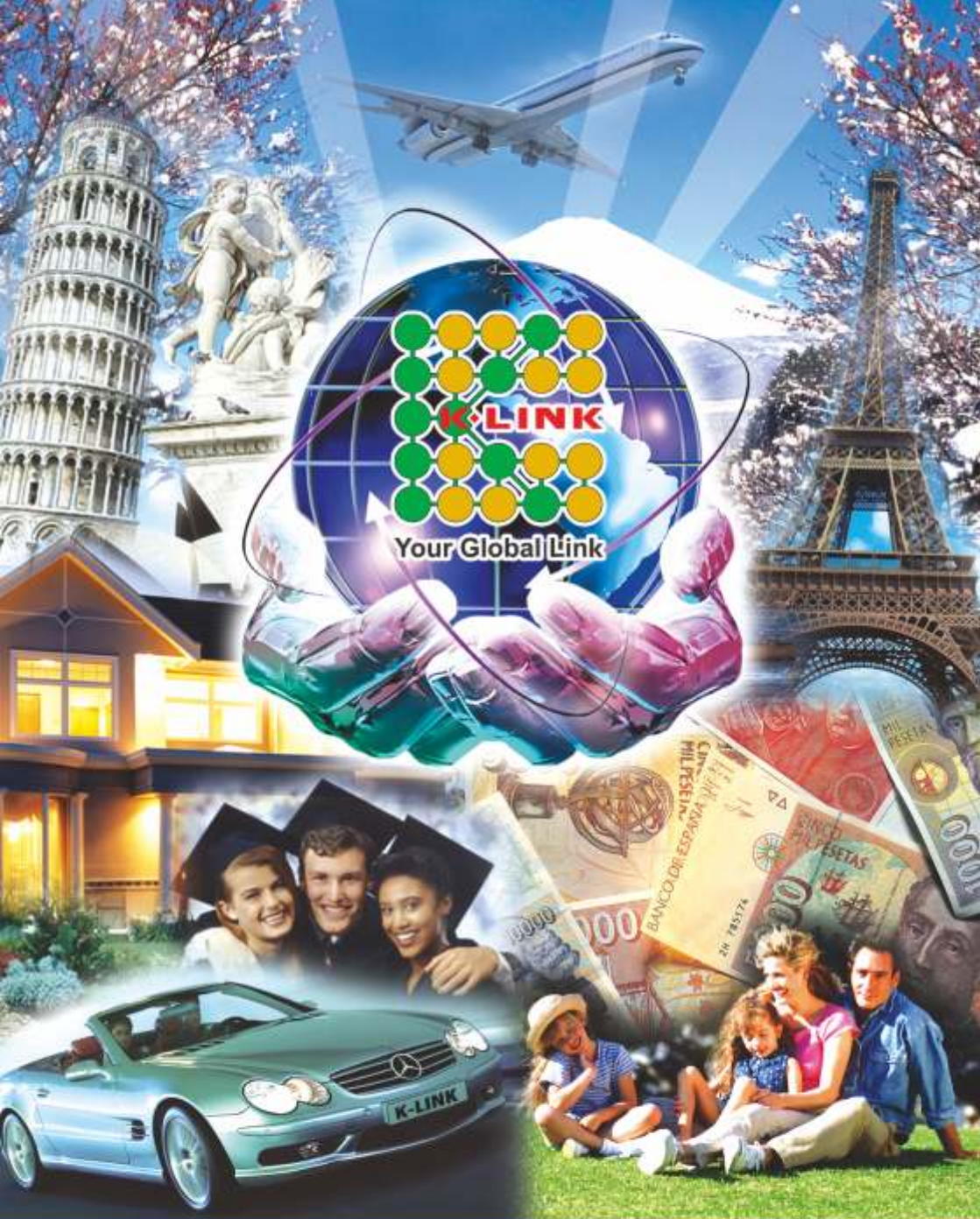




MARKETING PLAN

Keuntungan Langsung $\pm 20 \%$

Plan A K-LINK = 74 % (10 Insentif Istimewa)

1. Bonus Pembangunan 28 %
2. Bonus Kepemimpinan 30 %
3. Dana S.R.E.D. 3 %
4. Dana Crown 1 %
5. Dana Crown Ambassador 2 %
6. Dana Senior Crown Ambassador 1 %
7. Dana Royal Crown Ambassador 1 %
8. Dana Rumah / Mobil 3 %
9. Bonus Akhir Tahun 3 %
10. Liburan Ke Luar Negeri 2 %

Plan 

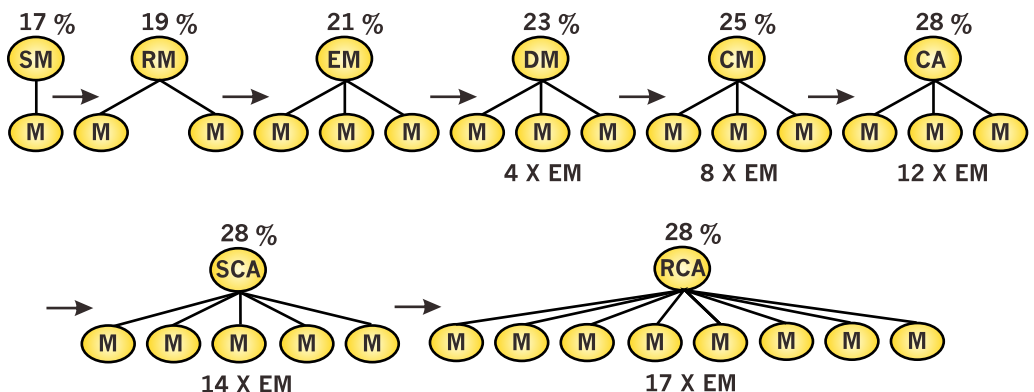


1 Bonus Pembangunan 28 %

Sistem akumulasi :

Group BV	Peringkat
100 BV = 3 %	Member
400 BV = 6 %	Senior Member
2.000 BV = 9 %	Supervisor
8.000 BV = 12 %	Assistant Manager
15.000 BV = 15 %	Manager

Penjualan pribadi minimal
100 BV setiap bulan



Untuk mendapatkan bonus dari SM sampai RCA, penjualan pribadi minimal 200 PBV dan memenuhi syarat PGBV setiap bulan sesuai dengan peringkatnya (maksimum yang dihitung 4 Emerald dalam satu leg / line).

2 Bonus Kepemimpinan 30 %

Level	Jumlah Manager	Quota BV	Fund For	Group Pribadi	Posisi Level Manager								
					1	2	3	4	5	6	7	8	9
Sapphire	1 M	PBV > 200 PGBV > 2.000	S R E D 3%	5%	5%	4%	3%						
Ruby	2 M	PBV > 200 PGBV > 1.600		5%	5%	4%	4%	3%					
Emerald	3 M	PBV > 200 PGBV > 1.200		5%	5%	4%	4%	4%	3%				
Diamond	4 EM	PBV > 200 PGBV > 600		5%	5%	5%	5%	4%	3%	2%	1%		
Crown	8 EM	PBV > 200 PGBV > 400	1%	5%	5%	5%	5%	4%	3%	2%	1%	1%	
Crown Ambassador	12 EM	PBV > 200 PGBV > 200	2%	5%	5%	5%	5%	4%	3%	2%	2%	1%	1%
Senior Crown Ambassador	14 EM	PBV > 200 PGBV > 200	1%	5%	5%	5%	5%	4%	3%	2%	2%	1%	1%
Royal Crown Ambassador	17 EM	PBV > 200 PGBV > 200	1%	5%	5%	5%	5%	4%	3%	2%	2%	1%	1%

3 Dana SRED 3 %

Sapphire Manager, Ruby Manager, Emerald Manager, Diamond Manager
Kualifikasi :

Sapphire Manager	Manager line $\geq$ 10.000 BV, PGBV $\geq$ 5000 BV
Ruby Manager	a. Manager line $\geq$ 10.000 BV, 10.000 BV, PGBV $\geq$ 1.600 BV atau b. Manager line $\geq$ 10.000 BV, 5.000 BV, PGBV $\geq$ 5.000 BV
Emerald Manager	a. Manager line $\geq$ 10.000 BV, 10.000 BV, PGBV $\geq$ 1.200 BV atau b. Manager line $\geq$ 10.000 BV, 5.000 BV, PGBV $\geq$ 5.000 BV atau c. Manager line $\geq$ 10.000 BV, 5.000 BV, 5.000 BV, PGBV $\geq$ 1.200 BV
Diamond Manager	a. Manager line $\geq$ 10.000 BV, 10.000 BV, 5000 BV, PGBV $\geq$ 600 BV atau b. Manager line $\geq$ 10.000 BV, 10.000 BV, PGBV $\geq$ 5.000 BV atau c. Manager line $\geq$ 10.000 BV, 10.000 BV, PGBV $\geq$ 600 BV (2/3 dari dana SRED)

4 Dana Crown Manager 1 %

Kualifikasi :

Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 400 BV **atau**

Manager line $\geq$ 10.000 BV, 10.000 BV, PGBV 400 BV (2/3 dari Dana Crown)

5 Dana Crown Ambassador 2 %

Kualifikasi :

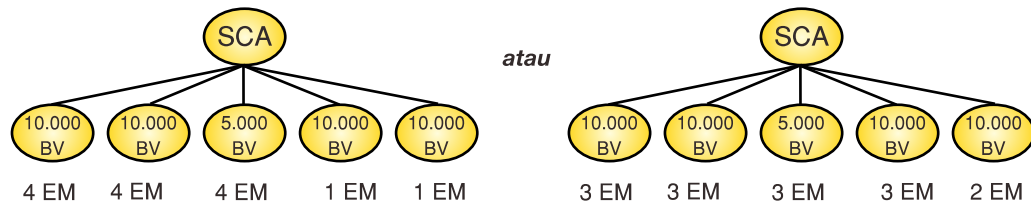
Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 200 BV **atau**

Manager line $\geq$ 10.000 BV, 10.000 BV, PGBV 200 BV (1/2 dari Dana Crown Ambassador)

6 Dana Senior Crown Ambassador 1 %

Kualifikasi :

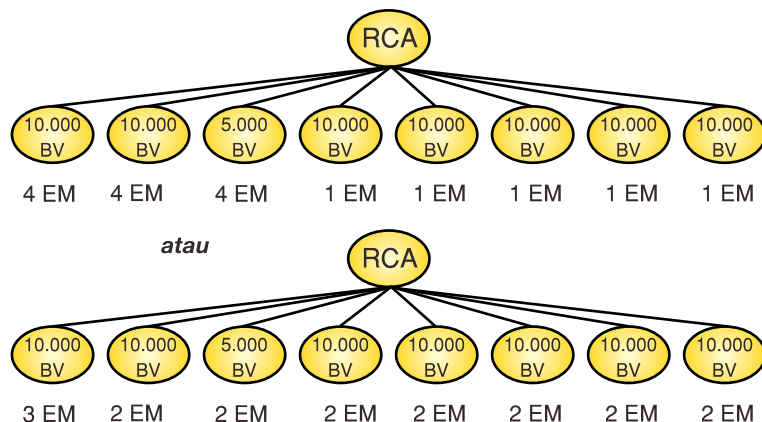
Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, 10.000 BV, 10.000 BV



7 Dana Royal Crown Ambassador 1 %

Kualifikasi :

Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, 10.000 BV, 10.000 BV, 10.000 BV, 10.000 BV, 10.000 BV



8 Dana Rumah / Mobil 3 %

Diamond Manager, Crown Manager, Crown Ambassador, Senior Crown Ambassador, Royal Crown Ambassador

Kualifikasi :

Diamond Manager	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 600 BV
Crown Manager	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 400 BV
Crown Ambassador	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 200 BV
Senior Crown Ambassador	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 200 BV
Royal Crown Ambassador	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 200 BV

Pembayaran maksimum perbulan Rm 9.000 (Rp. 28.800.000,-)

9 Bonus Akhir Tahun 3 %

Emerald Manager, Diamond Manager, Crown Manager, Crown Ambassador, Senior Crown Ambassador, Royal Crown Ambassador

Kualifikasi :

Emerald Manager	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 1.200 BV
Diamond Manager	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 600 BV
Crown Manager	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 400 BV
Crown Ambassador	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 200 BV
Senior Crown Ambassador	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 200 BV
Royal Crown Ambassador	Manager line $\geq$ 10.000 BV, 10.000 BV, 5.000 BV, PGBV 200 BV

Pembayaran bulanan maksimum Rm 9.000 (Rp. 28.800.000,-)

Pembayaran tahunan maksimum Rm 108.000 (Rp. 345.600.000,-)

10 Liburan Ke Luar Negeri 2 %

Sapphire Manager, Ruby Manager, Emerald Manager, Diamond Manager, Crown Manager, Crown Ambassador, Senior Crown Ambassador, Royal Crown Ambassador

Kualifikasi :

Sapphire Manager	Manager line $\geq$ 5.000 BV, PGBV 5.000 BV
Ruby Manager	Manager line $\geq$ 5.000 BV, 5.000 BV, PGBV 1.600 BV
Emerald Manager	Manager line $\geq$ 5.000 BV, 5.000 BV, PGBV 1.200 BV
Diamond Manager	Manager line $\geq$ 5.000 BV, 5.000 BV, PGBV 600 BV
Crown Manager	Manager line $\geq$ 10.000 BV, 10.000 BV, PGBV 400 BV
Crown Ambassador	Manager line $\geq$ 10.000 BV, 10.000 BV, PGBV 200 BV
Senior Crown Ambassador	Manager line $\geq$ 10.000 BV, 10.000 BV, PGBV 200 BV
Royal Crown Ambassador	Manager line $\geq$ 10.000 BV, 10.000 BV, PGBV 200 BV

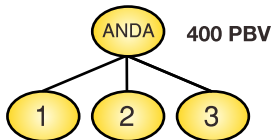
Plan B K-LINK = 72 %

1. Dynamic Fund 9 %
2. Infinity 20 %
3. Unilevel 28 % (9 Level)
4. Global Bonus Sharing 15 %

1 Dynamic Fund 9 %

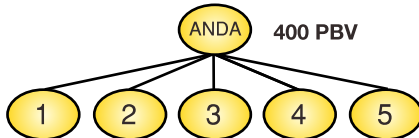
Kualifikasi :

9% dari total BV Plan B akan diberikan oleh 3 kaki kepada Manager (3% - 15%).



3 x 400 BV = 1 Point

- Minimal memiliki 3 kaki berbeda dengan personal sales masing-masing 400 BV akan mendapat 1 point.

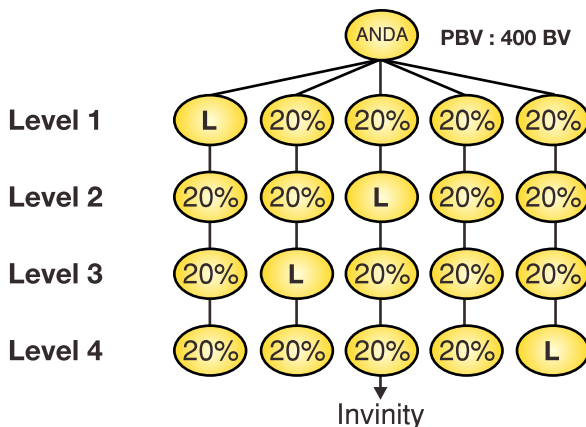


5 x 400 BV = 2 Point

- Minimal memiliki 5 kaki berbeda dengan personal sales masing-masing 400 BV akan mendapat 2 point.

2 Infinity 20 %

Satu line dalam setiap level hanya berhak mendapatkan 1 kali bonus.



3 Unilevel 28 % (9 Level)

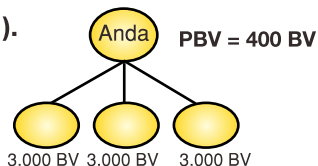
Kualifikasi :

	1 x 200	2 x 200	3 x 200	4 x 200	5 x 200
Level 1	4%	4%	4%	4%	4%
Level 2	4%	4%	4%	4%	4%
Level 3	4%	4%	4%	4%	4%
Level 4	4%	4%	4%	4%	4%
Level 5	4%	4%	4%	4%	4%
Level 6		2%	2%	2%	2%
Level 7			2%	2%	2%
Level 8				2%	2%
Level 9					2%

4 Global Bonus Sharing 15 %

Dibagi dalam 3 kondisi :

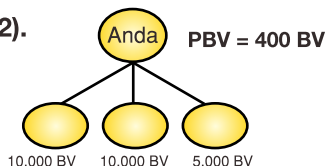
1).



5 % X Jumlah BV dari Plan B

Total Group Sales (Plan A + Plan B) $\leq$ 100.000 BV, akan mendapat 5 % dari jumlah BV dalam Plan B dengan syarat mereka minimal memiliki 3 kaki yang berlainan dengan nilai BV

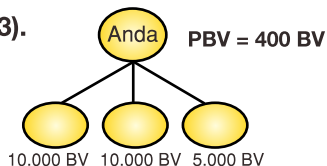
2).



5 % X Jumlah BV dari Plan B

Total Group Sales (Plan A + Plan B) $>$ 100.000 BV tetapi $\leq$ 400.000 BV, akan mendapat 5 % dari jumlah BV dalam Plan B dengan syarat mereka minimal memiliki 3 kaki yang berlainan dengan nilai BV

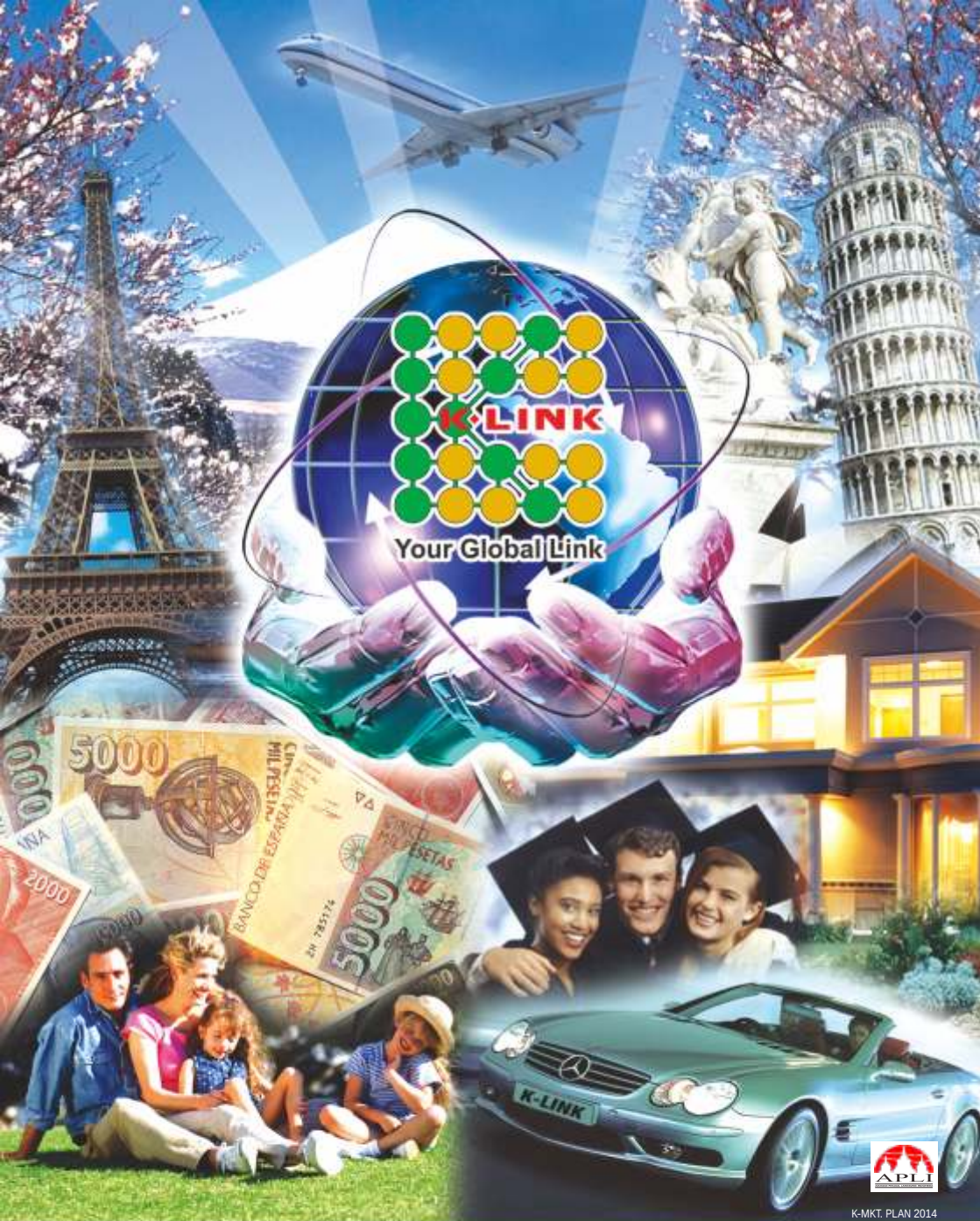
3).



5 % X Jumlah BV dari Plan B

Total Group Sales (Plan A + Plan B) $>$ 400.000 BV, akan mendapat 5 % dari jumlah BV dalam Plan B dengan syarat mereka minimal memiliki 3 kaki yang berlainan dengan nilai BV





K-MKT. PLAN 2014



PT. K-LINK
Website : www.k-link.co.id