

Mannat india Business plan

HOW TO BECOME A DIRECT SELLER

1. Free Registration
 2. Register through our website: www.mismmyshop.com
 3. Update KYC
 4. Go through terms & conditions, agree & put signature through O.T.P.
 5. You will get your user ID & password instantly.
- After registration, anyone can start Business with Mannat India by simply purchasing products as per their choice & needs as Direct Sellers

Direct seller benefits

1. Retail profit 20% on MRP
2. Sales Growth commission
3. Sales performance commission
4. Repurchase income

1. Retail profit 20% on MRP

Lifetime commission on every product of the company

| | | | | | | |
|------------------|---|-------|---|-------|---|---------|
| Ex. Product Name | = | MRP | = | DP | = | SAVINGS |
| Dant Care Paste | = | Rs125 | | Rs100 | | Rs25 |

2. Sales Growth commission

Kindly note that:

A. **SP** means **Sales Point** which has been assigned to the product of the company

B. The company is providing pure sales commission on behalf of the purchase/sale of the product by direct seller

C. The maximum value of **1 SP** is **10Rs**.

(Example) A :- I.S.P. I.S.P. B.S.P B.S.P I.S.P.



I.S.P. (Incentive sales point)

B.S.P (Bonus Sales Point)

Total I.S.P = 131 SP

Total B.S.P = 149 SP


Payable S.P for the current week of **A** = 100SP

[I.S.P. = B.S.P. should be equal for this commission,
100SP x 10 Rs = 1000Rs]

Non-Equivalent ORGANIZATIONS Balance SP will be counted in next week business:

ISP = 31SP

BSP = 49 SP

(Example) B:- I.S.P. I.S.P. B.S.P B.S.P I.S.P.

 25SP 25SP 50SP 43SP 30SP

Total I.S.P. = 80 SP

Total B.S.P.= 93 SP

Payable S.P for the current week of B = 50 SP

[I.S.P. = B.S.P. should be equal for this commission

50SP x 10 Rs = 500Rs]

Non-Equivalent ORGANIZATIONS Balance SP will be counted in next week business:

ISP = 30SP

BSP = 43SP

MAXIMUM ELIGIBLE SALES COMMISSION LIMIT

| Category of DS | (Sales Point) through self-Purchase | Initial weekly Maximum Eligibility in respect of the commission (In Rs.) |
|-----------------------------|--|---|
| premium Direct Seller | Self-purchase Sales Point accumulated to 25SP to 49 SP. | Rs. 100000/- |
| Super Direct Seller | Self-purchase Sales Point accumulated from 50 SP to 99 SP. | Rs. 150000/- |
| Premium super Direct Seller | Self-purchase Sales Point accumulated to 100 SP & above. | Rs. 300000/- |

NOTE - Every Direct seller can update his/her direct seller code as per their own choice from the above-mentioned Categories. Option for update direct seller code is given in user login panel.

3. Sales performance commission

| S.NO. | SP REQUIRED | | QUALIFIED FOR RANK | INCOME |
|-------|-------------|----------|-----------------------|--|
| | I.S.P. | B.S.P. | | |
| 1. | 100 | 200 | BRONZE DS | 1500 |
| 2. | 400 | 800 | SILVER DS | 6000 |
| 3. | 800 | 1600 | PLATINUM DS | 12000 |
| 4. | 1600 | 3200 | GOLD DS | 24000 |
| 5. | 3200 | 6400 | STAR DS | 48000 |
| 6. | 6400 | 12800 | PEARL DS | 150000 +BANGKOK TOUR 4 DAYS & 3 NIGHT |
| 7. | 12800 | 25600 | CORAL DS | 192000+50000 BIKE FUND |
| 8. | 25600 | 51200 | PARAS DS | 384000+BALI TOUR 4 DAYS & 3NIGHT(CUPLE+2 CHILDREN) |
| 9. | 51200 | 102400 | DIAMOND DS | 250000 +600000 SWIFT CAR FUND |
| 10. | 102400 | 204800 | RED DIAMOND DS | 350000 +800000 TATA NEXON CAR FUND |
| 11. | 204800 | 409600 | STAR DIAMOND DS | 1000000 +HONGKONG TOUR +1000000 HONDA CITY CAR FUND |
| 12. | 409600 | 819200 | ROYAL DIAMOND DS | 2500000 +1000000 DIAMOND FUND |
| 13. | 819200 | 1638400 | STAR ROYAL DIAMOND DS | 3000000 +3000000 AUDI CAR FUND +MALASIYA TOUR(COUPLE +2 CHILDREN) |
| 14. | 1638400 | 3276800 | VINUS DIAMOND DS | 7000000 +4000000 HOUSE FUND+MUSCAT TOUR (4 DAYS & 3 NIGHT) |
| 15. | 3276800 | 6553600 | STAR VENUS DIAMOND DS | 10000000 +5000000 JAGUAR CAR FUND +AUSTRALIYA TOUR |
| 16. | 6553600 | 13107200 | CROWN DIAMOND DS | 20000000 +6000000 PORSCHE CAR FUND |
| 17. | 13107200 | 26214400 | STAR CROWN DIAMOND DS | 50000000 + 10000000 HOUSE FUND |
| 18. | 26214400 | 52428800 | FOUNDER DS | 100000000 +30000000 founder fund + 5DAYS & 4NIGHT EUROP TOUR (COUPLE +2 CHILD) |

4. REPURCHASE INCOME

| | |
|---|-----|
| (i) RETAIL PROFIT INCOME | 20% |
| (ii) SELF REPURCHASE INCOME | 10% |
| (iii) LEADERSHIP PERFORMANCE COMMISSION | 30% |
| (iv) CAR FUND | 5% |
| (v) TRAVEL FUND | 5% |
| (vi) LEADERSHIP FUND | 5% |
| (vii) ROYALTY FUND | 5% |
| (viii) MILLIONAIRE CLUB FUND | 5% |
| (ix) DIAMOND CLUB FUND | 5% |
| (x) FRINCHIESE COMMISSION | 10% |

NOTE: 10% Company will use for the rewards, which is offered by the company from time to time.

Note : C.T.O.B.V (Company Turnover Business Volume)

B.V. (Business Volume)

1 B.V. = Rs 1

Total distribution of Company BV 100%

(i) . RETAIL PROFIT (20%)

Lifetime commission on every product of the company

Ex. Product Name = MRP = DP = SAVINGS

Dant Care Paste = Rs125 Rs100 Rs25

((ii) SELF REPURCHASING INCOME (10%)

EXAMPLE –

600 BV KA 10% - Rs 60/-

(iii) LEADERSHIP PERFORMANCE COMMISSION (30%)

(Accumulated) It will be given as per the calculation given in the chart

| Rank | Self B.V | Team B.V. | Accumulated % |
|----------------------------|--------------|---------------|---------------|
| Assistance Sales Executive | 50 -99 | 0-2000 | 8% |
| Sales Executive | 100 - 199 | 2001-10000 | 12% |
| Supervisor | 200 - 499 | 10001-25000 | 15% |
| Assistant Manager | 500 - 999 | 25001-50000 | 18% |
| Manager | 1000 - 1499 | 50001-100000 | 21% |
| Chief Manager | 1500- 1999 | 100001-200000 | 24% |
| Vice President | 2000 – 2999 | 200001-400000 | 27% |
| President | 3000 - above | 400001- above | 30% |

(iv) CAR FUND (5%)

Every Sales Executive achiever will be eligible for the car fund. Car fund will be calculated 5% from C.T.O.B.V. of B.V and your team B.V.

Other Requirment

- Self-Rank- Assistance Sales Executive D.S
- Self B.V.-500 B.V.
- Team B.V.- 5000 B.V.

For Example: - let 6 direct sellers a,b,c,d,e & f are eligible for car fund with 300,450,600,900,1000&1750 B.V. and C.T.O.B.V. is 1000000B.V. then car fund will be

Total C.T.O.B.V.=1000000

Car fund be =5% of C.T.O.B.V. $= (1000000 \times 5) / 100$
 $= 50000 \text{ B.V.}$

Total B.V. Of a,b,c,&d=5000

1 B.V. value = $50000 / 5000 = 10 \text{ Rs.}$

Car fund of a = $300 \times 10 = 3000$

„ „ „ b = $450 \times 10 = 4500$

„ „ „ c = $600 \times 10 = 6000$

„ „ „ d = $900 \times 10 = 9000$

„ „ „ e = $1000 \times 10 = 10000$

„ „ „ f = $1750 \times 10 = 17500$

Total Car fund = $3000 + 4500 + 6000 + 9000 + 10000 + 17500 = 50,000/-$

(v) Travel Fund:-

Every Supervisor achiever will be eligible for the travel fund. Travel fund will be calculated 5% from C.T.O.B.V. and your team B.V.

Other Requirement

a. Self-Rank- Supervisor D.S

b. Self B.V.-1000 B.V.

c. Team B.V.- 10000B.V

d. 01 Car Fund Achiever

For Example:- let 4 direct sellers a,b,c,&d, are eligible for travel fund with 1000, 2000, 3000, & 4000 B.V. and C.T.O.B.V. is 1000000B.V. then Travel fund will be

Total C.T.O.B.V.=1000000

Travel fund be =5% of C.T.O.B.V. $= (1000000 \times 5) / 100$
 $= 50000 \text{ B.V.}$

Total B.V. Of a,b,c,&d=10000

1 B.V. value = $50000 / 10000 = 5 \text{ Rs.}$

Travel fund of a = $1000 \times 5 = 5000$

„ „ „ b = $2000 \times 5 = 10000$

„ „ „ c = $3000 \times 5 = 15000$

„ „ „ d = $4000 \times 5 = 20000$

Total travel fund = $5000 + 10000 + 15000 + 20000 = 50,000/-$

(vi) LEADERSHIP FUND (5%):-

Every Assistant Manager rank achiever will be eligible for the leadership fund. leadership fund will be calculated 5% from C.T.O.B.V. and your team B.V.

Other Requirement

- a. Self rank- Assistant Manager D.S
- b. Self B.V.- 2000 B.V.
- c. Team B.V.- 20000 B.V.
- d. 01 Car fund Achiever + 01 Travel fund Achiever

For Example:- let 03 direct sellers a,b,c, are eligible for leadership fund with , 2000, 3000, & 4000 B.V. and C.T.O.B.V. is 1000000B.V. then leadership fund will be

Total C.T.O.B.V.=1000000

Leadership fund be =5% of C.T.O.B.V. $= (1000000 \times 5) / 100$
 $= 50000 \text{ B.V.}$

Total B.V. Of a,b,c =20000

1 B.V. value = $50000 / 20000 = 2.5 \text{ Rs.}$

Leadership fund of a = $5000 \times 2.5 = 12500$

„ „ „ b = $7000 \times 2.5 = 17500$

„ „ „ c = $8000 \times 2.5 = 20000$

Total Leadership fund = $12500 + 17500 + 20000 = 50,000/-$

(vii) ROYALTY FUND (5%):-

Every Chief Manager rank achiever will be eligible for the royalty fund. royalty fund will be calculated 5% from C.T.O.B.V. and your team B.V.

Other Requirement

- a. Self rank- Chief Manager D.S
- b. Self B.V.- 3000B.V.
- c. Team B.V.- 40000 B.V.
- d. 01 Car fund Achiver + 01 Travel fund Achiver + Leadership fund achiver

For Example:- let 2 direct salers a,b, are eligible for royalty fund with 18000, 22000 and C.T.O.B.V. is 1000000 then royalty fund will be

Total C.T.O.B.V.=1000000

royalty fund be =5% of C.T.O.B.V. = (1000000x5)/100
= 50000

Total B.V. Of a,b,=40000

1 B.V. value = 50000/40000=1.25Rs.

royalty fund of a=18000x1.25=22500

„ „ „ b =22000x1.25=27500

Total royalty fund = 22500+27500 = 50000 rs.

(viii) MILLIONAIRE CLUB FUND (5%):-

Every Vice President rank achiever will be eligible for the millionaire fund. millionaire fund will be calculated 5% from C.T.O.B.V. and your team B.V.

Other Requirment

a. Self rank- Vice President D.S

b. Self B.V.- 6000B.V.

c. Team B.V.- 80000 B.V.

d. 01 Car fund Achiver + 01 Travel fund Achiver + Leadership fund achiver+01 Royalty fund

For Example:- let 2 direct salers a,b, are eligible for millionaire fund with 30000, 50000 and C.T.O.B.V. is 1000000 then millionaire fund will be

Total C.T.O.B.V.=1000000

millionaire fund be =5% of C.T.O.B.V. = (1000000x5)/100
= 50000

Total B.V. Of a,b, =80000

1 B.V. value = 50000/80000=0.625 Rs.

millionaire fund of a=30000x0.625=18750

„ „ „ b =50000x0.625=31250

Total millionaire fund = 18750 + 31250 = 50000 rs.

(ix) DAIMOND CLUB FUND(5%):-

Every President rank achiever will be eligible for the Daimond Club fund. Daimond Club fund will be calculated 5% from C.T.O.B.V. and your team B.V.

Other Requirment

- a. Self rank- President D.S
- b. Self B.V.- 12000B.V.
- c. Team B.V.- 160000 B.V.
- d. 01 Car fund Achiver + 01 Travel fund Achiver + Leadership fund achiver+01 Royalty fund+01 Millionaire fund

For Example:- let 1 direct salers a, are eligible for Daimond Club fund with 160000 and C.T.O.B.V is 1000000B.V. then Daimond Club fund will be

Total C.T.O.B.V. =1000000

Daimond Club fund be =5% of C.T.O.B.V. = (1000000x5)/100
= 50000

Total B.V. Of a = 160000

1 B.V. value = $50000/160000=0.3125$ Rs.

Daimond Club fund of $a=160000 \times 0.3125=50000$

Total Daimond Club fund =50000 rs.

(x) Franchise: -

Company maintain their store in every distt. for the store maintenance company will provide 10% of the B.V. to the person who take the franchise.

Sales Growth Commission & Sales Performance Commission will be Closed weekly i.e (Saturday)

Repurchase Income will be closed monthly i.e. – (last date of every month)

Deduction – TDS according to Income Tax Law