



ANNIQUE OVERSEAS COMPETITION

CHILE / PERU 2025

Guidelines Document – FINAL

1 March 2023

One of Annique's 7 KEY DRIVERS of the business is Rewards, Recognition and Incentives. As part of this yearly programme is an Overseas Incentive Trip. Travelling overseas and exploring another country with the top Annique Sales leaders is an experience of a lifetime. You will have lots of FUN, LAUGHTER, STORIES TO TELL and best of all you will rub shoulders with the BEST OF THE BEST, your fellow Annique travellers as they will share their business successes, give tips on how to manage, motivate and engage with team members, grow their business and many more.

If you want to join us on this lifetime experience to Chile and Peru start setting those goals, work with your team, work with a strategy and embark with us on the magnificent Norwegian Sun cruise ship. We will set off cruising from San Antonio and do 10 ports of calls where will end in Lima Peru. As they say Chile has :

- Incredible diverse landscapes, from icy glaciers, arid deserts, tranquil lakes and beautiful long pacific coasts and beaches, to rugged mountains, dense rainforests and emerald fjords
- The Atacama Desert, the driest place on earth
- A picturesque 6500 km coastline – the longest in the world.
- Abundant and diverse wildlife
- An adventure enthusiast's playground, with skiing, trekking, rafting, fly-fishing, horseback riding, scuba diving, surfing and birdwatching
- Vibrant, hospitable cultures displaying age-old customs and traditional attire
- International cuisine paired with world-class Chilean wines
- The mystery and intrigue of Easter Island, a remote volcanic island in the middle of the Pacific Ocean
- The cruise ship has all the luxury there is to offer. See the March 2023 Replique for more information.





NEED TO KNOW INFORMATION

1. Competition Period:

1 March 2023 – 31 August 2024 (18 months)

2. Downline Rand-amount Sales Target

First-time qualifier = R 2 800 000 for the period of 18 months

Previously qualifiers = Individual Rand-amount Sales target will be given

3. Business Growth Target (Recruitment) – First-time Qualifiers & Previously Qualified Consultants

Grow the number of Consultants in your:

- Level 1 – 35 net growth

4. Full qualification criteria

- FIRST-TIME QUALIFIERS

- Achieve the R 2 800 000 in R-sales target
- Period for achieving your net Level 1 growth of 35 : 1 March 2023 – 31 May 2024 (15 months)
- Retain your level 1 net till 31 August 2024
- Achieve Manager status and maintain for the last 3 months of the competition (June / July / August).
- Reactivated consultants will not count towards the number of Level 1's for your business growth.

- PREVIOUSLY QUALIFIED CONSULTANTS

- Achieve the personalised R-sales Downline target. The target will be based on a percentage growth on the previous 18 months.
- Period for achieving your net Level 1 growth of 35 : 1 March 2023 – 31 May 2024 (15 months)
- Retain your level 1 net till 31 August 2024
- Achieve Manager or above title in May 2024 and maintain the PIN-title for the last 3 months of the competition (June / July / August).
- Reactivated consultants will not count towards the number of Level 1's for your business growth.

Definition of net Level 1 growth

Level	Definition	Level 1 Target
Level 1	<p>Target : Net growth of Level 1 consultants Period : 1 March 2023 – 31 May 2024 New consultants after 31 May 2024 will not count towards your Level 1 target achievement. The sales of the new Level 1 recruits after 31 May will count.</p> <p>Definition of net growth : Current Level 1 Consultants as on 1 March 2023 PLUS New Level 1 Consultants register from 1 March 2023 – 31 May 2024 MINUS Deactivations of level 1 (Period 1 March 2023 – 31 August 2024) = NET of 35 (As on 31 May 2024 – must stay on 35 or more until 31 August 2024 when competition ends.</p>	35

Example of calculations – Net Level 1

	Example		Target
A	TARGET for net LEVEL 1	35	
B	Opening balance of Level 1 consultants in your current business as on 1 March 2024. <i>(The number used is just an example for calculation purposes.)</i>	25	
C	Total net target for the end of the Competition (A+B) <i>This target must be achieved by the 31st of May 2024 and retain for June / July & August 2024.</i>		60
Example of calculations			
D	Starting number of Level 1 Consultants (1 March 2023) – As showed in B		25
E	New Level 1 Consultants registered in the period		35
F	Deactivations at the end of May 2024 (Can be old or new Level 1's)		-5
Achievement			End result
G	Total achieved : D + E - F		55

In this example **you did not achieve** your Level 1 business growth requirements, therefore you do not qualify for the incentive tour.

The reason:

1. Your total target was 60 for Level 1.
2. Your end result was 55 (E + F – G).

EXAMPLE 2

	Example		Target
A	TARGET for net LEVEL 1	35	
B	Opening balance of Level 1 consultants in your current business as on 1 March 2024. <i>(The number used is just an example for calculation purposes)</i>	100	
C	Total net target for the end of the Competition (A+B) <i>This target must be achieved by the 31st of May and retain for June / July & August 2024.</i>		135
Example of calculations			End result
D	Starting number of Level 1 Consultants (1 March 2023) – As showed in B	100	
E	New Level 1 Consultants registered in the period	55	
F	Deactivations at the end of May 2024 (Can be old or new Level 1's)	-15	
Achievement			
G	Total achieved : D + E - F		140

You did achieve your business growth target and therefore qualify for that part of the competition.

The reason:

1. Your target for Level 1 was 135. You ended on 140

Monthly Reports

Your tracking report will be updated daily and is available on the Annique Store indicating your progress as follows:

1. Downline monthly sales (RSP) of 2023 - 2024
2. Downline monthly (RSP) sales progress versus target
3. Business growth information on:
 - Level 1 : Monthly new Level 1 consultants minus deactivations.
4. PIN-Title

Side volume

If a Sponsor has a Consultant in his/her team contribute more than 70% of the Sponsor's RSP sales volume, then the Consultant, not the Sponsor, will qualify for the overseas trip. The sales made by all other Consultants in the Sponsor's group are called his/her 'side volume'. The Sponsor's goal is to ensure that these 'side volume' sales are always more than 30% of the total downline sales.

For example:

If two Consultants (Consultant A and B), who could qualify for the overseas trip, are in the same team, the sales contributed by Consultant B with a lower sales figure will be subtracted from the top Consultant A's sales figure and the difference will be evaluated. If Consultant B contributes 70% or more to top Consultant A's total, then Consultant B will qualify to join the tour instead of the top Consultant.

E.g.: The application of the 70% rule

The leader of the team is Mary who has three team members in one of the legs of her group (call them Leg 1). The team's sales are as follows:

Levels	Member	Total Downline Sales	Leg 1 Sales	Sales of other legs
1	Mary	R12 million	R7 million	R5 million
2	Cindy	R7 million	R6 million	R1 million
3	Linda	R6 million	R5 million	R1 million
4	Anna	R5 million	R5 million	R0

1. Anna in Level 4's contribution to Linda in Level 3's sales is R5 million out of Linda's R6 million, i.e.: 83.3%.
2. Linda in Level 3's contribution to Cindy in Level 2's sales is R6 million out of Cindy's R7 million, i.e.: 85.7%.
3. Cindy in Level 2's contribution to Mary in Level 1's sales is R7 million out of Mary's R12 million, i.e.: 58.33%.

The 70% rule then applies as follows:

- Linda **falls out** because Anna contributed **83.3%** to her sales.
- Cindy also **falls out** because Linda contributed **85.7%** of her sales.
- Anna is thus directly below Mary with R5 million of the R12 million sales made by Mary, i.e.: **41.66%**.
- Mary thus qualifies because Anna does not contribute more than 70% of Mary's sales.
- Mary and Anna therefore qualify to join the overseas trip.
- Linda and Cindy do not qualify to join the overseas trip.

General rules

- **First-time qualifiers:**
 - If a Consultant exceeded the **R2 800 000** sales figure targets, but **did not reach** the net Level 1 business growth target of 35, the Consultant will not qualify for the Chile tour.
 - If a Consultant who do not achieve the minimum sales target of **R2 800 000 and the net Level 1 business growth targets** will **not** be able to pay in partly for the tour to.
- **Previously Qualified Consultants receiving targets from Home Office:** If a Consultant reaches his/her sales target, but did not reach the minimum Level 1 business growth target of 35 net, the Consultant will not qualify for the Chile tour.
- **Outstanding money:** Any Consultant who has outstanding debts or any disciplinary issues against him/her cannot qualify.
- **Level 1:** A Consultant will only count as a new consultant when the registration process is finalised on the Annique Store and the first order has been placed with payment.
- **Paying in:** The final value of the tour cannot be confirmed so long in advance as we will be travelling in January / February 2025. We will confirm the value of the tour on a later stage.

- **We will make an exception for previously qualified Consultants if:**
A previously qualified Consultant achieved 95% or more on the sales target and 100% on Level 1 net target plus the Manager status for the last 3 months he/she **may be offered the opportunity** to pay in a portion of the travel costs.
- The 95% is calculated on your downline sales (RSP) achieved in the period from 1 March 2023 to 31 August 2024. The discretion of the calculation lies with the company.
- **Pocket money:** You may qualify for pocket money based on the percentage by which you exceed your Rand sales target. To pay pocket money will be at the discretion of the management of Annique. A maximum of R 5 000 pocket money will be paid. Condition of payment: Only if you exceed your sales target and achieved your level 1 net growth target.
- **Costs for the Consultant's own account** and not payable by Annique Home Office:
 - Local flights;
 - Visa requirements where applicable;
 - Airport taxes;
 - Any additional excursions;
 - Extended tours;
 - Additional accommodation; and
 - Single accommodation: all accommodation fees are calculated on a shared basis. Single accommodation subsidies are for the Consultant's own account.
- **Carrying over of tour to the next year:** You **may not** carry the tour over to the next tour.
- **If you cannot join the tour for any reason**, you will be required to motivate your reason to Annique management in order to receive one of the following alternatives:
 1. R20 000 Annique gift voucher, or
 2. R15 000 in cash
- **Transferable:** The overseas tour is **not** transferable from one Consultant to another.
- **Partners:** Partners may accompany Consultants on the tour, and they must pay the full cost of the tour. The Company reserves the right at all times, at its sole discretion, to accept or refuse any partners to accompany any Consultant on the tour.

Annique Rooibos reserves the right to amend the rules in their discretion including but not limited to any occurrence of Force Majeure.

Questions & Answers:

- Q: If a first-time qualifier Consultant achieves 95% (2 660 000) of her/his sales target and not the business growth target of 35 net Level consultants, can he/she pay-in for the tour?**
- A:** No, first-time qualifier Consultants are required to achieve 100% of the sales target, 35 net Level 1 base growth plus achieving the Manager title for the last 3 months of the competition.
- Q: If a previously qualified Consultant exceeds the sales target set by Home Office, BUT not the Level 1 net business growth target, can he/she pay in?**
- A:** No, the consultant must achieve his/her Level 1 net growth target.
- Q: If the previously qualified Consultant achieves the sales target, but not the business growth target, does he/she qualify for pocket money?**
- A:** No, the Consultant will only qualify for pocket money once **100% of all two targets** have been achieved. (Level 1 net growth plus sales).