
✓ 1. PRODUCT & PRICING STRUCTURE

Selling Price

- Base Course Fee: ₹1500
- GST @ 5%: ₹75
- Final Customer Price: ₹1575

PV Calculation

- 1 PV = ₹30
- Course PV = ₹1500 ÷ 30 = 50 PV

So each sale = 50 PV.

✓ 2. COMPANY FINANCIAL MODEL (70 : 30)

Component	%	Amount per sale
Company Share	70%	₹1050
Distribution Pool	30%	₹450

The 30% distribution is split into:

Component	% of Sale	Amount
22% Payout Cap (Levels + Retail profit)	22%	₹330
7% Leadership Pool	7%	₹105
1% Reserve Fund	1%	₹15
Total Distribution	30%	₹450

- ✓ The complete 22% is utilized
- ✓ Retail profit (₹150) is included inside the 22%

✓ 3. UNILEVEL 5-LEVEL PAYOUT (from 22% cap)

Total available commission = ₹330 per sale.

3.1 Retail Profit (Level 1)

- Fixed retail profit: ₹150
- Leaves ₹180 to distribute over levels 1–5.

3.2 Level-wise Commission Split (recommended legal & sustainable)

To avoid pyramid-risk, level commissions must decrease with depth.

Level	% of Sale	Amount
Level 1 (already included retail)	10%	₹150
Level 2	4%	₹60
Level 3	3%	₹45
Level 4	3%	₹45
Level 5	2%	₹30
TOTAL (22%)	22%	₹330

4. QUALIFICATION RULES (LEGAL & SUSTAINABLE)

To withdraw commissions:

- Minimum PV required: 50 PV (1 Sale)
 - Encourages real activity & prevents passive earning.
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3. Rank Benefits (Aligned to your payout model)

Bronze

- Access to 7% Leadership Pool
- Equal share with all leaders
- Must maintain 50 PV + 50 group sales

Silver

- Higher weight in pool (if weighted pool is used)
- Faster progression into bonuses


Gold

- Eligible for **Leadership Bonus** (unused pool + performance bonuses)

Platinum

- Higher bonus tier

Diamond

- Top-tier bonus + recognition
- Priority in events, bra  and promotions

1. Personal PV = 50 PV

- 1 yoga course = 50 PV
- So every distributor must sell at least 1 course monthly.

This meets **Consumer Protection (Direct Selling) Rules 2021**, because:

- ✓ You are not forcing people to buy for themselves
- ✓ Earnings are based purely on actual sales
- ✓ There is no joining package
- ✓ PV requirement is small and realistic

2. Group Sales Requirement (Your original numbers preserved)

These numbers are used exactly as you provided:

- Bronze = 50 group sales
- Silver = 100 group sales
- Gold = 200 group sales
- Platinum = 400 group sales
- Diamond = 1000 group sales

✓ 6. LEADERSHIP POOL DISTRIBUTION (7% of sale)

Pool value per sale = ₹105

At month-end:

Step-1: Identify leaders

All Bronze & above leaders qualify.

Step-2: Equal Distribution

If 100 leaders qualify:

- Pool per leader = Total pool ÷ 100.

Example:

If company sold 10,000 courses this month:

- Total pool = 10,000 × 105 = ₹10,50,000
- Suppose 50 leaders qualify:
- Pool per leader = ₹10,50,000 ÷ 50 = ₹21,000 each



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← Homework



✓ 7-Day Refund Policy (Legally Compliant Version)

7-Day Refund & Cancellation Policy

We offer a 7-day no-questions-asked refund policy on all online yoga course purchases.

1. Customers may request a full refund within 7 days of purchase.
2. Refund is applicable only if the customer has **not consumed more than 20%** of the course content.
3. Refunds will be processed within **7–10 business days** to the original payment method.
4. Distributors cannot earn commissions on refunded orders.
5. If a commission was already paid, it will be **deducted from upcoming payouts**.
6. Refund requests can be submitted via email or the official company support portal.
7. This policy follows the **Consumer Protection (Direct Selling) Rules 2021** for digital services.

This protects your company and keeps your compensation plan compliant.



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✓ Income Disclaimer (Legally Required)

Income Disclaimer

Earnings from our compensation plan are based entirely on individual performance, personal effort, and actual product sales.

There is **no guarantee of income** and results will vary from person to person.

- Income is NOT based on recruitment.
- Income is NOT automatic.
- All commissions are paid only on genuine customer sales.
- Success requires consistent work, marketing effort, and adherence to company policies.

Any earnings or income examples shown in presentations, documents, or marketing materials are **illustrations only**, and should not be considered promises or projections of future results.

This disclaimer ensures compliance with Indian direct selling laws and prevents misleading income claims.



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