



# MARKETING/COMPENSATION PLAN

<p>Courtesy <a href="http://www.swissgardedistributor.com">www.swissgardedistributor.com</a></p>					5 ★	
					4 ★	
				3 ★	10% on 3 *	20% on 3 *
			2 ★	5% on 2 *	15% on 2 *	25% on 2 *
		1 ★	5% on 1 *	10% on 1 *	20% on 1 *	30% on 1 *
Product Discounts	30%	33.57%	37%	44%	51%	
	Joining Fee	WTO:	WTO:	WTO:	WTO:	
Move-Up Requirements	R80 (N1760) Registration fee + any 1 product, minimum	R5,500 (N127,050) Over 3 Rolling Months	R12,000 (N277,200) Over 3 Rolling Months	R26,000 (N600,600) Over 3 Rolling Months	R60,000 (N1,386,000) Over 3 Rolling Months	

# THE MARKETING PLAN EXPLAINED

In Swissgarde, we have 5 levels of growth (from 1 Star level to 5 Star level), the different criteria for attaining each level and the benefits attached to each level.



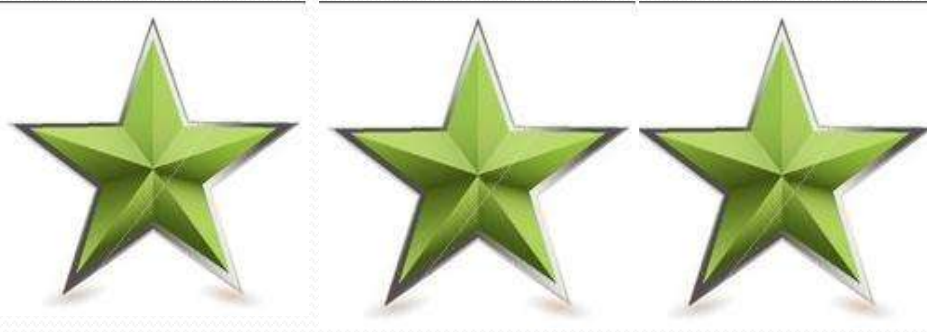
- **The first level is the 1 star level;** this is level that a new distributor begins after a **registration of N1760 + the purchase of at least one product** of his/her choice . At this level you only earn profits from sales (**but no commissions**). You purchase products at a 30% discount from the company and resell to your customers and make your profit.
- (**The average profit margin on each product for a 1 star distributor is N1000**)

# THE NEXT LEVEL IS THE 2 STAR LEVEL



- To qualify for this level, the purchases of a 1 Star distributor alone or the (WTO) total sum of purchases made by the 1 Star distributor and his new recruits must be up to 5500 South African Rands / N121,000 (+ 5% Vat = N127,050) in 3 rolling months (3 consecutive months). That qualifies you to move to the 2 Star level. The benefits for the 2 Star level are: (i) you buy cheaper at a 33.5% discount and make more profits , (ii) you earn 5 % commission on the purchases of the 1 Star recruits (downlines) that you personally registered.

# THE NEXT LEVEL IS THE 3 STAR LEVEL



To qualify for this level the 2 Star distributor and his/her downlines have made a total purchase of 12,000 South African Rands / N264,000 (+ 5% VAT = N277,200) within a maximum of 3 consecutive months. The benefits of the 3 Star level are :

- (i) You'll buy from the company at 37% discount (cheaper than the 2 Star distributor ) and resell with a bigger profit margin,
- (ii) You earn a 5% commission on all the purchases of the 2 Star distributors you personally recruited (and their team purchase) and 10% commission on the purchases of all the 1 Star distributors you personally recruited (and their team purchase).

# THE NEXT LEVEL IS THE 4 STAR LEVEL



- To qualify , the 3 Star distributor's WTO should be minimum total of R26,000 (N572,000) within 3 consecutive months(+5% Vat = N600,600). **Please Note that not more than 75% of the total purchase should come from one of your legs (leg means a downline and their team team).**
- **The benefits at this level are :** (i) You buy cheaper at a 44% discount (ii) You earn 10% commission on the WTO 3 Star distributors personally recruited by you and their team purchase(iii) 15% commission on the purchases of your personally recruited 2 Star distributors and their team purchase(iv) 20% commission on the purchases of your personally recruited 1 Star distributors and their team purchase.
- **Please Note:** To qualify monthly Volume Discounts (commissions) , 4 Star distributors should have (i) made a personal purchase of R1,400 (N30,800+ 5% Vat = N32,340) or (ii) registered 2 new recruits with minimum purchase of R550 (N12,100 + 5% Vat = N12,705) within the month or (iii) have a total WTO of R8800 (+ 5% Vat= N203,280) of which at least R650 (+ 5% Vat = N15,015 ) must be the 4 star's personal purchase.



# THE NEXT LEVEL IS THE 5 STAR LEVEL



- To qualify for this level, the 4 Star distributor and his/her team must have a minimum WTO of 60,000 South African Rands (N1,320,000) within 3 consecutive months(+5% Vat = N1,386,000). **Please Note** Not more than 65% of the teams total purchase should come from one leg (downline's team).
- **The benefits at this level are :** (i) You buy cheaper than a 5 Star distributor at a discount of 51% discount (ii) You earn 10% Volume Discounts (commissions) on the purchases of your 4 Star distributors personally recruited by you (iii) 20% commission on the purchases of your 3 Star distributors personally recruited by you (iv) 25% commission on the purchases of your 2 Star distributors personally recruited by you. (v) 30% commission on the purchases of your 1 Star distributors.
- **Please Note:** To qualify for monthly Volume Discounts (commissions) at this level, it is required that the 5 Star distributor should have (i) made a personal purchase of 2,600 South African Rands (N57,200+ 5% Vat = N60,060) or (ii) registered 4 new recruits with a minimum purchase of 550 each (N12,100 + 5% Vat = N12,705) within the month or (iii) had a total team purchase(WTO) of 20,000 Rands (+ 5% Vat= N46,200) of which a least R850( +5% Vat = N19,635) is the Star 5 distributor's personal purchase.

## • THE EXECUTIVE 5 STAR

When a 5 Star distributor has downline that rises to the 5 Star level, The 5 Star distributor is now considered an Executive 5 Star distributor. And will begin to earn commissions in form of Royalties from the efforts of the 5 Star downline.

Executive 5 Stars may qualify for royalties on their team of 5 Stars by achieving the following monthly turnover (WTO):

- To Qualify for the first Generation 20,000 Rands WTO
- To Qualify for the first Generation 24,000 Rands WTO
- To Qualify for the first Generation 30,000 Rands WTO
- To Qualify for the first Generation 38,000 Rands WTO
- To Qualify for the first Generation 45,000 Rands WTO

The above are monthly turnover/WTO of which 850 Rands must be personal sales.

Please Note: Executive 5 Stars may not qualify for royalties by recruiting or personal sales - they must achieve the required WTO (of which at least 850 Rands is personal sales)

- **NOTE:** There is no minimum level of **personal** purchases required for one to qualify for commissions at the 2 Star and 3 Star levels. Minimum level of **personal** purchases only applies to those on the 4 Star and 5 star distributors.
- Distributors can only to move one star rating per month.