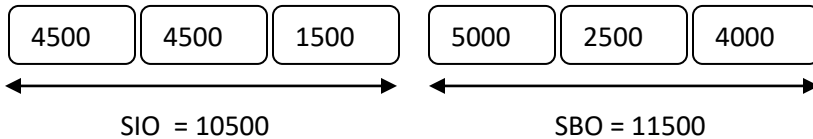
S.B.O = 2000 RSBV



Your Repurchase Commission is : RSBV
 $5000 \times \text{Rs.} 0.16 = \text{Rs.} 800/-$

Equivalent R.S.B.V = 5000 SBV , Non Equivalent Balance = S.I.O = 200 RSBV

S.B.O = 1000 RSBV



Your Repurchase Commission is : RSBV
 $10000 \times \text{Rs.}16 = \text{Rs.}1600/-$

Equivalent R.S.B.V = 10000 , Non Equivalent Balance = S.I.O = 500 RSBV

S.B.O = 1500 RSBV

REPURCHASE CAPPING

Capping is the tool to provide the balance or equality in respect of the sales commission among the Direct sellers and provide the sales commission at the bottom level of the Direct sellers. But, In this context the company shall provide Repurchase commission as per above mentioned but repurchase commission shall be subjected to the maximum Capping of Rs.3,00,000/- to every direct seller. Category Who has minimum initi

Category	Who has minimum initial SBV (Sales Business Volume) through self purchase	Maximum weekly capping in respect of the repurchase sales commission (In Rs.) Shall be subjected to Every Direct Seller.
WELCOME INDIA	2500 SBV	Rs. 3,00,000 /- Maximum Limit .
SMART INDIA	5000 SBV	Rs. 3,00,000 /- Maximum Limit
STARTUP INDIA	10000 SBV	Rs. 3,00,000 /- Maximum Limit

Minimum Payout will be Paid Rs.500/- for Sales Commission & Rs.400/- for Repurchase commission.
Weekly sales commission closing (Wednesday), Payment in 15 Days after weekly closing.

Deduction - TDS according to government norms.
5% Data Maintenance Charges.

TERMS & CONDITIONS

1. That the Above mentioned % of Overall S.B.V / R.S.B.V commission will be given on Weekly / monthly basis from company which will be decided on the Sales Incentive and SBV Turnover of company as per above mentioned calculations.
2. That this Amount is not Fixed, Guaranteed or Secured to the direct sellers in any aspect. It is exclusively, wholly & completely depend on the every month/week turnover or performance of company Sales Business Volume in proportion to the achieved sales target by direct sellers.
3. Repurchase Commission depends on performance & Sales turnover of the company & Status holder.