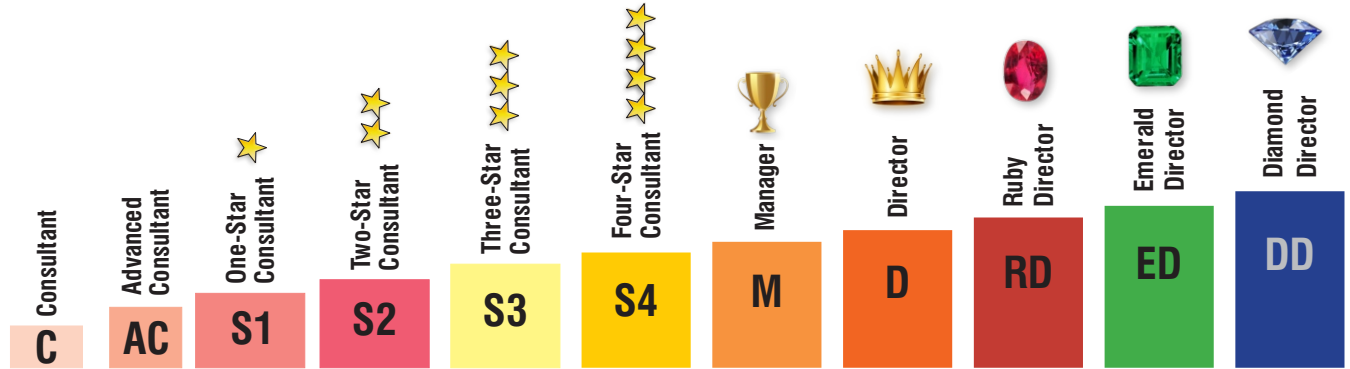


PERSONAL SALES: DISCOUNT SLIDING SCALE

Personal Sales (RSP)	Off-Invoice Discount	Paid back monthly as Additional Discount	Income Potential
R50 000+	20%	+ 20%	R20 000+
R32 000 - R49 999	20%	+ 15%	R11 200 - R17 499
R15 000 - R31 999	20%	+ 12%	R 4 800 - R10 240
R 8 500 - R14 999	20%	+ 10%	R 2 550 - R 4 500
R 5 000 - R 8 499	20%	+ 8%	R 1 400 - R 2 380
R 3 500 - R 4 999	20%	+ 5%	R 875 - R 1 250
R 1 500 - R 3 499	20%	+ 2.5%	R 337 - R 787
R 0 - R 1 499	20%		R 0 - R 300

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# ANNIQUE rooibos ABC Success Plan



The amazing ABC Success Plan helps you make your goals and dreams come true and offers you 13 different ways

to earn money!

Personal Sales (RSP) Requirement for monthly Additional Discount to earn on Personal Sales of team (Exclude Online Shop Sales)	<R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000	R 1 000
<b>Active Legs</b>			1	2	3	4	5	6	7	9	10
<b>Paid-As Title Leg Requirements</b>			1 x C	2 x C	2 x C 1 x S1	2 x C 1 x S1 1 x S2	1 x C 2 x S1 2 x S2	3 x AC 2 x S2 1 x M	5 x AC 1 x S4 1 x M	4 x C 4 x M 1 x D	5 x C 3 x M 2 x D
<b>Group Sales (RSP)</b>			R 8 000	R 15 000	R 32 000	R 48 000	R 60 000*	R 60 000*	R 60 000*	R 60 000*	R 60 000*
<b>Team Building Discount: Level 1 (TB1)</b>		3.0%	5.0%	5.0%	5.5%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
<b>Team Building Discount: Level 2 (TB2)</b>		2.0%	3.0%	4.0%	4.5%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
<b>Group Discount (Manager or above)</b>							2.0%	2.0%	2.0%	2.0%	2.0%
<b>Generation 1 Discount</b>							2.0%	3.0%	3.0%	3.0%	3.0%
<b>Generation 2 Discount</b>								1.0%	1.5%	2.0%	2.5%
<b>Bright Star Reward (S2, S3, S4 - For the Consultant who personally qualify*)</b>				R 550	R 1 100	R 1 100					
<b>Bright Star Matching Reward (For the Sponsor of the Consultant who personally qualify*)</b>				R 275	R 550	R 550					
<b>Manager Promotion Reward (For the Consultant who personally qualify for Manager*)</b>							R 2 200				
<b>Manager Development Reward (For the Sponsor of the Manager who qualify*)</b>							R 1 100				
<b>Downline Qualification Sales **</b>										R 320 000**	R 975 000**

\* Refer to the ABC Plan Training Manual for the rules  
 \*\* Title requirement is limited to a maximum of 50% per leg.  
 Version 2: Effective 1 August 2023 to 31 July 2024

R = RSP = Retail Sales Price = Selling price of an item.  
 Active leg = R 1 000 over a 3 month period. (Incl. discountable, non & variables and Online Shop Sales).

\*\*\* To earn additional discount on the Personal Sales Sliding Scale and your team your Personal Sales must be R 1 000 (excluding Online Shop Sales).