

ABC Success Plan Guidelines –

for monthly income

	Rand amount	Discount Off-Invoice	Additional Discount paid into Consultant Bank Account	Discountables included	Online Shop Sales	Variable Discountables (off-Invoice discount between 1-10%) count towards level but no additional discount is received
Personal Sales Sliding Scale * From 1st of month until published cut-off dates for sales figure.	R 80 000+	20%	23%	✓	✓	✓
	R 55 600 - R 79 999	20%	20%	✓	✓	✓
	R 36 000 - R 55 599	20%	15%	✓	✓	✓
	R 16 600 - R 35 599	20%	12%	✓	✓	✓
	R 9 600 - R 16 599	20%	10%	✓	✓	✓
	R 5 600 - R 9 599	20%	8%	✓	✓	✓
	R 4 000 - R 5 599	20%	5%	✓	✓	✓
	R 1 700 - R 3 999	20%	2.5%	✓	✓	✓
	R 0 - R 1 699	20%		✓	✓	✓
Fast Start Programme Month 1 - 4 (FREE gift per order value) * Calendar months * Opportunity to buy any / all of the Starter Packs (one of each)	Order value * R 500 = Rooibos & Ginger Tea * R 1 000 = Rooibos Skin Moisturiser * R 1 500 = Miracle Tissue Oil Body Wash * R 2 000 = Essense Sensi Crème * R 2 500 = Resque Mist * R 3 000 = Essense Miracle Tissue Oil	20%	Receive gift with every order placed (except on 1st order if 1st order included a Starter Pack)	✓	x	✓
Fast Start Programme Months 5 - 7 * Calendar months (ends on the last day of the month according to cut-off times for monthly sales figures). * Accumulative orders throughout the month	R 4 500 Month 5 = R 800 gift	20%	According to Personal Sales Sliding Scale	✓	✓	✓
	R 4 500 Month 6 = R 1 600 gift Total sales of months 5 & 6 should be R 9 000 to qualify for gift	20%	According to Personal Sales Sliding Scale	✓	✓	✓
	R 4 500 Month 7 = R 2 300 gift Total sales of months 5, 6 and 7 should be R 13 500 to qualify for gift	20%	According to Personal Sales Sliding Scale	✓	✓	✓
Additional Discount Qualified (ADQ) Personal Sales INCLUDES Online Shop sales, counts towards being ADQ to earn Team Building / Group / Generation Discount	Including Recruitment: Personal Sales R1200 + Depending on the title requirement + From S1: Level 1 Consultant 1+ over 3 months rolling depending on the title requirement Excluding Recruitment: Personal Sales R1200 + Depending on the title requirement		Personal Sales Total	✓	✓	✓
Minimum Order	No minimum	20%				
DELIVERY : SA						
FREE Delivery	Order of R6000 plus			✓	✓	✓
Delivery to Main & Regional Centres	R 79 = orders less than R 6 000			✓	✓	✓
Delivery to PEP/PostNet	R 66 = orders less than R 6 000			✓	✓	✓
DELIVERY : Namibia						
FREE Delivery	Order of R 6000 plus			✓	✓	✓
Delivery in Windhoek	R 58 = orders less than R 6 000			✓	✓	✓
Delivery to Namibia (outside Windhoek)	R 126 = orders less than R 6 000			✓	✓	✓
Active Leg	R 1 200 over 3 months Rolling			✓	✓	✓