

Contents

- **Profit Plan**
 - Retail Profit
 - Branch Override
 - Branch Performance Incentive (BPI)
 - Extra Incentive (EI)
- **How The eCosway Profit Plan Works**
 - Qualifications and Keeping The Extra Profit Centers
 - Examples Showing Differences in Profit Payout
 - Example of One Profit Center
 - Example of Three Profit Centers
 - Another Way to Qualify for Unlimited Branch Performance
 - Incentives (BPI) & Extra Incentives (EI) During Your First 30 Days
- **Monthly Requirements**
 - How You Earn QUs
- **Annual Subscription to the B.O.S.S. (Business Ownership Support System)**

Profit Plan

Whenever you or anyone in your network makes an eCosway sale or purchase from any of our stores, it generates "eVolume"(eV). eV is the sales volume value assigned to each purchase.

Every month,eCosway calculates the eV generated by your network and pays you four types of profits, depending on your qualification status:

- [Retail Profit](#)
- [Branch Override](#)
- [Branch Performance Incentive](#)
- [Extra Incentive](#)

Retail Profit

Up to 23% retail profit will be paid on the monthly eVolume(eV) generated by your **Personal Branch which is comprised of your own purchases plus the purchases of your VIP Shoppers (your sales)**. Even though retail profit is only paid on your Personal Branch, the percentage you get is based on the volume of your entire network, so the bigger your network, the more profit you will get from your personal purchases and retail sales.

Branch Override

If qualified, you will be paid an overriding percentage on the eV generated by each of your BO branches, based on the difference between the percentage your total network volume makes you eligible for, and the percentage that they are eligible for based on their own total network volumes. The Retail Profit & Branch Overrides chart is used to determine this eligibility.

Retail Profit & Branch Override

eVolume (eV)	Profit (%)
50	2%
150	3%
300	4%
500	5%
1,000	6%
2,000	7%
3,000	8%
4,000	9%
6,000	10%
8,000	11%
10,000	12%
12,500	13%
15,000	14%
17,500	15%
20,000	16%
22,500	17%
25,000	18%
30,000	19%
35,000	20%

40,000	21%
45,000	22%
50,000	23%

Note: For Retail Profit and Branch Override Calculation
1eV = US\$1

Branch Performance Incentive (BPI)

If qualified, you will receive a fixed dollar amount (Branch Performance Incentive) on every branch (including your Personal branch) that exceeds 500eV in a month except your highest eV Branch (which serves as the qualifying branch for this incentive). Please refer to the chart for the amount you receive per branch.

Each Branch eV	BPI (US\$)	Each Branch eV	BPI (US\$)
500	\$20	27,500	\$1,200
1,000	\$40	30,000	\$1,300
1,500	\$60	35,000	\$1,400
2,000	\$80	40,000	\$1,600
2,500	\$100	45,000	\$1,800
3,000	\$125	50,000	\$2,000
3,500	\$150	60,000	\$2,500
4,000	\$200	70,000	\$3,000
4,500	\$250	80,000	\$3,500
5,000	\$300	90,000	\$4,000
5,500	\$375	100,000	\$5,000
6,500	\$450	125,000	\$6,000
8,000	\$525	150,000	\$7,000
10,000	\$600	200,000	\$8,000
12,500	\$675	250,000	\$9,000
15,000	\$750	300,000	\$10,000
17,500	\$825		
20,000	\$900		
22,500	\$1,000		
25,000	\$1,100		

NO CAP!

For each additional 100,000eV after 300,000eV you receive an additional US\$1,000

Extra Incentive (EI)

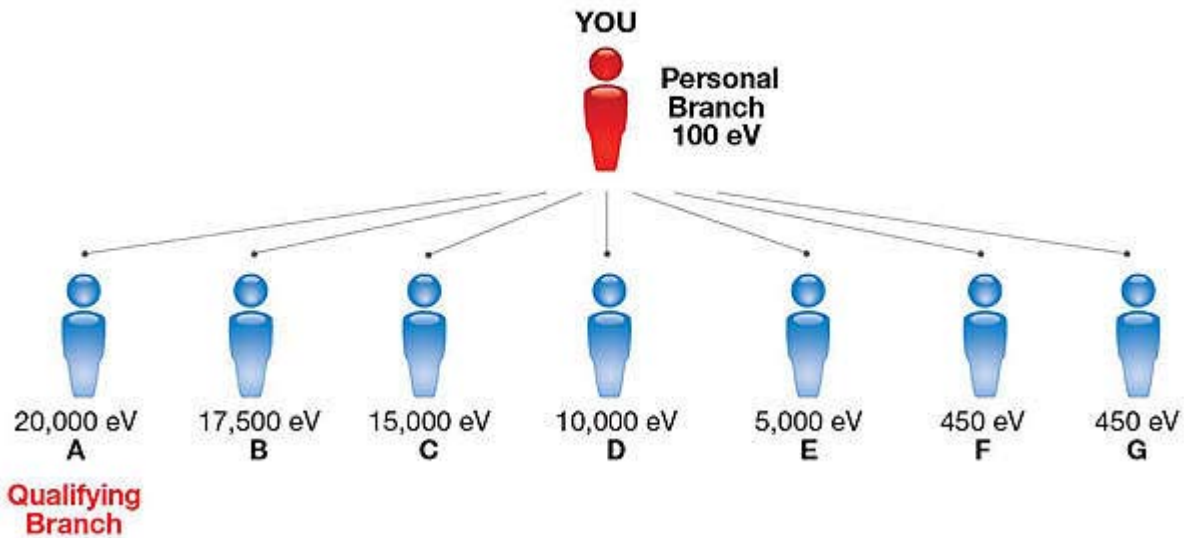
If qualified, you will receive a fixed dollar amount (Extra Incentive) on every branch (including your personal branch) that exceeds 500eV in a month except your highest eV Branch (which serves as the qualifying branch for this incentive). Please refer to the chart for the amount you receive per branch.

The system will also combine the volume of all of your small branches (under 500eV) to meet a qualifying eV level (as shown on the left side of the table). However, the eV of the combined branches cannot exceed (and will be capped at) the eV level of your Qualifying branch.

Each Branch eV	EI (US\$)
500	\$25
1,000	\$100
1,500	\$200
2,000	\$300
3,000	\$350
4,000	\$400
5,000	\$450
6,000	\$500
7,000	\$550
8,000	\$600
9,000	\$650
10,000	\$700
12,000	\$750
14,000	\$800
16,000	\$850
18,000	\$900
20,000	\$1,000
25,000	\$1,100

30,000	\$1,200
35,000	\$1,400
40,000	\$1,600
45,000	\$1,800
50,000	\$2,000

How The eCosway Profit Plan Works



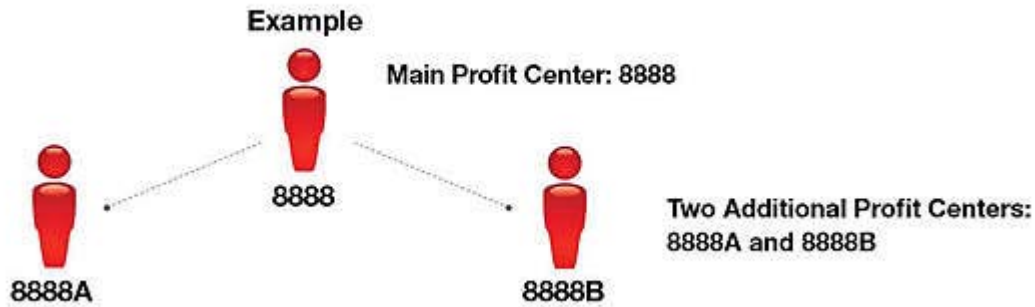
Here's an example of how we pay 4 types of Profits:

	eV Level	Retail Profit (US\$)	Branch Override (US\$)	Branch Performance Incentive (BPI) (US\$)	Extra Incentive (EI) (US\$)	Total (US\$)
YOU	100 (Personal Branch)	23% x 100 eV = 23	-	-	-	23
Branch A	20,000	-	7% x 20,000 eV = 1,400 (23% - 16% = 7%)	Qualifying Branch	Qualifying Branch	1,400
Branch B	17,500	-	8% x 17,500 eV = 1,400 (23% - 15% = 8%)	825	850	3,075
Branch C	15,000	-	9% x 15,000 eV = 1,350 (23% - 14% = 9%)	750	800	2,900
Branch D	10,000	-	11% x 10,000 eV = 1,100 (23% - 12% = 11%)	600	700	2,400
Branch E	5,000	-	14% x 5,000 eV = 700 (23% - 9% = 14%)	300	450	1,450
Branch F	450	-	19% x 450 eV = 85.50 (23% - 4% = 19%)	-	} 100*	} 271
Branch G	450	-	19% x 450 eV = 85.50 (23% - 4% = 19%)	-		
TOTAL	68,500 @ 23%	23	6,121	2,475	2,900	11,519

*Branch F + Branch G + Personal Branch = 450 eV + 450 eV + 100 eV = 1,000 eV, qualifies you for EI of US\$100

Qualifications and Keeping The Extra Profit Centers

On joining, you will be given 2 additional profit centres directly under your main profit center.



As an Independent Business Owner, you are eligible to receive Retail Profit and Branch Overrides as long as you meet your monthly qualifications. The amount of Branch Performance Incentive (BPI) and Extra Incentive(EI) you can earn and Profit Center(s) you can be keep depend on eV generated from Personal Branch sales of Special Sets within 30 days of your joining date. Once the qualification is determined, it stands for the duration of your Business Ownership.

Qualification Table:

Special eV Set eV in first 30 days	Retail Profit	Branch Overrides (BOV)	Branch Performance Incentives (BPI)	Extra Incentives (EI)	Profit Centres
Less than 200 eV	✓	✓	--	--	1
200 eV	✓	✓	BPI on 1 Branch	EI on 1 Branch	1
500 eV	✓	✓	BPI on 3 Branches	EI on 3 Branches	1
1,000 eV	✓	✓	Unlimited BPI	Unlimited EI	3

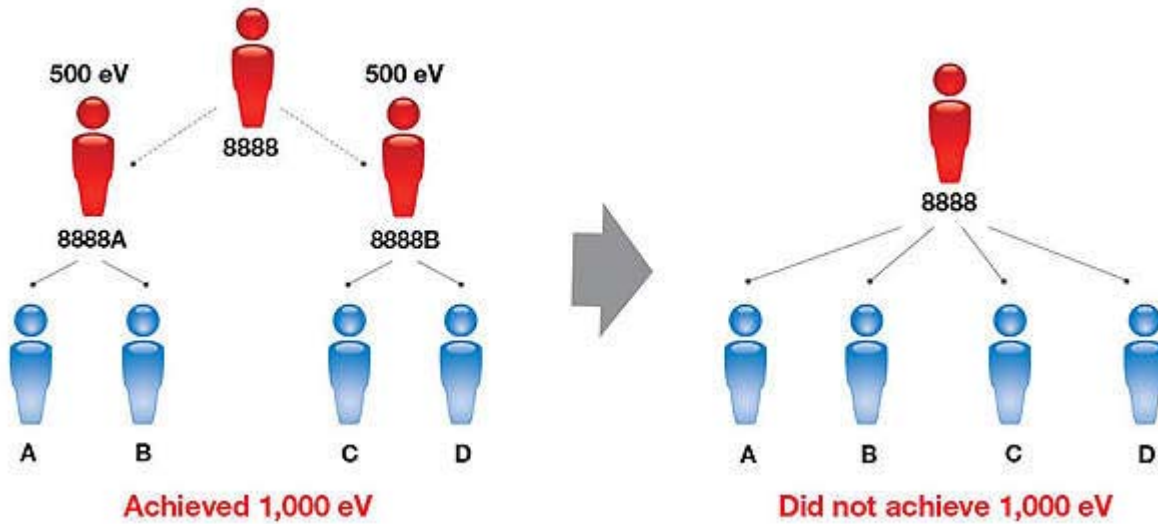
This special BPI, EI and Profit Center qualification eV can only be fulfilled from sales of our discounted "special sets". These can be purchased by you or sold to your VIP shoppers (personal sales). eV from other sales will not be included for this qualification.

Special Sets

As a welcome gesture, eCosway has packaged "Special Sets" that are available only to new members (both IBOs and VIP Shoppers). These sets are heavily discounted and offer people an opportunity to try our vast range of products as cost effectively as possible.

These special product sets can only be purchased within the first 30 days of a new member’s joining date at the store where they registered. If they register online, they will be given the option to purchase online or select an offline location to buy from.

If you do not meet the special 1,000eV product set qualification within 30 days from your joining date, the 2 additional profit centers will be removed as follows:



However, you can still achieve this qualification later in either manner:

- If you have 2 branches that generate at least 50,000 eV in 2 consecutive months, you will become eligible to receive BPI & EI on 3 Branches starting in the following month
- If you have 4 branches that generate at least 50,000 eV in 2 consecutive months, you will become eligible to receive BPI & EI on Unlimited Branches, and you will be given 2 extra profit centers starting in the following month

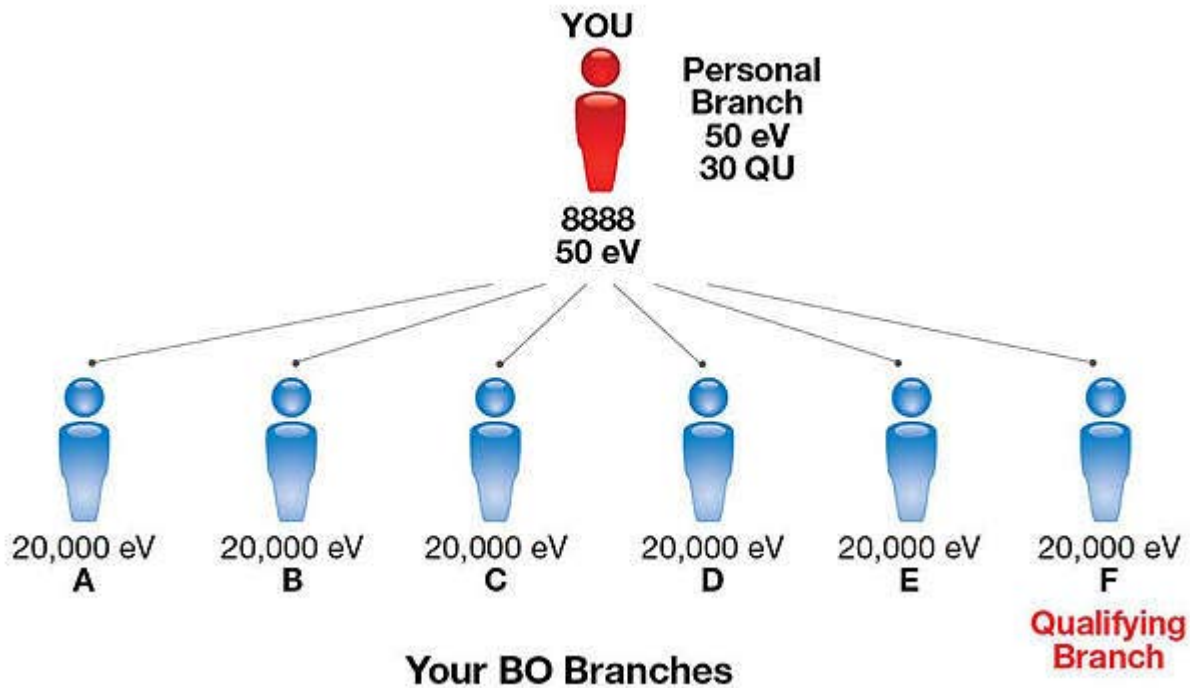
Please note that the company will not automatically track this. When you meet either of the 2 qualifications above, please write to customer service so they can check on it and alter your profit payout accordingly.

Examples Showing Differences in Profit Payout:

	< 200 eV	200 eV	500 eV	1,000 eV
Sales of Special eV Sets Made Within 30 Days of Joining	Qualified for: <ul style="list-style-type: none"> • Retail Profit • Branch Override • Profit Center: 1 	Qualified for: <ul style="list-style-type: none"> • Retail Profit • Branch Override • BPI: 1 • EI: 1 • Profit Center: 1 	Qualified for: <ul style="list-style-type: none"> • Retail Profit • Branch Override • BPI: 3 • EI: 3 • Profit Center: 1 	Qualified for: <ul style="list-style-type: none"> • Retail Profit • Branch Override • BPI: Unlimited • EI: Unlimited • Profit Centers: 3
Profit payouts vary greatly on the SAME network but with different sales of Special eV Sets and a different number of Branch Performance Incentives, Extra Incentives and Profit Centers	 A B C D E F G H 20,000 eV each Total Profit: US\$11,200	 A B C D E F G H 20,000 eV each Total Profit: US\$13,100	 A B C D E F G H 20,000 eV each Total Profit: US\$16,900	 A B C D E F G H 20,000 eV each Total Profit: US\$28,100

Note: Examples above assume that each of your Profit Centers has at least 15 eV and the required QUs to qualify for the Profits.

Example of One Profit Center



A) Retail Profit:

Your eligibility percentage is 23%. (Your total network volume = 120,050eV)
Your Retail Profit = 23% of Personal Branch 50eV = **US\$11.50**

B) Branch Overrides:

Each branch's 20,000eV qualifies for 16%.
Your Branch Override Profit = 23% - 16% = 7%
Your Total Branch Override Profit = 7% x 20,000eV x 6 branches = **US\$8,400**

C) Branch Performance Incentive:

Each branch's 20,000eV BPI = US\$900
Your Total BPI = US\$900 x 3 branches = **US\$2,700**

D) Extra Incentive:

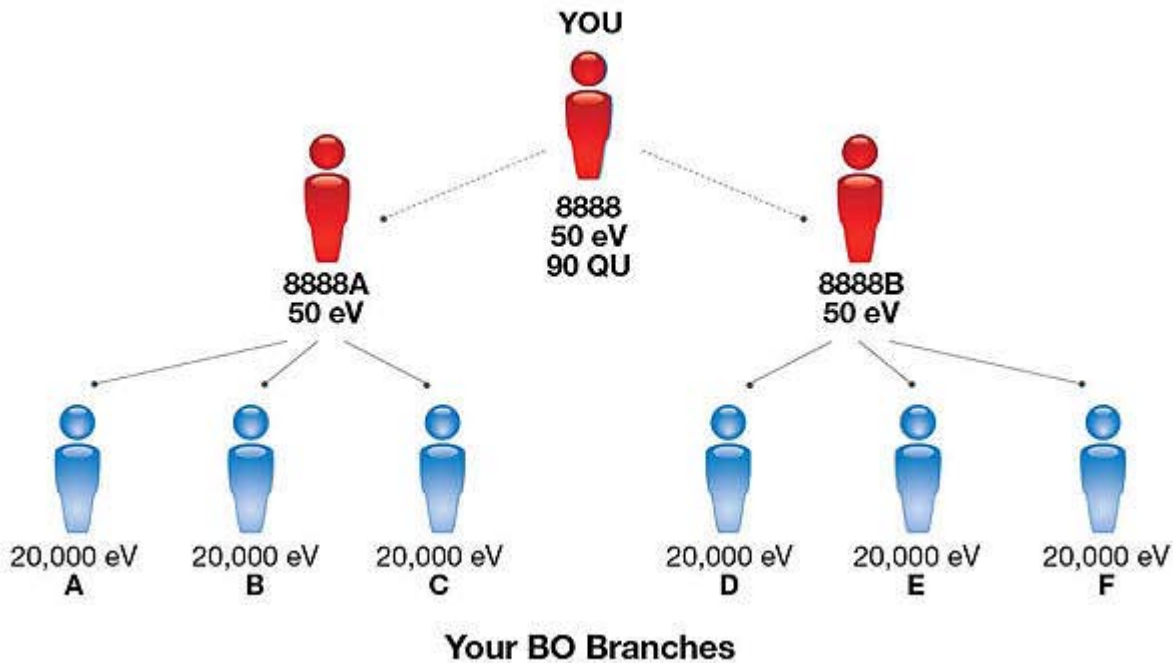
Each 20,000eV branch's EI = US\$1,000
Your Total EI = US\$1,000 x 3 branches = **US\$3,000**

Total from all 4 types of profits

Retail Profit	US\$11.50
Branch Overrides	US\$8,400
Branch Performance Incentive	US\$2,700
Extra Incentive	US\$3,000
TOTAL :	US\$14,111.50

Note: The example above assumes that you have qualified for 3 BPI, 3 EI and 1 Profit Center, and have at least 15 eV and the required QUs to qualify for Profits.

Example of Three Profit Centers



A) Retail Profit:

Your maximum eligibility percentage is 23%. (Your total network volume = 120,150 eV)
 Your Retail Profit = (23% @ 50 eV) + ((23% @ 50 eV) x 2) = **US\$34.50**

B) Branch Overrides:

Each branch's 20,000 eV qualifies for 16%.
 Your Branch Override Profit = 23% - 16% = 7%
 Your Total Branch Override Profit = 7% x 20,000 eV x 6 branches = **US\$8,400**

C) Branch Performance Incentive:

Your Personal Branch BPI = US\$2,500
 Each Branch's 20,000 eV BPI = US\$900
 Your Total BPI = US\$2,500 + (US\$900 x 4 branches) = **US\$6,100**

D) Extra Incentive:

Your Personal Branch EI = US\$2,000
 Each 20,000 eV branch's EI = US\$1,000
 Your Total EI = US\$2,000 + (US\$1,000 x 4 branches) = **US\$6,000**

Total (8888 + 8888A + 8888B) from all 4 types of profits

Retail Profit	US\$34.50
Branch Overrides	US\$8,400
Branch Performance Incentive	US\$6,100
Extra Incentive	US\$6,000
TOTAL :	US\$20,534.50

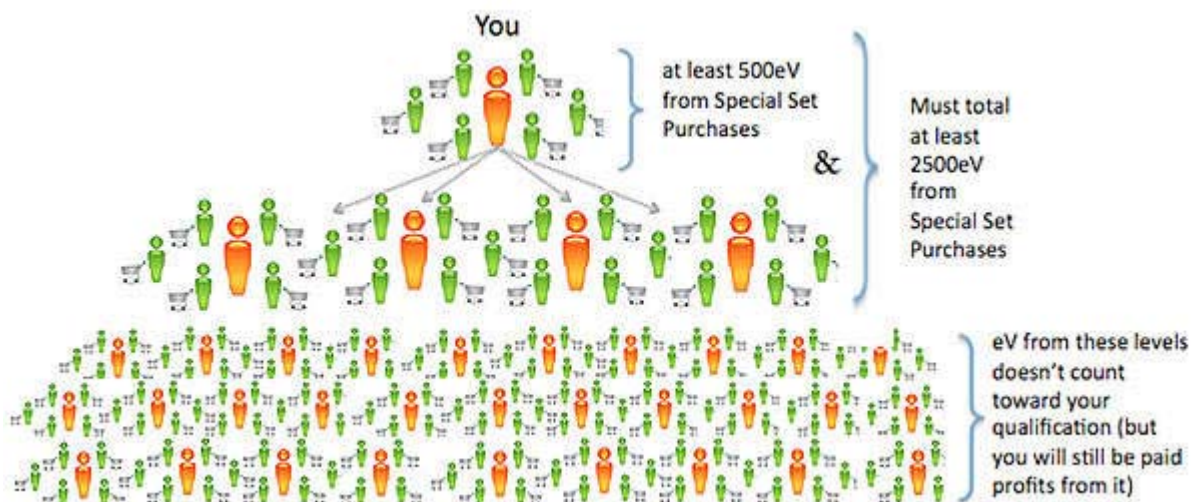
Note: The example above assumes that you have qualified for Unlimited BPI, Unlimited EI and 3 Profit Centers, and have at least 15 eV and the required QUs to qualify for Profits. QUs are kept in your QU Reserve (under your Main Center) and will be deducted for profit qualification whenever necessary.

Another Way to Qualify for Unlimited Branch Performance Incentives (BPI) & Extra Incentives (EI) During Your First 30 Days

We've just added another way for you to qualify for unlimited Branch Performance Incentives (BPI) and Extra Incentives (EI) plus 3 profit centers in your first 30 days. All you need to do is achieve 2500eV of special set sales between you and your personally sponsored IBOs. A minimum of 500eV must come from your personal branch (this includes your personal purchases and the purchases of your VIP Shoppers). The other 2000eV can come from your personally sponsored IBOs (your front line) or from any of their VIP shoppers.

Special eV Set eV in first 30 days	Retail Profit	Branch Overrides (BOV)	Branch Performance Incentives (BPI)	Extra Incentives (EI)	Profit Centers
Less than 200 eV (personal sales)	✓	✓	--	--	1
200 eV (personal sales)	✓	✓	BPI on 1 Branch	EI on 1 Branch	1
500 eV (personal sales)	✓	✓	BPI on 3 Branches	EI on 3 Branches	1
1,000 eV (personal sales)	✓	✓	Unlimited BPI	Unlimited EI	3
NEW! 2,500 eV (min. 500eV personal sales + min. 2,000eV 1st level IBO's personal sales*)	✓	✓	Unlimited BPI	Unlimited EI	3

*Personal sales = Sets purchased by you or your VIP Shoppers.



Monthly Requirements

To qualify for any profit, you need to generate a minimum of 15 eV from your personal sales (from you and your VIP Shoppers). You will also need between 5 and 30 "Qualification Units" (QUs) each month, depending on the amount of profit due to you.

Each profit center needs to fulfil these monthly requirements to qualify to receive any profit for that month. If you have three profit centers, each of your center must generate sales of at least 15 eV and the required QUs. QUs generated from any center will be placed in your QU reserve. The system will deduct any QUs necessary for profit payout to any of your three profit centers from this pooled reserve. QUs never expire as long as your IBO membership stays valid. QUs earned at any time can qualify you for profits from the month they were earned in, or subsequent months. QUs are only deducted from your reserve when they are needed to qualify you for profit payout.

The following table shows you how many QUs you need each month to qualify to receive the profits you generate according to the profit plan.

If you only have	Your profit payout is limited to
5 QUs	US \$200
10 QUs	US \$400
15 QUs	US \$600

20 QUs	US \$800
25 QUs	US \$1,000
30 QUs	No limit to payout

Note: QU qualification is distinct from the 15 eV in Personal Sales that you need to achieve each month. If you have 5 to 30 QUs but do not have 15 eV from your personal sales, you will not receive any profits for that month.

How You Earn QUs:

Every US\$15 spent (on a single invoice) by the VIP Shoppers in your personal branch gives you 5 QUs.

Annual Subscription to the B.O.S.S. (Business Ownership Support System)

To continue to enjoy your benefits as an independent eCosway Business Owner, you will need to pay a subscription fee every year during the month of your anniversary.

Annual subscription for One or Three Profit Center: US\$30

All Business Ownership privileges and rights will become null and void if your Business Ownership expires or is terminated. Please refer to the Independent Business Owner Terms and Conditions for details.

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