

ABC Success Plan Guidelines – for monthly income

(1 August 2023)

| | Rand amount | Discount Off-Invoice | Additional Discount paid into Consultant Bank Account | Discountables included | Non- Discountables included | Shop Online Sales | Variable Discountables (Other discount than 20%) count towards level but no additional discount is received |
|--|--|-------------------------|---|---------------------------|-----------------------------------|-------------------------|--|
| Personal Sales Sliding Scale * From 1st of month until published cut-off dates for sales figures. (Including Annique Online Shop Sales & Variable discountables) | R 50 000+ | 20% | 20% | ✓ | x | ✓ | ✓ |
| | R 32 000 - R 49 999 | 20% | 15% | ✓ | x | ✓ | ✓ |
| | R 15 000 - R 31 999 | 20% | 12% | ✓ | x | ✓ | ✓ |
| | R 8 500 - R 14 999 | 20% | 10% | ✓ | x | ✓ | ✓ |
| | R 5 000 - R 8 499 | 20% | 8% | ✓ | x | ✓ | ✓ |
| | R 3 500 - R 4 999 | 20% | 5% | ✓ | x | ✓ | ✓ |
| | R 1 500 - R 3 499 | 20% | 2.5% | ✓ | x | ✓ | ✓ |
| | R 0 - R 1 499 | 20% | | ✓ | x | ✓ | ✓ |
| 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 = Roaibas & Ginger * R 1 000 = Roaibas Skin Moisturiser * R 1 500 = Miracle Tissue Oil Body Wash * R 2 000 = Essense Sensi Crème * R 2 500 = Resque Mist * R 3 000 = 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). * Personal Sales (Online Shop Sales, discountable, non & variable discountable products included) * Accumulative orders throughout the month | R 4 500 Month 5 = R 800 gift R 4 500 Month 6 = R 1 600 gift Total sales of months 5 & 6 should be R 9 000 to qualify for gift 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 According to Personal Sales Sliding Scale According to Personal Sales Sliding Scale | ✓ ✓ ✓ | ✓ ✓ ✓ | ✓ ✓ ✓ | ✓ ✓ ✓ |
| Title Qualification Personal Sales according to the sliding scale and Online Shop Sales counts towards your Title Qualification | Personal Sales R 1 000+ | | Personal Sales Total | ✓ | ✓ | ✓ | ✓ |
| Additional Discount Qualified (ADQ) Personal Sales EXCLUDING Online Shop Sales, counts towards being ADQ to earn Team Building / Group / Generation Discount | Personal Sales R 1 000+ | | Personal Sales Total | ✓ | ✓ | | ✓ |
| Minimum Order | No minimum | 20% | | | | | |
| DELIVERY : SA | | | | | | | |
| FREE Delivery | Order of R6000 plus | | | ✓ | ✓ | ✓ | ✓ |
| Delivery to Main & Regional Centres | R 72 = orders less than R 6 000 | | | ✓ | ✓ | ✓ | ✓ |
| Delivery to PEP/PostNet | R 60 = Any Order Amount | | | ✓ | ✓ | ✓ | ✓ |
| DELIVERY : Namibia | | | | | | | |
| FREE Delivery | Order of R 6000 plus | | | ✓ | ✓ | ✓ | ✓ |
| Delivery in Windhoek | R 53 = orders less than R 6 000 | | | ✓ | ✓ | ✓ | ✓ |
| Delivery to Namibia (outside Windhoek) | R 115 = orders less than R 6 000 | | | ✓ | ✓ | ✓ | ✓ |
| Active Leg | R 1 000 over 3 months Rolling | | | ✓ | ✓ | ✓ | ✓ |