

SAMATVA

SALES INCENTIVE PLAN

BUILD ETHICALLY, EARN ABUNDANTLY!

HOW TO GET STARTED

ASSESS

- Get to know about Samatva and the Direct Selling industry.

ON-BOARD

- Buy & use the products/services and gain personal experience

INDUCTION

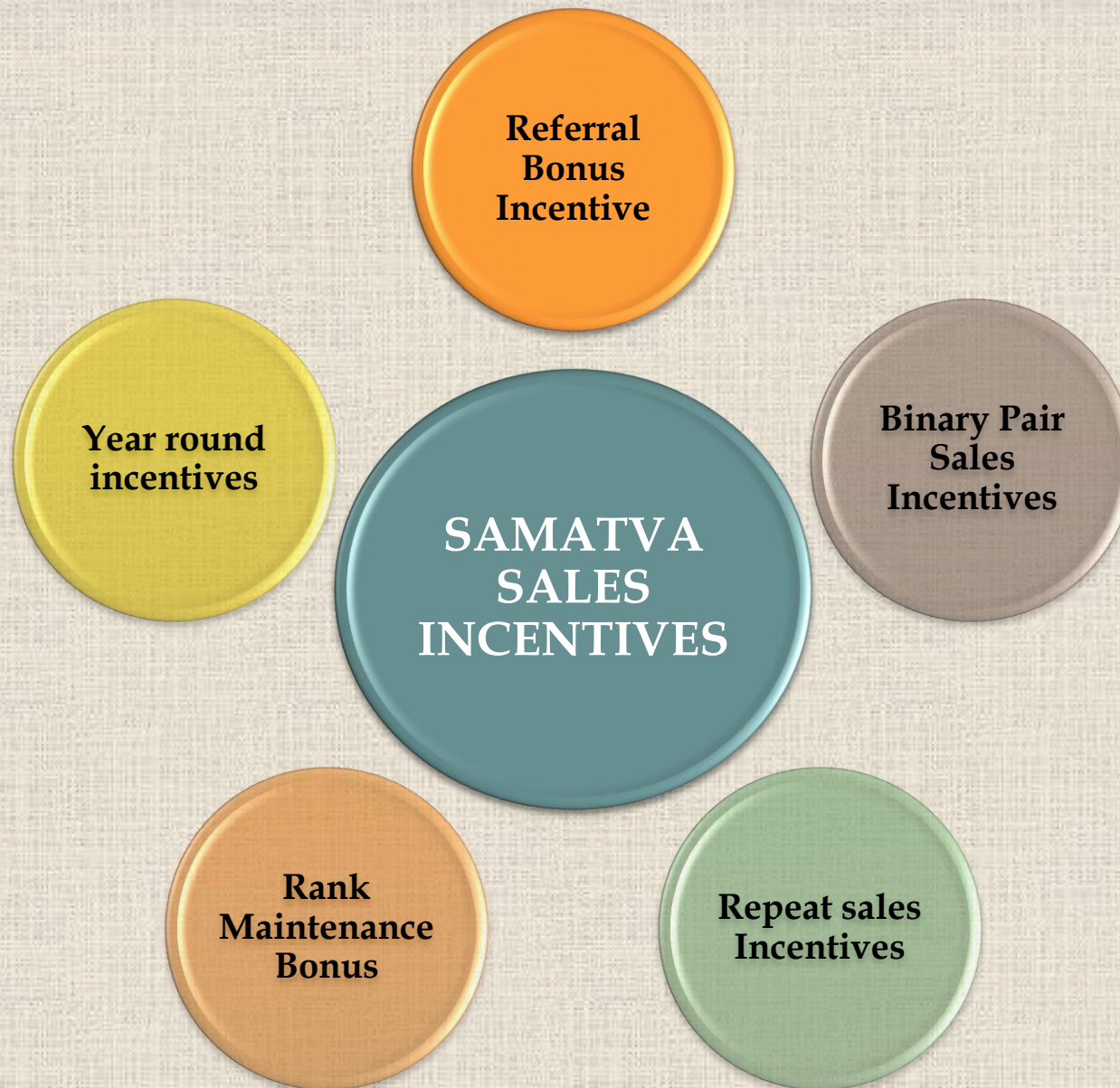
- Get inducted and trained by Samatva professionals. Sell the products and start earning.

ADVANCE

- Achieve rank advancements and maintenance requirements to increase your earning potential.

MAXIMIZE

- Help your downlines advance in rank and earnings to maximize your income.



REFERRAL BONUS INCENTIVE

- A Referral Bonus Incentive is paid to a Distributor when one of his/her personally sponsored Distributor does his/her first purchase from the Samatva portal.
- A Referral Bonus Incentive is also paid to a Distributor for every product that he/she personally and successfully promoted to another person who thus purchases it as a Retail Customer from the Company.
- The Referral bonus is calculated on the total invoice generated by the Sponsored Distributor which can consist of one or more products. The total Referral bonus paid will be the sum of Referral Bonus Incentives of each individual product purchased in that invoice.
- The Referral bonus incentive can be earned irrespective of if the Sponsor Distributor's BC is either Qualified or Activated.

REGISTRATION

- An individual needs to register as a Samatva Distributor or customer before they make a purchase from the portal.
- Registration can be done either from the main page or during checking out the products from your shopping cart.
- To register as a distributor, it is mandatory that the individual needs to provide the Sponsor ID.
- Samatva does not charge any fees for registration as a Distributor/Customer.
- After successful registration, a Samatva distributor needs to make a purchase for self to Qualify Business Centre (BC) and be eligible to earn from the sales incentive plans. The purchase can either be a Binary plan Qualifying purchase or a Repeat plan activation purchase.

BINARY PLAN

- A Samatva Distributor's Business Centre(BC) is qualified by the purchase of a 100BV product from the portal.
- The Distributor can further earn handsome income from the retail sales of the qualifying product to two or more of his retail customers from the portal.
- The Samatva distributor can further recruit and train more distributors as downlines to build a sales team towards the sales of products/services from the portal.
- Every 300BV matching on the Left volume and Right volume of his BC, through the sale of the qualifying products generates a Binary Pair incentive.
- Based on the Rank qualified for the sales month, the distributor is compensated for every Binary Pair.

BINARY PLAN

BINARY PAIR SALES INCENTIVE: Every 300BV matching on either sides of the Samatva Distributor BC constitutes to a BINARY PAIR.

Rank	DISTRIBUTOR	BRONZE	SILVER	GOLD
Payout per STEP	INR 6,000	INR 7,000	INR 8,000	INR 10,000
Maximum steps per week per Business Centre (BC)	6	7	9	10

REPEAT POINTS PLAN

REPEAT SALES INCENTIVES are earned through Repeat Points (RPs) that a Samatva distributor receives upon purchasing the repeat products for personal consumption or selling products to downlines up to 10 levels below their line of sponsorship.

There are three ways to earn RPs:

1. Personal purchase(s).
2. Product sales to downlines within the Distributor's sales team.
3. Product sales to consumers or Retail Customers

Maintenance: A distributor must maintain RPs every month either from retail sales or personal purchases of any repeat product to earn Repeat Sales Incentives.

REPEAT POINTS PLAN

REPEAT SALES INCENTIVES are cash converted from the RPs earned by a distributor from his/her downlines up to 10 levels.

Rank	DISTRIBUTOR	BRONZE	SILVER	GOLD
RSI pay levels	7 levels	8 levels	9 levels	10 levels

- RPs are automatically converted into cash on a monthly basis.
- **1,000 RPs = INR 2,200**
- You must maintain at least 25 Personal RPs to earn Repeat Sales Incentive

Rank Advancement & Maintenance

A Samatva Distributor can rise through ranks to achieve higher levels of income and recognition.

The rank advancement and maintenance happens on a Monthly basis.



There are few simple criteria that needs to be achieved monthly to advance or maintain a particular rank for that month.

Rank Advancement & Maintenance



- *Optional:* Get **QUALIFIED** in the Binary Pair Sales Incentive plan by buying and using product(s) with at least 100BV.
- *Optional:* Need to achieve monthly 25 Personal RPs to be eligible to earn Repeat Sales Incentives.
- Attend Samatva trainings focusing on:
 - Induction
 - Sales Incentives plan
 - Principles and Practices
 - Code of Ethics
 - Products & Services

A newly registered Distributor is by default in the Distributor Rank and this is the base rank he/she can be demoted to.

Rank Advancement & Maintenance



- Must have achieved Distributor Rank with a Qualified BC.
- Train your new directly acquired Distributors regarding the company, sales incentive plan, P&P and Code of Ethics and achieve:
 - *2 Qualified Directs with 100 BV purchase each*

TIP:

Support, lead and train your sales team to become professional distributors. Their success is your success.

Rank Advancement & Maintenance



- Must have achieved the **Bronze rank**.
- Have at least **25 Personal RPs** from personal purchase or retail sale.
- Have at least **100 Direct BV** personal purchase or from product sales to retail customers or Direct Referral Distributors.
- Achieve at least **300 Group RPs** from product sales to downlines within your line of sponsorship.
- Must have earned at least **7 steps**.

TIP:

Mentor your sales team to become professional distributors and help them advance in their ranks as well.

Rank Advancement & Maintenance



- Must have achieved the **Silver Rank** before.
- Have at least **25 Personal RPs** from personal purchase or retail sales.
- Have at least **100 Direct BV** personal purchase or from product sales to retail customers or Direct Referral distributors.
- Achieve at least **800 Group RPs** from product sales to downlines within your line of sponsorship.
- Must have earned at least **15 steps**.

TIP:

Mentor your leaders to show business presentations and grow together.

BONUS AND INCENTIVES

RANK MAINTENANCE BONUS

Distributors who have achieved and maintained the **GOLD RANK** for six (6) consecutive months receive ***Rank Maintenance bonuses!***

YEAR-ROUND INCENTIVES

Samatva launches special **product and incentive promotions** to support and encourage distributors in their businesses by allowing them to ***earn more rewards and sales incentives!***

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